



Press release
23 January 2014

Combined sea/road transport

SOJASUN embarks with STEF on the Motorway of the Sea for its first maritime shipments to Spain and will take 200 trucks off the road per year by 2015

Triballat Noyal has become the first French agri-food company to export its processed food products to Spain by sea.

Monday, January 20, , STEF (Europe's specialist temperature-controlled logistics Group) and Triballat Noyal (a family company specialised in the fields of plants, organic, cheese and nutrition under the brands Sojasun, Vrai, Sojade, Petit Billy, Merzer, Petit Breton...) have started a combined sea/road transport operation between the Sojasun plant in Châteaubourg (France) and STEF's Madrid logistics site. This is the first time that Triballat Noyal uses a sea/road transport mode between France and Spain.

In 2014, sea transport will account for 80% of shipments to the Iberian Peninsula, in volume terms, with a target of 100% in 2015.

At full development, Triballat Noyal is aiming for the commissioning of 4 refrigerated double-deck trailers per week, which would represent on a yearly basis:

- 200 fewer trucks on the road
- 112 000 road km saved, equivalent to 88 Paris-Madrid trips!
- 45 000 litres of diesel saved
- a reduction of 20 tons of CO₂



At its launch, this combined sea/road transport operation will be implemented three times per week on the Saint-Nazaire (Loire-Atlantique) / Gijón (Asturias) shipping line operated by LD Lines (part of the Louis Dreyfus Armateurs Group).

For each trip, STEF uses a refrigerated double-deck semi-trailer with a 17.5 tons capacity for temperature-controlled goods (+2° C + 4°C), which represents a full load of Sojasun and Sojade products.

- Day 1 at 3 pm (France): loading refrigerated semi-trailer with pallets of Sojasun products at the Châteaubourg (35) plant
- Day 1 at 4 pm (France): loading refrigerated semi-trailer with pallets of Sojade products at the Noyal-sur-Vilaine (35) plant
- Day 1 at 6:30 pm (France) : Arrival of truck at Nantes Saint-Nazaire / Montoir-de-Bretagne (44) harbour for loading of truck (tractor + trailer) aboard the ferry
- Day 1 at 7 pm (France): Ferry leaves for Gijón (Asturias)
- Day 2 at 11 am (Spain): Ferry arrives in Gijón harbour and truck departs for the STEF Madrid site
- Day 2 at 8 pm (Spain): Truck arrives at Madrid STEF for the goods to be delivered in Spain and Portugal

Olivier Clanchin, President of Triballat Noyal: « *In 2013, Triballat Noyal shipped 89% of its tonnage by road and 11% par sea (England, Canada et overseas territories). In 2014, the company will triple the volume shipped by sea to reach the 33% mark. This new combined sea/road transport operation in partnership with STEF, LD Lines and Nantes Saint-Nazaire harbour is another example of Triballat Noyal's commitment to the protection of the environment.* »

Mériadec Paviot, Triballat Noyal Logistics Director: « *In 2010, Triballat Noyal chose STEF for its temperature-controlled logistics and transport services between France and Spain to support our strong growth in the Iberian Peninsula. We have to adopt a collaborative approach to implement an alternative solution to road transport between France and Spain. The transfer of our logistics flows from road to sea will help reduce our business carbon footprint.* »

Serge Capitaine, STEF Chief operating officer: « *STEF supports its clients in the development of new logistics solutions with multimodal transport schemes. During the past 20 years, we have developed a strong partnership with Triballat Noyal, mostly for transport services in France but also in Belgium, Spain, Italy and in the United Kingdom. Our people have made every effort to meet the challenge and organize this new combined sea/road transport. We have worked with top quality partners: LD Lines et Nantes Saint-Nazaire Port.* »



STEF is Europe's specialist temperature-controlled food logistics group. Our mission is to securely bridge the gap between industry and retailers. The group provides transport, logistics and information systems for all temperature-controlled deliveries (from -25°C to +18°C). The group is active in 8 European countries (Belgium, Spain, France, Italy, the Netherlands, Portugal, the United Kingdom and Switzerland) and in Tunisia. The group employs 14,500 staff and has 216 platforms and warehouses and more than 4,000 HGVs, half of which are company-owned. STEF's turnover for 2012 stood at €2,502.3 million

For more information, please visit our website at www.stef.com

Press contact: Catherine Marie Tel: +33 (0) 1 40 742 964 / +33 (0) 635 231 088

catherine.marie@stef.com



Triballat Noyal, a family company for three generations, is based in Noyal sur Vilaine in Brittany. The company combines tradition and innovation to develop new innovative niche markets in the organic, cheese, plants and nutrition markets. Triballat Noyal is active in France in various retail networks and exports through two affiliates : in Spain and in Italy. Triballat Noyal has initiated a sustainable development policy, taking into account environmental, economic and social concerns

For more information, please visit our website at www.triballat.fr

Press contact: Gwenaëlle LEGARREC - Tel. : + 33 (0) 2 99 04 11 11

gwenaelle.legarrec@triballat.com



LD Lines offers ferry crossings between France and Spain, between France and Ireland, and between England and Spain. The LD Lines fleet only operates new, modern, state-of-the art and highly comfortable ships. The DL Lines ferry network offers:

- 3 crossings per week between Nantes/St-Nazaire and Gijón
- 1 crossing per week between Nantes/St-Nazaire and Rosslare
- 2 crossings per week between Santander and Poole
- 1 crossing per week between Gijón and Poole

www.ldlines.fr

Press contact : Christophe SANTONI - Tel. : + 33 (0) 1 70 38 60 71

christophe.santoni@lda.fr



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- N°1 harbour on the French Atlantic coast
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- 1 350 ha of developed port, logistics and industrial acreage
- over 3 000 ship calls per year

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Press contact press: Public relations - com@nantes.port.fr

Tél.: +33 (0)2 40 44 21 13 – (0)6 86 57 30 22