



The Logiskills Group

Irish Freight & Logistics Monthly

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Upcoming Events

5th Annual Aviation Conference January 19-20, 2006, Amsterdam, The Netherlands

The World Air Cargo Event 2006 January 22-25,

Dear Editor,

Season's greeting and welcome to our final Irish Freight & Logistics Monthly for 2005.

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

• **Frans Maas and DFDS Enter Into Strategic Discussions**



Danish group DSV, which trades at DFDS Transport, is launching a take-over bid for Frans Maas, the Dutch logistics provider. It has told Koninklijke Frans Maas that it is considering making a cash offer of 38 euros per share and that a majority of KFM shareholders have agreed to support such a deal.

The companies said talks were at an early stage but were serious and constructive. "The parties consider that talks are appropriate in the light of ongoing consolidation in the industry and the complementary nature of the two businesses." they said in a statement. DSV, operating under the DFDS Transport name, has sales of some 2.9 billion euros. It has transport and logistics operations in 36 countries along with partners and agents in more than 60 others. Frans Maas has sales of 1.1 billion euros and offers international logistics services ranging from freight

Duabi, UAE

Maritime Law Conference,
February 13 - 14, 2006,
Singapore

Transport Electronics
2006 February 20-22,
Moscow, Russia

African Airports World
2006 February 28 - March
3, 2006, Johannesburg,
South Africa

TransRussia 2006 11th
Moscow International
Transport and Logistics
exhibition and conference,
21-22 March 2006,
Moscow, Russia

Logistics Megatrends
Forum Bangkok 2006
March 28-29, 2006,
Bangkok, Thailand

2nd Indian Ocean Ports,
Logistics and Shipping
2006 The Seychelles,
March 30-31, 2006

International Transport
Forum April 11-14, 2006,
Moscow, Russia

3rd Trans Asia 2006 April
25-26, 2006, Dalian,
China

Transpo-Logitec 2006
April 27-30, Milano, Italy

Customs XXI, Transport
Corridors May 10-12,
2006, St. Petersburg,
Russia

SIL 2006 May 23-26,
2006, Barcelona, Spain

Round table Problems
encountered in repairs of
private rail cars, April
2006, Moscow, Russia

4th ASEAN Ports &
Shipping 2006 Malaysia
Exhibition & Conference
6-7 June 2006, Kuala
Lumpur, Malaysia

forwarding to complex supply chain management. It has 225 sites across Europe and North Africa.

• Deutsche Post starts rebranding Exel



Deutsche Post is to start rebranding Exel as DHL in the new year following completion of the takeover on 13 December. The unit will operate under the DHL

brand and use DHL's red and yellow colours. After the merger, DHL will operate with two logistics brand areas: DHL Exel Supply Chain and DHL Global Forwarding starting in the first quarter of 2006.

"This acquisition marks a historic step for Deutsche Post World Net. By bringing together these two powerful, high-quality organisations, we are creating the largest logistics company in the world," said Deutsche Post chief executive officer Klaus Zumwinkel. "Our top priority now is to combine DHL Logistics and Exel in a rapid and efficient manner."

Exel chief executive officer John Allan will run the combined division, which will employ around 150,000 people, be headquartered in Bracknell, near London. Allan said: "Strategically, this acquisition is a good fit as both organisations were looking to increase their geographical footprint to meet the challenges of globalisation and growth in outsourcing. Now we will be able to provide customers with an even wider range of products and value-added services managed by a talented group of people. I am looking forward to leading the new division and working with new colleagues."

The transaction values Exel at 1237 pence per share, or £3.8 billion. The merger of DHL Logistics and Exel is expected to take two to three years, with the bulk being completed within the first twelve months. The Group expects to achieve 220 million euros in annual cost savings by 2008.

• EU clears French bid to create third largest shipper



The European Commission said on Thursday it had cleared a bid by France's leading shipping company CMA-CGM to acquire local rival Delmas to become the world's third largest shipper.

The EU's executive body, which polices competition issues, said the increased market share of the companies on some trade routes between Africa and Europe will not

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issues, said the increased market share of the companies on some trade routes between Africa and Europe will not be sufficient to significantly impede effective competition.

In September, Marseille-based CMA-CGM said it had reached an agreement to purchase Delmas, located in Le Havre northwest France, along with its 49 vessels and its 140,000 containers.

The acquisition, expected to be completed next year, will move CMA-CGM from fifth to third place in the global shipping sector, with sales of 4.85 billion euros, 244 vessels and 10,100 employees worldwide.

• **Exporters disappointed with Budget**



The Irish Exporters Association have expressed deep disappointment at the Minister for Finance, Brian Cowen's failure to show any support for export industry in the recent Budget.

In its pre Budget 2006 submission, the IEA had called for direct measures to assist the manufacturing sector. Never before has a Minister for Finance approached a budget day with a clearer opportunity to implement direct measures to restimulate both the multinational and indigenous manufacturing bases.

Exporters had called for funding for manufacturers to replace existing plant with the latest automated equipment. This would have stemmed the month-on-month decline in manufacturing output, over the last five years. Given the Minister's acknowledgement of the problems in this sector in early summer, it is deeply disappointing that there have been no moves to make this funding available.

For Irish exports to remain competitive in the future, it is widely acknowledged that Research and Development is critical to success. However, further initiatives for applied research and in-house R&D has not been introduced for the coming year.

• **New Seatruck Ferries to boost Irish Sea volumes**



Contracted on the strength of growing demand in the Irish Sea freight market, two new Seatruck ferries due for delivery in 2007 are distinguished by a compact design tailored to handling unaccompanied trailers.

The vessels will raise capacity and productivity on Seatruck's all-freight operation between Heysham and Warrenpoint by virtue of provision for 120 standard trailers combined with a service speed of 22 knots. The extensive know-how of Danish technical consultancy Knud E Hansen in the ferry and ro-ro domains has been brought to bear as the designer of the new breed, which will boost Seatruck's annual volumes by more than 50%.

A relatively young player in the Irish Sea market, and the ferry arm of the Danish-originated, Bahamas-based Clipper Group, Seatruck was founded in 1996 with the remit to meet the Irish Sea transport needs of the haulage industry.

Throughput has risen consistently over the intervening period and the 1,830 lane-metre newbuilds will supersede two 55-unit vessels on the route linking ports in Lancashire and Northern Ireland.

• **Cork Port Company plans Ringaskiddy port**



The Cork Port Company has announced a E110 million plan to build a new container port at Ringaskiddy in Cork Harbour.

It is the first phase of a plan that will eventually cost over E200m to move the present port facilities away from the city, allowing for dockland re-development in the centre of Cork.

A new container terminal will be built at Ringaskiddy where a deepwater ferryport already exists, and the port also intends to construct bulk handling facilities there over the next few years.

The port company says it does not have the financial resources to carry out the development itself, so that it will need to create a public/private partnership.

Approaches have already been made to potential investors - including port users, banks and other investment sources.

The company is beginning a series of public consultations

tonight that will last over the next few days with the local community in order to build public support for their plans.

The new container terminal and another roll/on roll/off facility to be built at Ringaskiddy, in addition to the bulk terminal, will change the face of the harbour area, but the company says it is necessary to continue Cork's economic growth.

It says it will need a public/private partnership to raise between E100m and E200m and public support because its planned development is located in a residential area and close to a national wildlife heritage area.