



Press release
October, 14th 2014

European collection and distribution network
exclusively dedicated to fresh seafood
- SEAFOODWAYS -
welcome 3 new members :
KOTRA LOGISTICS, MED FRIGO and O'TOOLE TRANSPORT



On the occasion of CONXEMAR 2014 - INTERNATIONAL FROZEN SEAFOOD PRODUCTS EXHIBITION - in Vigo, OLANO, STEF and EXPRESS MARÉE, the three operators of seafood transport and logistics who launched the SEAFOODWAYS network in May 2014 have made the adhesion of three new members at the network official. From now on, SEAFOODWAYS has 6 partners and more than 1.000 vehicles in 10 countries.

These three new members are KOTRA LOGISTICS (Holland), MED FRIGO (Greece) et O'TOOLE TRANSPORT (Ireland). The goal of this opening to European operators in seafood transport and logistics is to offer shared transport and logistics solutions to serve, under 48 hours, all major European production areas and consumer markets.

The 6 partners offer to the seafood industry an infrastructure and transport close-knit network with no equivalent in Europe, for:

- An homogenous quality of operational service
- A wider range
- An end-to-end direct flow management across Europe: from shipper (harbour, fish farms...) to consumer (retailers, wholesalers...)
- A larger consolidated distribution capacity



Picture 1 - from left to right : Jean-Michel Pachut (STEF), Theodoros Alexakos (MED FRIGO), Nicolas Olano (OLANO), Erik de Koeijer (KOTRA LOGISTICS) and Gérard Raynaud (EXPRESS MARÉE) at CONXEMAR Exhibition, for the official signature of new adherents.

Picture 2 : Laurence O'Toole, not present in the Exhibition - Fleet Transport Awards

The seafood industry has been confronting market changes for several years. To adapt to these changes, clients have been increasingly calling for continuous improvements in transport and logistics services. Considering the specific needs of fresh seafood and the necessity to guarantee the freshness and organoleptic quality of these products, transport and logistics services for the fresh market increasingly demand high-frequency deliveries and ever shorter deadlines.

In this context, "Seafoodways" offers a comprehensive solution with a European collection and distribution network managed by professionals in seafood logistics, meeting high standards in terms of quality, professionalism and performance.

More synchronized services

With the integration of these three new members, "Seafoodways" network, previously composed of 34 sites and a fleet of 700 vehicles dedicated to the logistics of fresh seafood products, now has 44 platforms, more than 1.000 vehicles and processes in total 1.250.000 tons of seafood products each year in Europe. The opening towards new European countries (Netherlands, Ireland and Greece) also strengthens the network's anchorage in Europe based on reliable and recognized actors.

Thus, the six companies make available their tools and their innovative efforts to better adapt to changes in the industry and offer solutions massification and piloting the most powerful stream.

Seafoodways' interconnected and fully synchronized operations enable seafood industry players (producers, manufacturers, processors, wholesalers and retailers) to optimize their flow and to rely on complementary logistics services across Europe. Additional services for which each has a recognized expertise: storage, picking, freezing... Data flows are interconnected via specialized interfaced information systems to process networked groupage operations for seafood on a European scale.

www.seafoodways.com

About OLANO

The OLANO Group is a major player in the cold supply chain, as an operator of transport and logistics services under the OLANO corporate brand. It has 45 sites in Europe (France, Spain, Portugal and Belgium), a team of 1 600 employees, a fleet of 800 vehicles, 700 000 m³ for refrigerated storage at -22°C / 20°C and 200 000m³ at +2°C/+14°C. To adapt to the daily needs of its clients and their satisfaction, the Group is organized around human-sized operating centres and operates with its own information system, for optimization and more flexibility. The OLANO Group is committed to sustainable development and environment protection, which includes the signing of the Ademe CO₂ Charter and the valorisation of Economie Energie certificates. Today, the family company offers a resolutely modern and structured image, adapts to changes in the industry and faces the future with serenity, combining growth and independence. OLANO Group's annual turnover for 2013 was €300 million.

For more information: www.groupe-olano.com

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About STEF

STEF is the European specialist in cold logistics for all temperature sensitive and agro food products. Our mission is to safely bridge the gap between manufacturers and retailers. The group masters and brings together transport, logistics and IT skills for all temperature-controlled deliveries (from -25°C to +18°C). STEF is active in 7 European countries: Belgium, Spain, France, Italy, the Netherlands, Portugal and Switzerland. The group employs 15,500 staff and operates with specialized assets: over 200 platforms and warehouses, 2.200 trucks and 2.250 refrigerated trailers. STEF's annual turnover for 2013 was €2,633 million.

For more information: www.stef.com

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About EXPRESS MAREE

EXPRESS MAREE is an independent family-owned French company operating in temperature-controlled transport and logistics. It has a € 40 million turnover, 440 employees, 103 tractor trailers in its network of 7 branches and 6 flow consolidation secondary sites. EXPRESS MAREE's activities include the collection, upstream transport, preparation and distribution of food products, from supplier to end customer. It is ISO 9001 certified since 2013. It is dedicated to customer satisfaction, with a continuous improvement in quality and processes.

For more information: www.express.maree.fr

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About KOTRA LOGISTICS

KOTRA LOGISTICS is an independent family group founded in 2009 and composed of the following companies: Transport Vooruit in Breskens (Netherlands), Transport Vooruit A/S in Padborg (Denmark), Egon Soerensen in Hanstholm (Denmark), Transport Kloos in IJmuiden (Netherlands), Van Maanen Koeltransport in IJmuiden (Netherlands), Transport de Koeijer in Yerseke (Netherlands) and Kotra Boulogne (France).

The Group has 320 employees and 120 trucks, and its turnover is €50 million.

KOTRA LOGISTICS is a specialist of temperature-controlled transport and logistics; seafood transport in Western Europe represents 90% of its business.

For more information : www.kotra-logistics.nl

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About MED FRIGO

MED FRIGO, established in 1991 in Greece, is a dynamically developing company providing integrated logistics and transportation services for the temperature controlled food products (from -25°C to +18°C). Over the years is recognized as the seafood logistician expert and is positioned amongst the largest European logistics companies for the seafood products. With 3 modern & fully equipped logistics centers placed in 33,500m² own terrain (Patras W. Greece & in Athens), cold stores of 10,500 m², a modern fleet of 37 trucks, MED FRIGO's 145 employees are offering customized services adjusted to the customer's needs. Operating more than 6,500 refrigerated trucks annually and services dedicated in the groupage transporting, it reaches 14 countries in Europe, weekly. In 2014 MED FRIGO received a Gold Award for Exceptional Achievement in the category "Integrated Logistics & Transportation services". Annual turnover for 2014 is expected at € 30 million.

For more information: www.medfrigo.gr

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About O'TOOLE TRANSPORT

Since its inception in 1996, O'TOOLE TRANSPORT has grown from a one truck operation into the current fleet of 60 trucks & 90 trailers. Major Investment in new trucks will see 25 new euro 6 trucks added to the fleet in 2015. The company's new International Food distribution center in Dublin port will transform the way in which goods are transported into & out of Ireland. With highly skilled & competent people (80 staff) delivering unrivalled customer service in international logistics, customers know their product is in safe hands. O'TOOLE TRANSPORT, equipment you can count on, people you can trust. Group's turnover is €9 million.

For more information: www.otooletransport.com

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