



The Logiskills Group

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Dear Garvan,

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

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• **FIATA: Security is a Major Concern**



During FIATA's Headquarters' Session in Zurich, the recently created ad hoc Working Group Security up- dated the participants on the developments affecting transport security.

The freight forwarding community is concerned that more and more rules and regulations regarding security for the transport of cargo are being implemented by various countries and/or regulating bodies, without regard for global harmonization. FIATA is supportive of any security precaution which helps to minimize the threat of terrorism. But such measures should be standardized and be established in close cooperation with the affected industry.

As a consequence, FIATA has created an ad hoc Working Group Security, which has already started to work on a summary of existing regulations. The main task of this

Upcoming European Events

8th Logistics Forum
Duisburg, March 7-8,
Duisburg, Germany

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

The 16th Annual Meeting
of the Coordinating
Council on Transsiberian,
date to be confirmed,
Geneva, Switzerland

The European Road
Transport Show 2007,
exhibition, October 25 -
November 3, Amsterdam,
The Netherlands

City Logistics Expo, April
18-21, Padua, Italy

10th Annual Russian
Economic Forum, April
22-24, London, United
Kingdom

9th Global Liner Shipping
Conference, April 24-25,
London, United Kingdom

Cruise + Ferry 2007,
exhibition and conference,
April 24-26, London,
United Kingdom

Expologistica, Int.
Industrial and Mechanical
Handling exhibition, May
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

As a consequence, FIATA has created an ad hoc Working Group Security, which has already started to work on a summary of existing regulations. The main task of this body is to establish the national forwarders associations as the business partner of choice for authorities developing and implementing new security legislations and programs, and to achieve an appropriate level of security for freight forwarding by harmonised application of cost-effective, risk based standards. A good example is the recently signed Memorandum of Understanding between FIATA and IATA to form a Global Air Cargo Security Industry Task Force.

This 2007 Headquarters' Session in Zurich - the second most important event on FIATA's annual calendar, after the World Congress - was attended by 210 FIATA delegates from 59 countries.

• Most Hauliers Compliant with HGV Ban



Gardai are stopping in the region of 30 trucks per day inside Dublin's HGV cordon to check if drivers have the requisite paperwork.

Gardai have confirmed that between 40-45 prosecutions are pending stopped on foot of inspections carried out to date.

A spokesman said up to 30 trucks a day were stopped and checked for permits, with two or three a day found not to have one. "The strategy is to escort the trucks back out of the city," he said. "That means they've lost time, but overall there's a high compliance rate. Ninety per cent of trucks are compliant. There will be a small number of prosecutions."

Dublin City Council has issued over 8,500 delivery permits to truckers who have to make deliveries in the city centre.

The council said it had issued 8,768 permits between February 13 and March 16, an average of 282 a day.

• IATA to Introduce e-freight by end of 2007



The director general of the International Air Transport Association (IATA) Giovanni Bisignani has pledged to have e-freight up and running opened by the end of the year, the Shipping Gazette reported.

The pledge was made at the IATA World Cargo

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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year, the Shipping Gazette reported.

The pledge was made at the IATA World Cargo Symposium in Mexico City where 800 leaders of the \$55 billion global air cargo industry have gathered.

The IATA head told the symposium that the introduction of e-freight by the end of the year could save the industry up to US\$1.2 billion a year. Another challenge facing the industry was to harmonise risk-based security measures globally and take a balanced and realistic approach to the environment.

On security, Mr Bisignani spoke against the US moves to screen all cargo. "This is not smart, but it is expensive - \$3.6 billion over 10 years. The solution is a risk-based approach that involves the entire supply chain and cost efficient technologies such as advanced canine techniques. Then we can target screening to achieve the best results."

IATA estimates that air cargo will grow at an average of 5.3 per cent for the 2006-2010 period. Most growth will be in Asia with intra-Asia routes accounting for 8.3 million tonnes of cargo, equivalent to 26 per cent of the total by 2010.

• **Drastic Transition for European Express Industry**



The European Express industry is set to undergo drastic transition according to a report just published by independent market analyst Datamonitor.

The report 'Five Factors that will shape future of Express Industry' puts this down to globalization, deregulation of the postal sector, the wave of mergers and alliances and the booming trade & e-commerce, the combination of which the report concludes, will transform the express industry.

Datamonitor expects the express industry in nine EU countries (EU 9 - Germany, France, UK, Spain, Italy, Belgium, Netherlands, Sweden and Poland) to grow at a compound annual growth rate of 4.1% to E41.2 billion by 2010.

• **Kuehne + Nagel 38 countries - one network**



Following a successful two-month pilot phase, Kuehne + Nagel yesterday officially took its Europe- wide groupage network into operation with daily line-haul services between 38 countries across the continent.

The network is based on a central hub in Haiger/Germany and seven regional hubs in Barcelona (Spain), Birmingham (UK), Milan (Italy), Malmö (Sweden), Paris (France), Warsaw (Poland), and Vienna (Austria).

Daily services linking these hubs, as well as between these hubs and the 80 Kuehne + Nagel offices connected to the network, ensure coverage across 38 European countries. Kuehne + Nagel is now able to offer competitive transit times for groupage cargo up to 2.5 tons, covering an area from Portugal to Estonia, and from Norway to Turkey.

Domestic collection / distribution is managed by the respective Kuehne + Nagel national companies, with the exception of seven countries, where Kuehne + Nagel works with local market leaders. All processes are supported by standardised IT systems that ensure high productivity levels and provide customers with shipment visibility via the internet.

The service further includes a specially developed calculation and simulation tool for easy transit time and rate information, helping customers significantly leverage their logistics planning processes.

• **Woodland Group's Ireland now Independent**



In response to continued expansion, Woodland Group's Ireland branch has now been fully established as an independent company - Woodland International Express Co Ltd - trading as Woodland Global Network.

Woodland has recently sought to strengthen the services provided by its overseas offices, and the changes in Ireland enable the new company to take control of its accounting and finance operations, which were previously undertaken at Woodland Group's head office in Essex.

Kevin Brady, managing director of Woodland Global Network Ireland, explained: "Woodland's Dublin office has experienced significant growth for some time now, partly due to a healthy trade in Far East ocean and

airfreight shipments, so it is natural for us to centralise our own operations.”

He said that establishing a registered company in Ireland enables Woodland to offer greater local support to customers, as well as a single point of contact.

• HJ Lines to launch Swansea-Cork link



A NEW freight ferry service linking Swansea and Cork is set to start operations on March 20, operated by HJ Lines, writes Sandra Speares.

HJ Lines, the brainchild of Hugh Johnson, managing director of Air Cargo Wales, has chartered ro-ro ferry Victoria which can accommodate 12 drivers and 65 trailers with sailings three times a week from the Welsh port.

Mr Johnson said the route between Swansea and Cork is well established, particularly for passenger traffic, but there is “growing demand for increased freight capacity on the southern Ireland/UK freight market route”.

The service has generated interest from suppliers and haulage associations on both sides of the Irish Sea, he said.

Swansea Cork Ferries, which has been operating the route since 1987, announced in January that it had failed to find a ship to replace the ferry it sold last year, and would not be operating in 2007.

This was a blow given the contribution that the service had for both Cork and Swansea. Mr Johnson says he has been able to employ some of those made redundant by Swansea Cork in January.

The plan is to start the service quietly Mr Johnson said but there is potential to increase it to four times a week. John Fitzgerald, port director for ABP’s South Wales ports welcomed the news.

“With his 30 years of international freight forwarding experience, I am confident that Hugh Johnson will successfully develop this trade route”.

• ITC goes open-market to exploit its full potential



International Trucking Consolidators (ITC) – the airfreight road feeder arm of Dublin-based IAM Group – has launched an all-out drive for new business both from and to Ireland, offering its services on the open market for the first time.

The company was launched in 1995 with the sole task of managing the road feeder requirements of the carriers represented by its sister company IAM – Ireland's largest cargo GSSA. As Ireland has limited direct scheduled services worldwide, reliable trucking to European gateways was seen by IAM as an essential requirement for any carrier wanting to sell effectively in the Irish market.

Since its foundation ITC has seen 250% growth in traffic, and now operates between 3 and 15 trucks per day from Dublin, Cork and Shannon to London Heathrow, Manchester, Amsterdam and Paris. It now carries 80% of the total export business generated by IAM, which in turn accounts for 20% of all Irish airfreight exports.

For the first time ITC is now offering its services to airlines not represented by IAM, and to freight agents needing reliable connections to London Heathrow and Manchester. It is also actively canvassing inbound traffic to Ireland from the UK.

• Panalpina posts double-digit growth



PANALPINA has increased its net forwarding revenue by 11.3 per cent to US\$6.3 billion. Net earnings jumped by 52.5 per cent to \$151 million. Panalpina's airfreight tonnage increased by 10.5 per cent while net forwarding revenue grew by 8.9 per cent.

"These very convincing figures mark a clear record in the history of Panalpina. In a macroeconomic environment generally favourable to the transport and logistics industry, we have again successfully transformed our asset-light business model into attractive services for our customers," commented chairman Gerhard Fischer.

Monika Ribar, chief executive officer added: "Profitability has substantially improved and top-line growth was solid. We look back on an excellent year in which the dedicated performance of our employees in all regions has further strengthened Panalpina's position as one of the global leaders in the industry."



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