

NORVEGIAN SALMON CASE

REFERRING DATA : Trondheim/Paris : 2250 kms by road 30 to 35 hours drive

Sea low speed 12 knots Trondheim Boulogne 62 hours

Oslo Boulogne 50 hours

This issue is Fresh Fish and not frozen fish which is shipped by sea to China

However a possible relocation might be thought

MARKET AND VALUE

The added value in the chain is in quicker transport as we are speaking of fresh food

Road transport is already efficient

Increasing volume however suggests taking into account Sea transport if a quicker solution is found (Overspeed boat to Boulogne)

Time is short for southern markets

DK and France are large markets for Norwegian fish

Germany Denmark and other northern countries are supplied by sea

ROAD and SEA COMPARISON

Road transport is less delayed by weather conditions

Flexibility is useful with primary process (precarriage) and time of delivery : two key conditions here

Faster transport with new technology is possible : express boats from Norway to Boulogne sur Mer in France for French market which is one of the largest sea fish port in Europe and by the way post carriage is existing

Efficient road transport remains needed from production areas to sea ports : product expiring date on shelves remain the critical point

From Road to sea is a matter of economies of scale and transit time

Road transport with two drivers is able to answer faster service as the distance Norway France is far more than 600 kms

A boat is able to sail all the time

Overspeed boat might be especially useful during peak season