



The Logiskills Group

Irish Freight & Logistics Monthly

April 2007

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Upcoming European Events

Expologistica, Int.
Industrial and Mechanical
Handling exhibition, May

Dear Garvan,

Welcome to the April edition of Irish Freight & Logistics Monthly.

You have been included within our mailing list because we consider you to be a valuable contributor to the industry.

We are aware of the communities need for an electronic platform for company announcements and press releases. We invite you to forward details to us for consideration in the next edition.

We hope you enjoy the newsletter and will strive to enhance it, so please send any feedback and suggestions to editor@logiskills.ie

Please feel free to forward this to any interested colleagues who can register to receive it from our home page at www.logiskills.ie

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• Irish Shipping Sector Continues to Grow



The Irish shipping industry continued to show strong growth in 2006, according to a report published by the Irish Maritime Development Office (IMDO) and presented at a special industry briefing at the Guinness Store House.

The report, the fourth annual volume of The Irish Maritime Transport Economist, shows that growth was particularly strong in the load-on/load-off (lo/lo) and roll-on/roll-off (ro/ro) sectors, with the lo/lo sector surpassing the 1 million TEU (twenty foot equivalent unit) mark.

In the bulk sector many regional ports had double-digit growth including Dundalk, Greenore, Waterford, Drogheda and Tralee/Fenit. The industry directly employs 8,300 people and had an estimated turnover of €1.69 billion last year.

9-12, Bologna, Italy

2nd Annual Breakbulk Europe, exhibition and conference, May 15-17, Antwerp, Belgium

Global Airline Supply Expansion Congress, May 17- 18, Frankfurt, Germany

Seatrade Awards 2007 Ceremony Dinner, May 21, London, United Kingdom

2nd Annual Breakbulk Europe Conference&Exhibition, May 22-24, Antwerp, Belgium

The CIS Oil and Gas Summit 2007, May 30 - June 1, Paris, France

Transport Logistic 2007 & Air Cargo Europe 2007, exh. and conf, June 12-15, Munich, Germany

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• FIATA and IATA Join Forces to Improve Cargo Security



The Airfreight Institute of FIATA (AFI) and the International Air Transport Association (IATA) are forming a Global Air Cargo Security Industry Task Force (GACSITF) to improve air cargo supply chain security.

At the AFI meeting held during the FIATA Headquarters' Session in Zurich AFI executive member Piet Timmermans pointed out that "We are afraid that the new laws and regulation will over roll the Airfreight Industry if we do not speak with one voice". The move responds to an increasingly complex and costly security environment that jeopardizes cargo flows and too often features measures that do little to improve security.

The lack of global harmonisation of standards has made cargo security a costly mess. Regulators need to focus on security throughout the supply chain process, make better use of technology and mutually recognize each other's security standards and programmes. Together with other industry groups, FIATA and IATA will tackle these issues head on. The task force will develop and voice industry positions that protect the integrity of supply chain security while ensuring cargo gets to destination in a timely manner.

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• TDG Restructures Logistics Activities



TDG has grouped all its logistics activities - except chemical logistics - into one new business unit. TDG's UK contract logistics operations are to be combined with the company's European logistics and freight forwarding activities, forming a single new business unit.

TDG's chemicals logistics will remain a separate division.

Mike Branigan has been appointed as managing director of the new division. Branigan is already responsible for the company's contract logistics business in the Netherlands and Ireland.

- [NITL](#)
- [IIFA](#)
- [IEA](#)

- **Davies Turner Enhances Morocco Services**



Davies Turner is introducing a new fleet of high- specification hanging garment trailers and increasing the number and frequency of its scheduled trailer services between the UK/Ireland and Morocco.

Morocco's garment trade has picked up after the disruption in recent years since the MFA (Multi Fibre Agreement) ended, when manufacturing in North Africa initially failed to match increased competition from the Far East.

According to Davies Turner's joint managing director, Philip Stephenson, fabric and garment sourcing and production, which shifted principally to China, is now returning to Morocco.

Stephenson pointed out that security on this route is critical, so Davies Turner has also helped to establish an independent organisation specialising in providing security services for DTCO Maroc. The security company will oversee the loading of garments and other goods at factories and provide security services for the trailers and their contents whilst in Morocco.

Davies Turner offers groupage and full load services for general freight, as well as garments, from all its main hubs in Britain and Ireland. The company currently operates a minimum of 25 trailers a week in both directions on this line, with import and export groupage departures twice-weekly to and from the company's main British and Irish hubs, and daily full load departures.

The first batch of twenty new high-spec hanging garment trailers is already beginning to enter service.

• **Acquisitive ABX eyes Ziegler**



ABX Logistics, sold by Belgian state railways SNCB to investment fund 3i in 2006, is now on the acquisitions trail and has lined up Ziegler as a possible target.

The company would only confirm there had been "contacts" with Ziegler and said it was "premature" to talk of negotiations.

Ziegler has an annual turnover of just over €1.5bn (US\$2bn) and employs around 4,500 staff working from 200 locations. ABX turns over €2.3bn despite the company having shed its subsidiaries in several EU countries as part of radical restructuring. Family-owned

Ziegler, founded in 1908, opened offices in Turkey, Belarus and Ukraine last year and has just set up a subsidiary in Poland. It already has locations in France, the UK, Ireland, Germany and Switzerland as well as Benelux.

ABX, which in 2006 reported a gross profit for the first time in a decade, is also considering possible takeover targets in Germany, France, Spain and Portugal.

• **Geodis Speeds-up Revenue Growth**



GEODIS has increased its group revenue by 18 per cent in the first-quarter of 2007. This figure includes revenue generated by Wilson (formerly TNT Freight Management) from February 5, 2007.

Revenue in Geodis' home market, France, rose six per cent, building on the strong momentum that began in the second half of 2006. Geodis said its growth continued to be led by the groupage and express and air/sea freight forwarding businesses, while full truckload revenue was up 2.9 per cent.

Revenue generated in the rest of Europe remained practically stable. This was a result of the termination of contracts in Russia and Hungary. But Geodis' business in Ireland, Germany and Italy continued to enjoy robust growth.

Geodis said the company's organic growth remained strong during the quarter, but the acquisition of Wilson speeded up the pace of the Group's transformation. It also claims that "building the new Geodis Wilson freight forwarding network are in line with expectations."

• **Announce Your Success Here!**

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