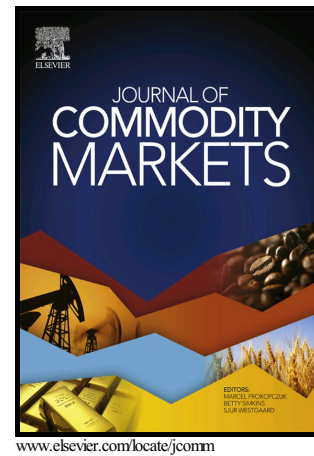


Author's Accepted Manuscript

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PII: S2405-8513(17)30226-X
DOI: <https://doi.org/10.1016/j.jcomm.2017.12.002>
Reference: JCOMM46

To appear in: *Journal of Commodity Markets*

Received date: 9 November 2017
Revised date: 5 December 2017
Accepted date: 11 December 2017

Cite this article as: Frank Asche, Andreea L. Cojocaru, Ivar Gaasland and Hans-Martin Straume, Cod stories: Trade dynamics and duration for Norwegian cod exports, *Journal of Commodity Markets*, <https://doi.org/10.1016/j.jcomm.2017.12.002>

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Cod stories: Trade dynamics and duration for Norwegian cod exports

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Thanks to two reviewers for helpful comments. Financial support from the Research Council of Norway (CT # 233836) is acknowledged.

Abstract

In recent years, trade dynamics have been receiving increased attention, and the general literature indicates that commodities are different. In this paper, the duration of trade relationships for Norwegian export firms to various markets is investigated for six product forms of one commodity, cod. The results indicate that the duration of most trade relationships is very short, and shorter than what is normally reported in the literature. Still, the substantial variation in duration by product form and factors influencing it, indicates heterogeneous dynamics for each supply chain even for slight differences in the characteristics of a commodity. Moreover, the short duration of trade relationships in the supply chains for Norwegian cod indicates that they remain very traditional food supply chains, with few attempts at reducing transaction costs through vertical coordination or relationships.

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