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VIALTIS

# Press release

## VIALTIS expands its PL ferry booking offer, with more than 800 crossings per day!

VIALTIS is offering a maritime alternative to road transport using a ferry booking service for HGVs, a solution which is both eco-friendly and fuel-efficient.

Aix-en-Provence, France, 30th November 2011:

In order to better service the needs of the transport market, and thanks to its European network, VIALTIS is now offering its ferry booking service aimed at transporting HGVs across the whole of Europe.

Since 2007, VIALTIS and its TRANSCAMION structure have been offering international transporters an alternative to road transport in the shape of their European service selling tickets or contracts for ferry crossings. Now, thanks to its direct partnerships with 150 ferry companies, VIALTIS-TRANSCAMION is expanding its offer with the addition of 1300 sea links throughout Scandinavia, the Baltic Sea and north-western Europe, as well as the Mediterranean and the Black Sea, with over 800 crossings per day.

"The ferry booking service operated by VIALTIS allows us to offer transporters an eco-friendly, economical and more secure alternative to road transport. The use of ferries on strategic routes means both lower fuel consumption - and therefore a smaller transport carbon footprint - and optimised active (driving, traffic) and rest times for drivers, who can relax while their HGV is on the ferry", explains Cédric Bourdon, Sales Manager for the Ferry division at VIALTIS.

VIALTIS-TRANSCAMION offers crossings for all types of vehicle, including commercial vehicles, trucks, articulated trucks and ecocombis, and for the transportation of dangerous cargo. VIALTIS-TRANSCAMION guarantees fast, reliable bookings tailored to the needs of its customers, with SMS booking confirmation.

Alongside this VIALTIS also provides a consultancy service which includes analyses of the costs and profitability of ferry transport compared to road transport.

For example, by using the Gijon (Spain) – Saint Nazaire (France) route, a transporter can reduce his total journey time by almost 10 hours and save around €460 on fuel and tolls.

"Our customers remain completely free to choose their method of transport, and can benefit from the alternatives offered by VIALTIS. This service lets them outsource the management of their sea transport. They benefit from VIALTIS' expertise, in particular that of our experts based in 10 European countries, who have extensive knowledge of ports, strategic sea routes and ferry companies, and they can take advantage of special rates negotiated on behalf of all transporters. They can also enjoy priority places on board the ferries on some routes, in particular between May and September", says Cédric Bourdon, Sales Manager for the Ferry division at VIALTIS.

### **Cédric Bourdon, Sales Manager for the Ferry division**

Cédric Bourdon is developing the HGV ferry booking service to cover the whole of Europe. He leads a 15-strong European sales team servicing a customer base of over a thousand transporters. He is responsible for intra-European ferry exports, managing a catalogue of almost 500 sea routes, and also oversees the network of partner ferry companies.

Before joining the ferry booking division at VIALTIS, Cédric Bourdon spent 6 years as Commercial Freight Manager for shipping company Louis Dreyfus Lines in Le Havre. He initiated the opening of the Le Havre – Portsmouth route and established the Commercial Freight Service. From 2001 to 2005 he was Commercial Freight Manager at P&O FERRIES in Le Havre, in charge of marketing the Le Havre, Cherbourg, Calais and Zeebrugge routes to the UK to transporters and businesses in France's Grand Ouest region. Cédric Bourdon holds a master's degree in Port Management Techniques and Sciences.

### About Vialtis

*VIALTIS is a service company dedicated to international road transport companies. A privileged partner of the IRU (International Road Transport Union, Geneva), the Group has 10 offices in Europe with more than 6,000 customers in over 40 countries. Since 1982, VIALTIS has developed lasting relationships with carriers of all sizes, thanks to its professionalism and expertise and by offering its customers substantial reductions in their charges. An independent road services expert, its business activities revolve around eight areas of competence: fuel, tax refunds on diesel fuel, recovery of foreign VAT and its financing, tolls and road taxes and ferry and train bookings and consultancy services throughout Europe. VIALTIS is ISO 9001:2008 certified.*

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