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Dear Garvan,

Welcome to the **August** 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 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

To unsubscribed to this newsletter, please click on the unsubscribe link above.

About The Logiskills Group

Established in 2004, the multi-award winning Logiskills Group has grown to become the recognised provider of professional recruitment and value add services to the supply chain industry:

- **Temp, Interim Mgt. & Permanent Solutions**
- **Executive Search & Selection**
- **Training**
- **Merger & Aquisition Facilitation**

For further information please contact Garvan Cerasi on 01 8326330 or garvan@logiskills.ie

Irish Shipping Volumes See a Return to Growth



Irish shipping trade figures and port traffic for the first six months of 2010 show that shipping volumes have stabilised and are showing a mainly positive underlying trend. The latest figures from the Irish Maritime Development Office show that one of the main reasons for the brighter picture is the continued strong performance of export volumes, which rose by 5% compared to the same time last year.

However, import volumes are down 2% due to continued weak domestic demand, the IMDO noted. The figures show that trade volumes grew in three of the main freight segments with the lift-on/lift off (lo/lo) exports trades up by about 5%. Roll-on/Roll-off export traffic also increased by 5% on an all-island basis, while dry bulk volumes through Irish ports jumped by 15% compared to the first half of 2009.

The IMDO points out that the most significant change in volume has been in the main lo/lo trades. Overall total volumes - including exports and imports - fell by 1% in the six months to June with 517,552. This compares with a drop of 24% the same time last year.

IATA Report Air Freight Demand Increase



Air freight volumes continued to show dynamic demand in July, according to the latest figures from the International Air Transport Association (IATA). IATA said scheduled freight traffic showed a 22.7% year-on-year improvement last month.

The rate of growth was lower than the 26.6% recorded in June, but this is mainly attributed to the relative buoyancy of the sector in July 2009, when volumes had already started to recover.

IATA said: "After adjusting for seasonality, the improvement in demand was faster month-to-month in July than it was in June."

The association also said that cargo demand last month was marginally higher than in the pre-crisis days of early 2008. IATA is predicting a slowdown in air freight market recovery as the second half of the year progresses.

Container Volumes Set For a Bumper Q3



Forwarders, carriers, ports and airports are set to enjoy a record third quarter, as the container industry has yet to fully benefit from inventory re-stocking, according to Macquarie Equities Research. The researcher said that based on typical trends, third-quarter container volumes would exceed those in the second quarter, which already looked set to break records.

Robert Joynson, of Macquarie Securities, Transport and Infrastructure Research, said: "We forecast global container volumes during the third quarter of 2010 will be around 4% higher than the volumes seen in the second quarter.

"The forecast is based on our analysis of inventory data from Europe and the US, which suggests that re-stocking has yet to take place, therefore challenging the accepted wisdom that freight volumes had been boosted to unsustainably high levels during the second quarter, which set a new record for quarterly global container volumes.

Macquarie's Global Container Index, which aggregates volumes from almost 200 ports in 58 countries, suggests that volumes reached record levels in May, exceeding the previous peak, seen in July 2008, by around 1%.

During April and May, volumes were up 9.4% year-on-year, a trend which if continued through June would result in volumes during the second quarter being the highest on record.

Topaz Renews Petrol Contract with Wincanton



Topaz Energy has renewed its contract with Wincanton to distribute petroleum for three years. The renewal will cover distribution in the Republic of Ireland, under an established relationship now entering its 18th year.

Mark Peard, operations manager for Topaz said: "We are very pleased to renew our relationship with Wincanton. They have continued to build and deliver a strong culture of health and safety and have demonstrated flexibility in their operational activities."

Tesco Ireland Renews Norbert Recycling Contract



Tesco has renewed its contract with Norbert Dentressangle for the management of 12 recycling service units throughout the UK and Ireland.

The recycling network handles all loose equipment and packaging waste from some 2,000 Tesco stores. Trays, flower buckets, roll cages and dollies are collected by store delivery vehicles on the return leg and delivered to the recycling service units.

Dentressangle is responsible for managing the units, washing equipment, baling packaging waste and sorting equipment to be reused by the supermarket and its suppliers. The Irish and UK operation currently employs around 800 people. Each year it handles 225 million trays and flower buckets and recycles more than 300,000 tonnes of card and plastic.

Europa Signs-on As CFS Internationals Irish Partner



Europa Worldwide Group has signed a three year franchise agreement with CFS International's Dublin branch, to act as logistics partners between the Republic of Ireland and the UK.

Gren Turner, Europa Worldwide's joint MD said CFS Dublin is well respected throughout the Republic of Ireland, and we are confident that this new franchise arrangement will enable both companies to increase volumes of business between the UK and Eire. It will also provide CFS Dublin access to the daily overnight network of services operated by Europa to and from all European countries.

Wells Cargo Reaps Rewards of Training



Pearl Cumiskey of Wells Cargo Logistics and council member of IIFA recently completed the 2009-2010 IIFA FIATA Diploma in Freight Forwarding course and attained a level of distinction in the final grades. Pearl said that 'the tide is turning and Wells Cargo are steaming ahead - our secret - a combination of investment in education and expansion'. By refusing to follow the trend of cutting training budgets and letting sales staff go, Wells Cargo is continuing to grow its customer base and expand services.

Wells Cargo provides Road Freight, Sea Freight and Courier Services, driven by a commitment to deliver exceptional customer care, in a professional manner, providing value for money for discerning customers. We are a 100% Irish owned company and offer a full range of services to companies, catering for transport requirements from parcels needing express transit, to pallets, part loads and full loads.

Wells Cargo is financially strong, independent and viable, providing a challenging, appreciative and rewarding environment for Staff, Suppliers & Customers. Being one of Irelands leading Freight Forwarders comes naturally, we just keep providing professional, competitive and dependable services, and our customers keep rewarding us with more business.

Expert Air Awarded FACT Security Accreditation



Expert Air has announced that it has been awarded the FACT (Federation Against Copyright Theft) Certificate of Accreditation. The transport solutions company is now the only Irish-owned company to have received this accreditation which will enhance the level of service the company can provide to the film and media industry, helping them address customers' security concerns against anti-piracy.

FACT is a private limited company formed in 1983 to combat audio-visual piracy. The FACT Accreditation Scheme allows businesses who wish to provide services to the audio-visual industry to satisfy their members that they have sufficiently high levels of security in order to safeguard the intellectual property rights of FACT members. The security survey is based on several key points, including: physical security of the building; alarm and CCTV systems in place; digital security; audit trails; staff vetting and training; visitors' security.

Expert Air offers a wide range of specialist and bespoke services for specific projects or traffic lanes throughout Ireland, the UK and International trade routes. Available 24/7/365 to provide solutions for any requirement worldwide. The group offers fully monitored services including voice / sms / email updates on all movements of goods. Services include film shoot transportation, equipment transportation, Biopharma and Medical Transportation and Cinema and Print Distribution. The company also specialises in film festival management including co-ordinating print movements between festivals and standard bulk print distribution to cinemas and look after the movement of film certificates and promotional material.

Expert Air recently celebrated its first decade in the business of transport solutions for the business community. For more information about the group visit www.expertair.com

Irish International Freight Association Annual Ball



Tickets are now available for the IIFA Annual Ball which will take place at the Conference Centre Dublin, (Spencer Dock, North Wall Quay, Dublin 1) on Saturday 23rd October, 2010 at 19:30 FOR 20:00 Hrs

Dinner will be served at 20:30 Hrs with Bar Extension and Dancing until late. Dress is Formal and special overnight rates at Adjacent Hotels are available. Tickets are priced at €125 each with tables of ten arranged on request. For further information please see www.iifa.ie

Irish Logistics & Transport Awards 2011



The ILTA's will open for entries in September and the Awards will once again be under the patronage of Chartered Institute of Logistics (CILT), who also co-ordinate the judging. The Irish Independent remain as key Media Partner, ensuring national media coverage for participants.

Award categories and criteria will all be announced in due course, and will available on www.iltawards.ie. Entry to the ILTAs is free of charge.

NITL Logistics Ireland Conference



The National Institute for Transport and Logistics (NITL) will hold its annual conference, Logistics Ireland, on the 19th October 2010 in the Crowne Plaza Hotel, Dublin 9.

The focus of Logistics Ireland 2010 is on the achievement of competitiveness through the effective alignment of supply chain activities. The recent economic volatility has provided a fresh impetus in terms of building the necessary supply chain strategic capability in a proactive and focused manner. For this reason Logistics Ireland 2010 focuses on achieving supply chain alignment in building the capability necessary to succeed in this challenging environment.

Delegates will benefit from a series of innovative presentations showcasing the perspectives of leading

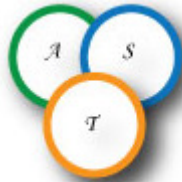
SCM academics and industry practitioners with a strong focus on the need for change. Possible practical approaches to simultaneously reducing cost in the supply chain and improving customer service will be presented.

World Class Key Note Speakers include:

- John Gattorna, Chair, Advisory Board, Institute of Logistics & Supply Chain Management (ILSCM), and Adjunct Professor, Victoria University, Melbourne
- Jim Shuman, Senior Vice President of Materials Management at Genzyme Corporation, one of the world's leading biotechnology companies, based in Cambridge, Massachusetts.
- Marcel Kars, Vice President 3i Competence Centres at Zetes, the leading pan-European company in the value-added solutions and services industry for automatic identification of goods and people
- Joe Reynolds, Chairman of Reynolds Tankers Group. Award winning Reynolds Logistics provides a specialised transport and distribution service for the oil industry in Ireland.
- John Mangan, Professor of Marine Transport and Logistics at Newcastle University, UK, and Ireland's foremost logistics academic.

For more information on the conference, or on sponsorship contact Pamela.obrien@dit.ie

Experienced Sales Trainer Available



The Logiskills Group are promoting independent Sales Training in conjunction our training partner AST Limited who have booked and completed a number of workshops within freight forwarders. AST provide a tailored, proactive solution based selling approach for sales professionals. The training workshop is designed to maximize the potential of the salesperson in a rapidly changing and competitive marketplace.

This workshop addresses the key elements of the sales process so as to provide sales agents and sales managers with the Tools of Sales that will give them the competitive advantage they need in today's demanding times.

For further information on discounted packages and to arrange an onsite consultation with AST trainers, please contact Garvan Cerasi on 01 8326330 or garvan@logiskills.ie

Investment / Facility Sharing Opportunity



Strong established independent Irish logistics company will invest in a start-up or existing solvent business by way of either equity or facility sharing with a view to capitalise on their companies infrastructure and experience.

The company is located in a modern facility, 20 minutes from Dublin Airport / Port and offers Fully Serviced Office Suites with Reception and Conference Room Facilities; National and International Logistics Solutions; Secure, Customs Bonded Warehouse;

CCTV, 24 Hour Security and Private Parking

Expressions of interest should be addressed in writing to Garvan Cerasi, Managing Director. The Logiskills Group, Seaview Offices, 60 Main Street, Howth, Co. Dublin or by email to garvan@logiskills.ie

Announce Your Success Here!

Please submit your company announcements to editor@logiskills.ie for consideration in our next edition.

Sincerely,

The Logiskills Team