

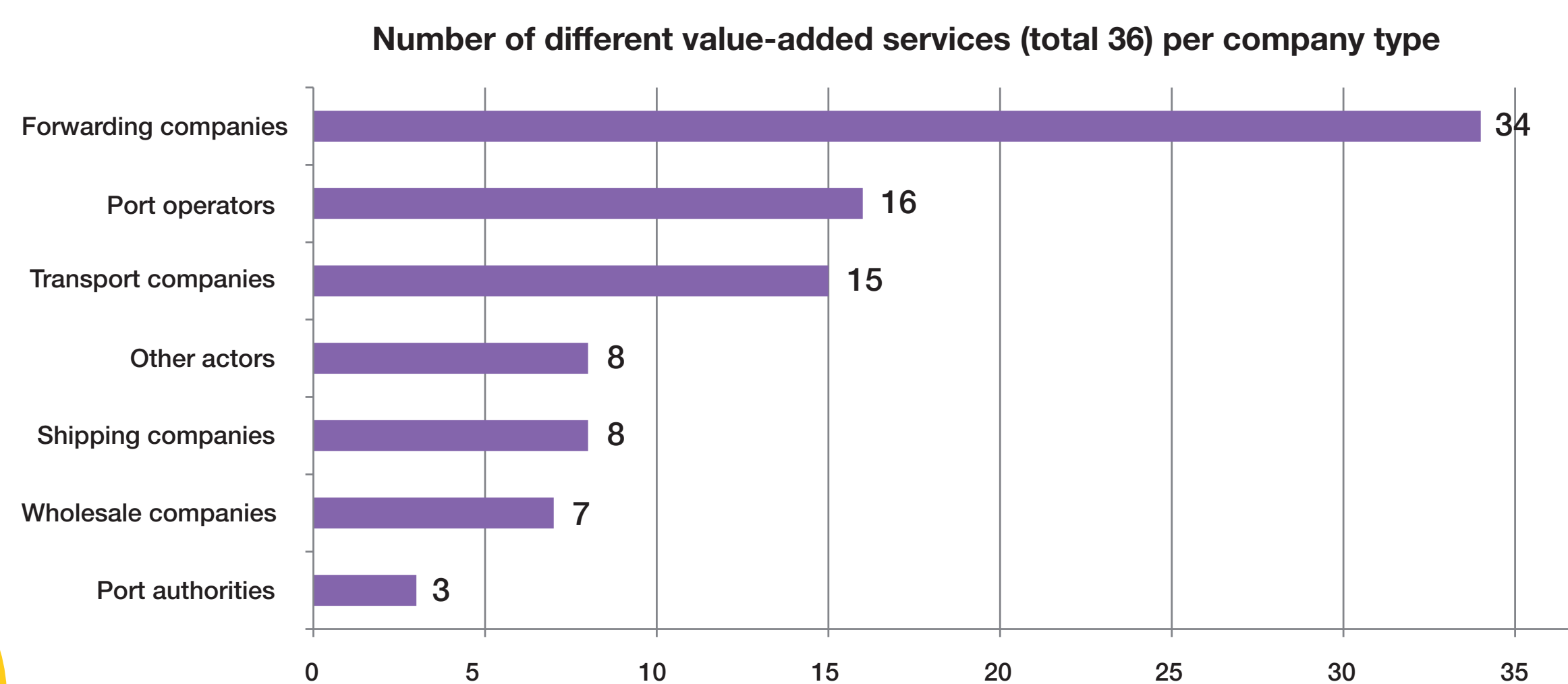
## TRALIA - VALUE-ADDED SERVICES OF TRANSIT TRAFFIC

It is estimated that the Russian transit traffic transported through Finland gives annual income of over 300 million euros. Most of it, almost 100 million euros, comes from warehousing and logistics value-added services. However, there exist no study what these value-added services are and what is their growing potential.

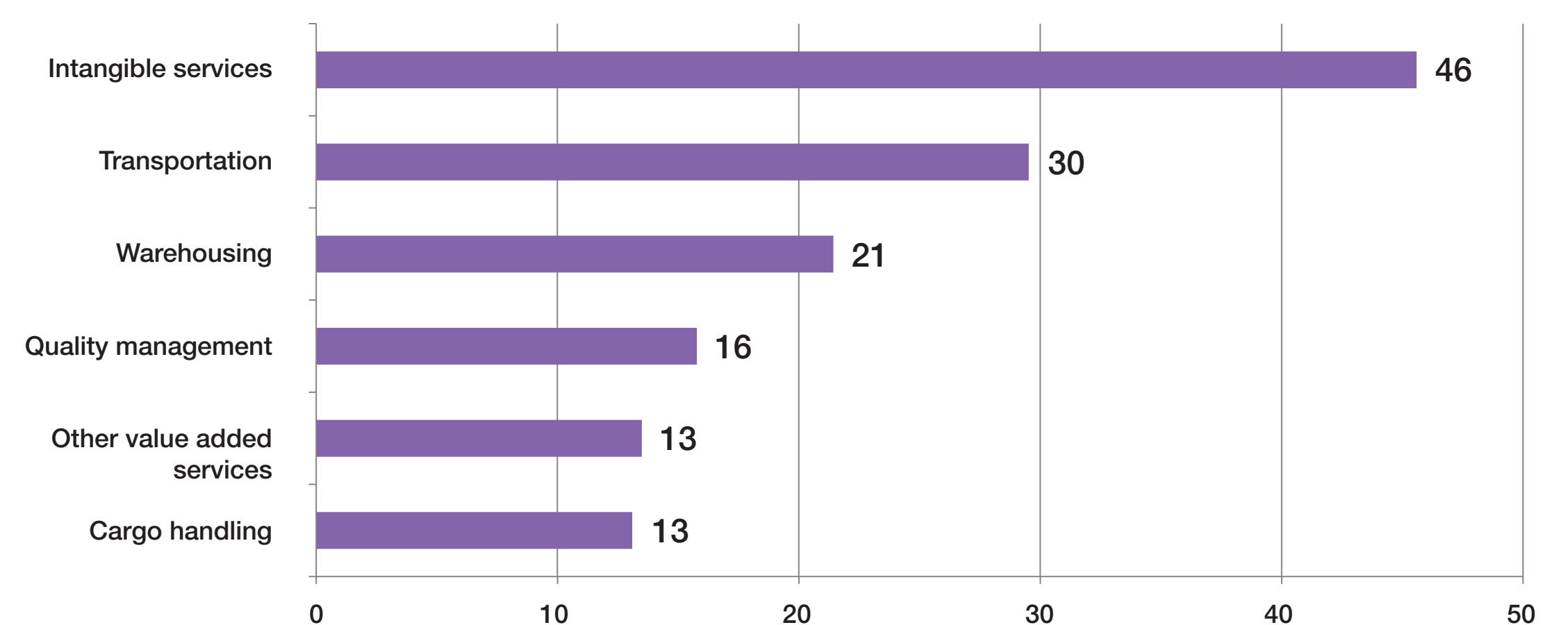
### Objectives

The aim of the research is to find out what kind of value-added services companies offer in Finland for transit transportations to/from Russia via Finnish ports and how these value-added services could be developed. In addition, the current status and future sights of Finland's transit route were analyzed. The research was carried out by literature review and in-depth interviews among national and international actors of transit traffic in Finland.

On the basis of research results the route via Finland to Russia is especially a transportation route for high value cargoes. The interview study revealed that there are offered over 30 value-added services to the transit transportations in Finland. Value-added services are concentrating on intangible services, on transports, on quality management and on cargo handling. The most common value-added services are customized customer services, ITC-services, documentation and consulting. These services are usually born out of the special needs of customers.



Share of interviewed companies (%) providing value-added services by main groups



The research gives valuable insight for increasing the competitiveness of Finnish route for the Russian transit traffic. It provides basic information for companies focusing on increasing their services for transit traffic. Value-added services are not the main factor in the choice of the transportation route, but together with efficient, good quality and safe logistics services value-added services are an important competitive factor for Finland's transit route.

The project is carried out between May 2008 and April 2009.

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