



THE LARGEST EUROPEAN
INLAND WATERWAYS NETWORK

ADDED
VALUE

MUTUALIZATION

TRANSFORMATION

FOREIGN
TRADE

SEINE-SCHELDT

**AN INDUSTRIAL ACCELERATOR
AT THE HEART OF THE
AGRICULTURAL PRODUCTION
AND PROCESSING ZONES**

AGRICULTURE AND AGRO-INDUSTRY, AT THE ROOTS OF THE CONNECTION BETWEEN THE RIVER AND TERRITORIES

First sector for river logistics and leading contributor to France's net trade balance, this sector is closely linked to waterways within the agricultural production areas and urban consumption areas.

Consultations carried out in 2017 in the framework of the infrastructure development council clarified the stakes and expectations of the river sector and multimodal logistics:

Direct access at the heart of urban areas and to major sea ports for export and import (cereals and agri-food, etc); Reduction of transport costs with primary and secondary transformation on the banks of the waterway; Traceability and security of shipments, particularly with the RIS (River Information Services);

The main stakes of the development of logistics for the agri-food industry are the following:

- 1 Increase in the rate of transformation on the banks of the waterway
- 2 Increase in urban distribution by waterway for basic and transformed products
- 3 Widening of the regional interlinking (small gauge nearby) with a multi-batch approach;
- 4 Reduction of costs by pooling within or outside (the most frequent) sectors;

YVES BELEGAUD

EUROPE MANAGING DIRECTOR, TEREOS

Tereos is very interested in the construction of the future large gauge Seine-Scheldt Canal, which will be a great opportunity for us. Indeed, eight of our Hauts-de-France sites are on the canal's route or nearby: Escaudoewres, Boiry Sainte Rictrude, Nesle, Origny Sainte-Benoîte, Chevières, Bucy-le-Long, Vic-sur-Aisne, Berneuil-sur-Aisne. The Seine-Nord Europe Canal will connect us to two large gauge routes:

- North-bound to the major North Sea ports in France and Benelux
- South-bound towards the Seine basin.

We estimate our potential use of the canal at 1 Mt out of a total estimate of 20 Mt on the canal, representing a potential 5% of the overall traffic.

CHRISTOPHE BUISSET

CHAIRMAN OF THE HAUTS-DE-FRANCE CHAMBER OF AGRICULTURE

To us, the Seine-Scheldt project is of prime importance for agriculture in the Hauts-de-France, the leading producer of agricultural biomass. This canal is essential for us to remain competitive in a context of globalised trade that is developing very fast.

Indeed, it will enable us to save between 5 and 10 Euros per metric tonne of freight. Moreover, the economy as a whole in our region will benefit. To me, the development of agriculture is a key issue, but we need to go upmarket, as the President of France has said.

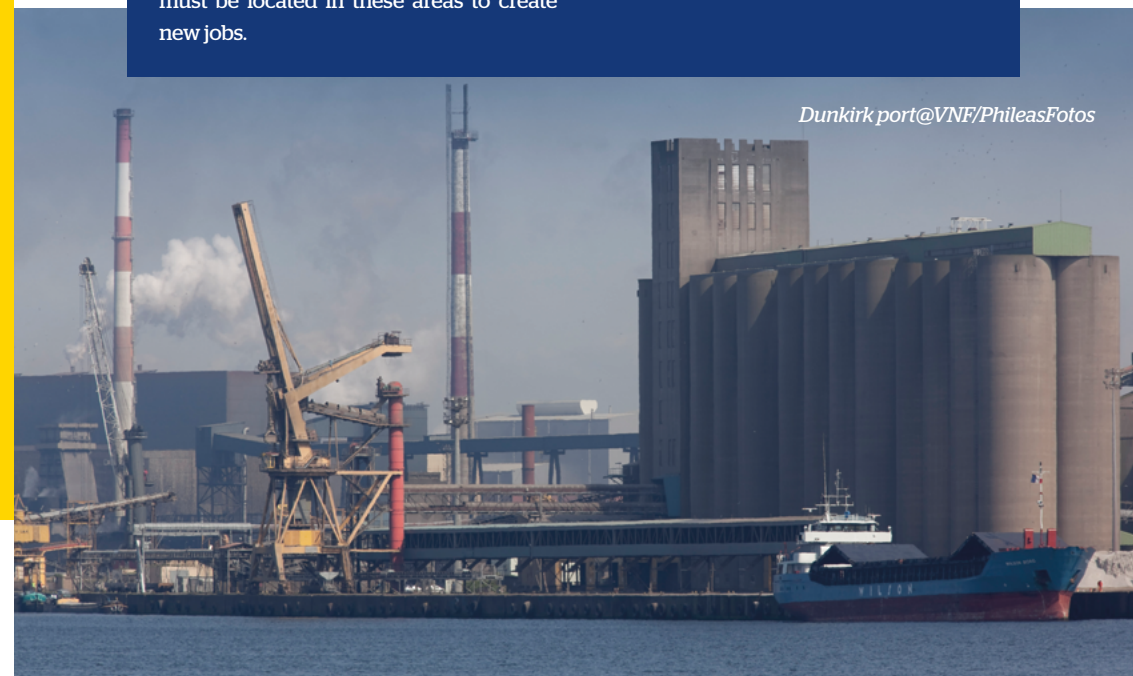
To go upmarket, we need to be competitive, and therefore the transformation tools must be located in these areas to create new jobs.

The Hauts-de-France region is at the heart of a huge Europe-wide multimodal platform - inland waterways, rail and motorway network - and this canal will open doors to the world, with the development of ports. Edouard Philippe, in his speech in Le Havre at the end of November, spoke of the development of French ports

I agree with him, we must not create competition between French ports, they must develop together, in a coordinated manner. We have global leaders here, such as Téréos, Bonduelle, Roquette and Lesaffre, which produces yeast. We want them to grow here, in the Hauts-de-France.



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Dunkirk port@VNF/PhileasFotos

Container terminal Grand Couronne
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JEAN-MICHEL SOUFFLET

CHAIR OF THE SOUFFLET GROUP EXECUTIVE BOARD

Consolidated transport (bulk and in containers) to the main export ports is an important lever for the competitiveness of French agriculture. Indeed, from the field to the silo, then from the silo to the barges and wagons, the efficiency of logistics is crucial as it has a direct impact on the economic and environmental performance of the grain sector. The grain market is an international and highly competitive market. In France, the price of grain is set at departure from export ports such as Rouen and La Rochelle. The cost of transport to the ports depends first on the competitiveness of French grain on the market as well as

the remuneration of the different links in the chain. To enable a better buying-in price for French farmers and optimise remuneration in the sector, each link must be as efficient as possible. The challenge is to manage or even reduce transport costs, guaranteeing the sector's export capacity in the long term and meeting foreign clients' expectations of flexibility, traceability and quality. The Seine-Scheldt link project will enable the potential of the sector to be consolidated and developed for exports from French ports in the Northern Range.