



Cargo flow analyses for North Norway

Transportutvikling AS has analyzed and mapped the cargo flow in 3 counties. The County Municipalities of Finnmark, Troms and Nordland have commissioned Transportutvikling AS in order to carrying out detailed cargo flow analyses.

Decisions were made by the Counties to initiate separate cargo flow analyses for the commercial sectors which are most dependent on proper transport solutions. Several of these sectors are changing, due to f.i. market situation, technology and available resources.

Knowledge stemming from these analyses is to constitute a basis for decisions to be made with regards to investments and maintenance of the Counties' road net and the operation of ferries and passenger commuter vessels. The analyses will also be most important for priority proposals in the National Transport Plan 2018-2027, for commercial development, area planning etc. in the Counties.

The analyses are mainly based on obtaining primary information from commercial players in the Counties, and not on secondary data from public statistics. The separate analyses have been completed, and Transportutvikling AS is now working on a comprehensive account of sea food transport for the entire North Norway.

The prime sea food region

North Norway is Norway's leading sea food region. For 2014, Transportutvikling AS mapped in- and outbound transports equivalent to approximately 3.3 mill. tons from approximately 150 companies in North Norway. The volumes of outbound transports are dominated by traditional fisheries, even if volumes from aqua culture (salmon) have expanded during the last years.

Traditional fisheries are utilizing sea transport to a higher extent than done by the aquaculture sector. More than 60% of the volumes was transported by sea, while the figure was less than 10% for aquaculture volumes; mainly fish silage. By including supply of feed and nutrition for the aquaculture industry, sea transport will also dominate this sector.

The sea food sector generates a multitude of inbound transports. Apart from inbound fish for production, some of the sea food sectors create more inbound than outbound transports, f.i. with regards to fish feeds, packing materials, pallets, salt etc.

AADT (Annual Average daily Traffic) related to the sea food sector is more than 120, of which more than 50% stems from aquaculture.



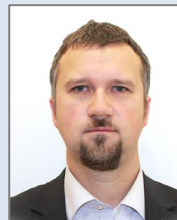
Large volumes of sea food by train

During 2014, close to 180,000 tons of sea food were transported from North Norway by train. Even if aqua culture volumes are dominating the rail transports, traditional fishery companies are also utilizing train to a large extent. Fish stemming from 41 different locations in North Norway was sent by train in 2014. Rail transports originated in Narvik, Kiruna, Bodø, Fauske and Mo I Rana. The largest volumes were transported from Narvik.

Arena Arctic Maritime Cluster (AMC):

TU is Project Manager for AMK. Member companies engage in the cluster co-operation.

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New employee TU:

Alexey Filin employed by TU, from a position as head of the Barents secretariat in Murmansk.

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Arena Arctic Maritime Cluster – a major project engagement

The Project Management for the Arena project Arctic Maritime Cluster (AMC) is carried out by Transportutvikling AS. The Arena program is a co-operative project between Innovation Norway, The Research Council of Norway and SIVA. Innovation Norway is responsible for the daily running of the program. AMK is owned by Maritime Forum North.

The main goal for this cluster co-operation is to achieve a position as the foremost knowledge- and industrial environment in Norway, related to arctic maritime challenges. The cluster consists at present of more than 40 players, mainly from within the fields of commerce and knowledge.

These companies have initiated, and are engage in, several projects headed by AMK, f.i.

- Developing Russian markets
- Regional container transport
- Electric supply in ports
- Winterization
- Developing maritime suppliers
- Transport of fresh fish
- Ship design – port vessels
- Energy optimization of vessels
- Ship maintenance
- Rig maintenance
- ArcMaTe
- Fish trimmings – new business opportunities

AMK was initiated in 2013, and is now in its 2nd running year.



The Arctic Maritime Cluster has more than 40 involved members

Develops Russian markets

AMK presents possibilities for the members to participating in market developing projects, in order to strengthen their commercial position.

Internationalization is a central part of AMK's activities, and 3 companies (the ship owners Seaworks AS and Nor Supply Offshore, and the shipyard HAMEK) are supported by Innovation Norway in order to develop concrete projects directed towards the Russian market.

ArcMaTe

AMC has entered into co-operation with Finnish authorities, in order to assess possibilities for closer co-operation between Norwegian and Finnish companies in the Northern area.

This project is called ArcMaTe and indicates an Arctic (Arc), Maritime (Ma) and Technology (Te) focus.

Fish trimmings – new business opportunities

The sea food sector generates large volumes of side products such as fish trimmings and silage. Fish trimmings have so far only been exploited to a minor extent, partly due to partly inadequate logistics. AMC has now initiated development of solutions which may create new commercial activities in North Norway.

Rig in the North

This project aims at visualizing the advantage which Langsetvågen Industrial Area in Nesna Municipality has as location for maritime projects. The area is favorably situated in the middle of the major industrial area of Nordland County and the Helgeland region. Actual co-operative projects are related to rig maintenance and producing larger modules for the offshore industry.

The project stems from a pre-study financed by AMK, and is now the issue of a nearly completed pre-study, financed by Innovation Norway. Westcon Helgeland AS, co-operating with Mo Industrial Estate AS, is the project owner.

Winterisation

Arctic climate creates considerable challenges for maritime observations. Headed by AMC, Narvik Technical College has fielded a project for measuring and analyzing certain meteorological issues. In this connection, a pilot weather station is to be established for measuring climatic influence on constructions and operations.

Transportutvikling AS employs Alexey Filin

Alexey Filin is employed as senior adviser in Transportutvikling AS, from the post of Manager of the Barents Secretariat office in Murmansk. Alexey has a degree in Business Administration from Murmansk State Technical University.



He has been in charge of the daily running and representation of the Russian office for the Norwegian Barents Secretariat.

He has a wide network in North West Russia and Norway, both within civil and public sectors. He has been an important contributor towards developing co-operation and relations between North Norway and North West Russia, and has for many years assisted Norwegian and Russian companies in establishing closer co-operation and/or developing transport- and logistical projects.

He has been involved in several commercial- and transport projects in the Barents region/Russia, f.i. The Northern Maritime Corridor, StratMos etc.



Alexey has achieved extensive competence within commercial- and transport activities in the Northern Area and North West Russia. These are important fields of business for Transportutvikling AS.

He joins our office as senior adviser on 15. September 2015.

Economic analysis:



Port development in Longyearbyen, Svalbard

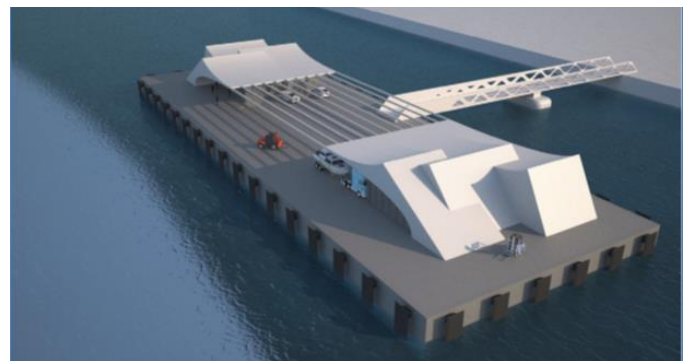
The UiN Business School and Transportutvikling AS have carried out a cost-benefit analysis of establishing a port related infrastructure in Longyearbyen, Svalbard, on behalf of the Port of Longyearbyen.

The project incorporates both a quay and shore-based buildings. A major part of the plan comprises a floating construction; 120 m. by 35 m., designed by Dr. Tech. Olav Olsen.

The construction will contain an inside area of at least 2,300 sq.m., which may be used for different purposes, f. i. storage, offices, rest rooms etc.

The inside room height is approx. 7.5 m, which gives space enough for 2 floor levels.

The quay is a new product designed for demanding Arctic conditions. This product could be utilized in other areas with similar climatic and maritime conditions.



More extensive maritime transport than shown in public statistics

Transports through ports in Nordland County are more extensive than shown in public statistics. Transportutvikling AS has identified approx. 4,2 mill. tons which are not included in public statistics.

This equals about the total cargo volumes transported annually through the Port of Mo i Rana.

Such differences may also be valid for other counties.

Focus on transport on Agenda Nord-Norge 2015 in Bodø

Agenda Nord-Norge creates Northern Norway's largest venue once a year. Agenda Nord-Norge is a joint forum for important commercial players in Northern Norway.



The first venue took place in Tromsø 10. – 11. November 2014, where more than 400 participants met. In 2015, this arrangement will be held in Bodø 2. - 3. November. Finnmark and Alta will host the arrangement in 2016.

In Bodø, «Transport and communications in Northern Norway» will be an important issue in the arrangement. It is important to focus on Northern Norway's possibilities and challenges, primarily in a long-term perspective.

A report will be produced, focusing on actual problems and a professional group will be appointed, consisting of leading commercial players in North Norway. The group will be chaired by the C.E.O of Mo Industripark, Arve Ulriksen.

The report will discuss commercial sectors in focus during Agenda 2014 in Tromsø; sea food, industry, tourism and oil/gas.

Transportutvikling AS will perform as secretariat for production of the report, in close co-operation with the professional group, UIN Business School and Transportutvikling AS.

«Agenda Nord-Norge is a joint-stock company with an ideal purpose. The company is owned by LO and NHO in North Norway, and Sparebanken 1 Nord-Norge. We are represented throughout North Norway by our geographic spreading and offices»
(www.agendanordnorge.no)

Briefly about Transportutvikling AS

Transportutvikling AS is an operational consulting- and advisory company, working within the primary fields of transport and logistics. Our advisors have extensive experience from commercial business and substantial expert background, which is a guarantee for professional advice. Our customers are found both within private and public sectors, nationally as well as internationally. Our market focus is primary on the Northern areas.

We are engaged in all types of project work, spanning from planning to implementation and operating of systems. We propose the best solutions for organizing of terminals, ports and transports by road, sea and rail. We develop logistic chains and intermodal solutions, including international transport corridors.

Our national/international partners are engineering companies, ship designers, consultants, R&D Institutions and others. In cooperation with these partners, we offer complete solutions within most issues related to transport and logistics.

Transportutvikling AS has defined 3 strategic primary business areas:

Consultancy services

R&D services

Operational services

Our consulting service has been, and is, the basis for our activities. Our staff have for many years produced consulting services like:

- Developing and improving transport solutions
- Route planning and scheduling
- HUB development
- Port- and terminal planning
- Market surveys and analyzes
- Economical assessments and financial solutions
- Developing transport- and communication plans
- Organizing and hosting of professional seminars and conferences

Transportutvikling AS also – closely connected to our consulting services – carries out operational activities like f.i. production of terminal booklets for ports and terminals. In addition, we also deliver R&D-services in co-operation with universities, colleges and other R&D institutions

Contact us!

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