



Press release
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NEW CONTRACT

The MARITEAM group signs contract with STEF SEAFOOD to transport its seafood in France and in Europe

On the occasion of SEAFOOD 2013 (the European exposition for seafood and seafood processing), MARITEAM, the Group which specialises in seafood trading and distribution and STEF Seafood, the seafood section of the STEF Group, signed a new contract for upstream and downstream transport services. Every year, 18,000 tons of goods will be shipped to France, Italy and the United Kingdom.



Left: Serge Capitaine, Deputy Managing Director of STEF
Right: Yann Lecointre, CEO of Mariteam



Left : Yann Lecointre, CEO of Mariteam
Right: Pierre Joie, General Sales Manager of STEF Transport

As part of its reorganisation program, Mariteam wanted to optimise its transport operations to meet a rise in volumes bound for France, Italy and the United Kingdom.

STEF Seafood won the tender launched in December 2012 on 4 major points:

- **Reactivity and clarity of the offer.**
- **Ability to supply France on a same-day delivery basis and Europe on a day-one for day-two basis.**
- **Optimal quality of service.**
- **Cutting-edge seafood expertise.**

Yann Lecointre, CEO of Mariteam said : « *Mariteam is the leading fishery and seafood trader and distributor in the French and European markets. As part of our development strategy, we have decided to rely on STEF Seafood, a well-known operator for temperature-controlled transport of seafood. STEF Seafood understood our logistics and trade needs and were able to offer us a strong partnership with services perfectly suited to our demands. The transport and expertise of the cold chain which guarantees the maximum freshness of seafood products are key elements in our business. STEF's dense European network, as well as its technical and human expertise, were key factors in our decision.*

Upstream and downstream Transport

STEF Seafood will collect goods (fish, shellfish) from fish traders in every French harbour and will ship to the distribution platforms of retailers and wholesalers all over France.

STEF Seafood will also be in charge of transport operations from Mariteam's seven processing plants and three platforms to the distribution platforms of retailers, wholesalers and the main open trade markets ('MIN' in French) in France, Italy and the United Kingdom.

The goods will then pass through STEF Seafood sites.

Mariteam

As a buyer operating within 25 of the 37 French fish auction markets, the Mariteam Group is both local and global. Mariteam has access to the best quality of fresh fish as well as farmed fish. As a fishery and seafood trader and distributor, Mariteam is prepared for maximised reactivity to meet the tightest supply and demand deadlines.

STEF Seafood

STEF Seafood is the European seafood transport and logistics network of Group STEF. It is present in every fish production region from the north of Europe to the Mediterranean. With 20 specialized sites, a daily presence in 150 harbours and 21 airports in Europe, STEF Seafood has the tightest seafood collection network on the European continent. It offers its expertise in domestic and international flow management as well as a complete range of services for fresh and processed products. STEF Seafood relies on 1200 employees who are active in eight countries (Benelux, France, Germany, Italy, Portugal, Spain, Switzerland and the United Kingdom) and a fleet of 450 vehicles. Every year, Stef Seafood handles 850 000 tons of goods.

For more information, please go to www.stef.com

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