



Irish Freight & Logistics Monthly

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Upcoming Events

Dear Aghilan,

Welcome to the March 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

• **New industrial parks to cover 490 acres in Dublin**



Work is due to begin later this year on more than 490 acres of land for new industrial parks in Dublin. The schemes are mainly in north and west Dublin and are intended to cater for the lack of supply in the west of the county and the anticipated increased demand from occupiers on the northside of the city when the Port Tunnel opens, as reported by the Sunday Business Post.

On the northside, Rohan Holdings is planning to begin development of the North City Business Park and the Dublin Airport Logistics Park.

The Abbotstown Business Park and an adjoining site owned by Harcourt Developments will also be developed while the Turvey Business Park, which is just off the M1/Donabate motorway junction, will also be looking to attract tenants.

TLS Asia Pacific 2006 2nd Annual Total Logistics & Supply Chain Congress. April 4-5, 2006, Kuala Lumpur, Malaysia

TransBaltica 2006 6th International Transport Exhibition and Conference, April 5-7, Vilnius, Lithuania

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

2nd China Summit Conference on transport and logistics. April 18-19, Shanghai, China

EastLog 2006 April 19-21, Prague, Czech Republic

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

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

Chemical Logistics & SCM World Asia 2006 Meeting place for chemical logisticians. May 15-18, Bangkok, Thailand.

IFWLA Annual Convention 2006 May 29- June 2, Riga, Latvia

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

Auto Logistics & SCM World Asia 2006 Event for the Asian auto industry. June 20-21, Thailand

Auto Logistics & SCM World China 2006 Event for the China's auto industry. September 6-8, Shanghai, China

Logistics Ireland 2006, 6th October 2006, Dublin, Ireland

SCM Logistics World 2006 Logistics and supply chain

In total that will provide 346 acres of industrial development land over the next five to ten years. "The Ballycoolin area is the area with probably the most land," Butler said. "There are five or six schemes planned there and it's still only establishing itself as an industrial hub."

Gavin Butler, an associate director at Hamilton Osborne King has also noticed a trend of towns and villages in the greater Dublin area planning industrial estates. "Every small village in Meath seems to have an industrial estate planned," he said. "The market does seem to be moving further and further out. There are two schemes planned for Dundalk and at least one planned for Drogheda.

• Decision-makers briefed on Belview



A GROUP of transport and logistics providers from Flanders in Belgium have visited Waterford Container Terminal at Belview. The purpose of the visit was to be briefed by Port of

Waterford executives and directors on the attractiveness of the Port as a shipping hub connecting Ireland with mainland Europe.

Facilitated by the region's inward investment and foreign trade agency Flanders Investment & Trade, the visit allowed Waterford to be marketed to key decision-makers from shipping lines specialising in international container traffic.

Successful twice-weekly services are currently operated between Waterford and the Port of Zeebrugge by C2C Shipping Lines, a joint venture between ECS and Cobelfret. According to Ben Gavin, chairman, Port of Waterford, "The group's visit to Waterford Container Terminal gave us an excellent opportunity to outline the unique features that we believe combine to make Waterford the logical choice for companies shipping to and from Europe.

"There is a growing appreciation for Waterford's excellent location as the nearest Irish seaport to mainland Europe and - for imported goods - our proximity to all of the major markets on Ireland's eastern and southern coasts.

"This is coupled with an increased recognition that there needs to be viable alternatives to shipping through Dublin Port with the congestion that entails. Another major selling point that appealed to the group we met is that Waterford operates on a 24/7 basis and offers the sort of flexibility that isn't found at ports elsewhere."

management conference and exhibition. October 16-19, Singapore

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• **TDG Secures E10m Contract**



TDG has signed a number of contracts with food manufacturer Boyne Valle, valued at €10m. The contracts will provide chilled warehousing and the national distribution of Boyne Valley's wide range of food and non-food products in Ireland, for five years.

Boyne currently sell and market approximately 20 brands, the best known of which are; Boyne Valley Honey, Don Carlos, Giovanni Di Firenze, Panda Spreads, Lakeshore, Harvest Fare, Killeen and Walkers Crisps.

The chilled contract will see TDG store all Boyne Valley's chilled product ranges at TDG's newly opened 41,000 sq. ft., shared-user National Chilled Distribution Hub at Clonshaugh, Coolock.

TDG will be responsible for the distribution of all Boyne Valley's ambient products originating from their 55,000 sq. ft. facility in Platin, County Louth.

Paddy Prendergast, managing director of Boyne Valley, said: "We selected TDG on the basis of their proven track record and the supply chain benefits they could bring to our business. Outsourcing these activities to a leading service provider such as TDG has allowed us to focus on our core activities."

John McCormick, managing director of TDG Ireland said: "In awarding these contracts to TDG, Boyne Valley Limited will benefit fully from an integrated logistics function. Boyne Valley Limited is just one of a number of indigenous manufacturers which are beginning to realise there are immediate tangible gains to be made in outsourcing their logistics functions to companies such as TDG. This trend is set to continue and is particularly evident in the growing chilled sector."

• **£2bn Bid for Associated British Ports**



A bid for Associated British Ports worth more than £2bn (\$3.4bn) is being hatched by a consortium of powerful investment groups in a development which could reduce the UK's quoted ports sector to one

major company.

Comprising US investment bank Goldman Sachs, Canada's Borealis Infrastructure Management and Singapore's GIC Special Investments, the consortium's disclosure continues the high level of takeover activity in the UK ports sector that has seen P&O, Mersey Docks and PD Ports taken private in less than a year.

Given the investment appetite for acquiring infrastructure assets, the potential takeover of ABP comes as no surprise. With its good cash flow generation and property portfolio ABP has long been considered a suitable candidate for a buyout by a private equity group.

ABP is the UK's leading ports group. It owns and operates 21 ports all around the UK and handles about a quarter of the country's seaborne trade.

Although no proposal has been laid before ABP's board, the consortium is understood to have contacted its target, without detailed discussions taking place.

P&O is a partner with ABP in Tilbury Container Services and Southampton Container Terminal. It is not known whether the consortium would want AB Ports to continue in its present structure, or views it as ripe for a break-up or partial break-up.

• **EGL Uses RFID To Track Sensitive Data**



Eagle Global Logistics has installed technology to secure sensitive financial customer data in transit on the request of a large U.S. bank, as reported by

TechWeb.

The Web-based application from ARGO Tracker Corp., which designs asset tracking platforms, collects data wirelessly through 802.15.4 ZigBee wireless protocol to continually monitor and track the location and status of shipments with global positioning systems (GPS) and satellites.

Banks are going to "great lengths" to secure customer data, said Tim Hindes, director of ground expedited services at Eagle Global Logistics. "We've taken a 24-foot truck that can hold 12,000 pounds on a 1,000 mile journey with a ten pound carton," he said. "This is a growing trend that healthcare providers and pharmaceutical companies are also investigating."

The technology allows Eagle Global Logistics to securely transport everything from one tape backup of sensitive customer credit card data or two pallets of mortgage records.

The ARGO Tracker application uses a module in the truck that provides satellite communication, sending alerts to the call center when pre-determined thresholds are crossed. Attached to the module are sensors that monitor the truck's speed and location.

The tracking device also "acts as a hub or an edge router to collect other data and send it back to the data center," said Mike Hammons, chief executive officer at ARGO Tracker. "The module talks to all the tags and sends the information back over an encrypted connection."

Radio frequency identification (RFID) tags on the cargo doors, when opened, trigger a text message. "Any time the truck's speed is reduced to less than 10 miles per hour for less than a minute it sends an alarm to the dispatch center," Hindes said. "Our response time to any incident is less than 90 seconds."

• **Geodis Group Revenue Up 6.7%**



The continued development of the Group's international flows, its operations in Eastern Europe, and the increased business generated in France during the second half of 2005 enabled Geodis to post year-on-year revenue growth of 6.7% for 2005, or 5.5% comparable, like-for-like organic growth excluding changes in exchange rates.

The Group remains confident in its capability to pursue profitable organic growth, notably driven by the growth of its international logistics business activities, despite the uncertainties currently impacting the European economy.

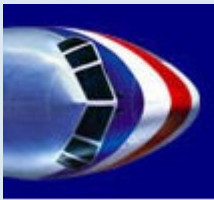
• **Cosco Shipping's Revenue Surges on Cargo Demand**



Cosco Shipping Co., a unit of China's biggest shipping company, said profit rose 83 percent after revenue surged from an increase in exports that boosted demand for cargo shipping.

Net income rose to 685 million yuan (\$85 million) from 375 million yuan in 2004. Shipping lines in China have benefited from increasing demand for raw materials to make cars, steel and electronic products. China's exports rose 28 percent to \$762 billion while imports grew 18 percent to \$660 billion last year, spurring earnings for cargo handlers.

• American Airlines Increases Cargo Revenue



American Airlines (AA) saw a 43% increase in cargo revenue from Ireland in 2005. In all but 2 months of the year, it was the second largest carrier of north Atlantic cargo out of Ireland, and averaged 4th place in the Irish export airfreight market as a whole.

American Airlines commenced online services to Ireland in May 2005; its GSSA in Ireland, IAM, had previously sold its services offline and trucked all cargo overnight to London. Now AA is increasing both its Dublin-Chicago and Shannon-Boston direct flights to daily from March 3rd. The airline currently operates both routes 5 times per week.

Says IAM MD Ian McCool: "The arrival of direct AA flights from Ireland enabled us to offer a faster transit time, but in fact did not drastically affect AA's market share which was already strong and growing.

"Where it did make a big difference was the American Airlines Expeditefs product. Traffic from Ireland grew 24-fold in the year, beating the already impressive performance throughout Northern Europe as a whole, where shipments more than doubled to 244% of 2004 levels. This is a premium product where the benefit of direct flights really shows up."

Expeditefs (code EPX) is a premium-rated product which guarantees space availability, priority loading and fast transfers. The service benefits from a full money-back guarantee in the event of a shipment failing to fly as booked. There is no limit to the weight of individual pieces on wide-body services, while shipments transferring to narrow-body services are restricted to

45kgs per piece. The service is fully tracked from origin to destination.