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Chartered Institute of Logistics & Transport

National Institute of Logistics

Irish International Freight Association



Dear Garvan,

Welcome to the **May** 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

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

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DB Schenker Ireland Joins TPN



Schenker Ireland has become the latest member of The Pallet Network (TPN) in an move to expand its Irish coverage and provide wider European links. The forwarding and logistics company, now depot 150 at TPN, will feed international cargo into the network, while offering other member companies a European road and rail distribution service.

"We were looking for a good domestic network in Ireland to help us grow our business and give us better coverage there," said Greg Hourigan, Irish land product manager at Schenker. Seamus McGowan, TPN Ireland's MD, said: "Previously, TPN acted as a forwarder for members that have international business. Now we want Schenker to take over all this business. "It is our vision to have the same sort of capability for delivering cargo to mainland Europe that we currently enjoy with TPN UK for distribution in mainland Britain."

Since its membership began, Schenker has been putting approximately 10 pallets a night through TPN, but McGowan expects this to increase. TPN Ireland was recently named Best Logistics Practice in the Irish Chartered Institute of Transport's first awards scheme.

Aramex Expands with Scandinavian Road Service



Aramex, the global logistics and transportation solutions provider, has launched a specialist road freight service to and from Scandinavia. Designed to appeal to freight forwarders throughout the UK and Ireland, the door-to-door service offers twice-weekly, guaranteed departures to not only the all major cities across Scandinavia and Finland but also to Latvia, Lithuania and Estonia.

The neutrality of the service, which is available from all Aramex' UK and Irish branches, will attract small and medium-sized forwarders who currently have limited access to these markets. "Our wide experience in the wholesale air express market to the Middle East and the recent growth of our road freight services to continental Europe have shown conclusively that there is a gap in the market to this part of our region and it is a niche which we can fill," says Aramex UK Managing Director, Jim Armour.

Companies involved in freight for the chemical and engineering industries have already expressed considerable interest in Aramex' new service and the price-match guarantee which the wholesaler is offering until the end of the month is also proving attractive. Aramex anticipates that traffic on the routes will be split almost evenly between imports and exports and states that there are no restrictions on shipment size or commodity.

SerCom to Unveil Supply Chain Optimisation Model



Supply chain services specialist, SerCom Solutions, has announced its presence at eyefortransport's 4th Hi-Tech & Electronics Supply Chain Summit, which will take place in Amsterdam on 26th - 27th May.

Acting as a global outsourcing partner to many of the world's leading IT organisations, SerCom Solutions will use the Summit to brief delegates on the company's compelling Supply Chain Financial Optimisation Model, which has been developed to enable customers make more effective use of their cash.

By providing upfront financing around the procurement and management of hardware components, inventory financing and logistics, SerCom allows its customers to free up cash for both market development and demand generation purposes.

In business for more than thirty years, SerCom's full suite of supply chain management services are underpinned by its SAP IT platform and the financial strength of its Irish owner, DCC plc. By understanding customers' supply chain pain points, SerCom Solutions delivers flexible, robust and

cost focused, supply chain solutions, rapidly.

Seatruck Opens New Freight Service

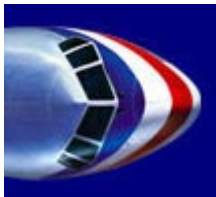


Irish Sea Shipping Line of the Year Seatruck Ferries is to roll out the next phase of its Irish Sea development plan with a new freight only ferry route between Larne and Heysham.

The new service will compliment the existing Seatruck services Warrenpoint - Heysham and Dublin - Liverpool, adding a new link for customers serving the Northern and Central regions of Northern Ireland.

Initiating the service will be the 65 unit Clipper Ranger offering 12 sailings per week with overnight 23:00 hrs departures from Heysham and daytime 11:00 hrs departures from Larne. The Clipper Ranger has already undertaken successful ramp trials in Larne and is a vessel with a proven track record on the Irish Sea. After the initial build up phase it is planned to introduce a second sister vessel which will then enable am and pm departures in both directions. The first sailing for the new service is expected to depart on Monday 17 May from Heysham.

American Airlines Cargo Boots Frequency & Capacity from Ireland



American Airlines (AA) has increased flights from Dublin to Chicago from four times per week to daily, in its summer schedule. In addition, from June 10th, all services will be upgraded from B757 to B767-300 aircraft, boosting capacity to 12,000kgs per flight.

Says Ian McCool, MD of IAM, which is American Airlines Cargo's Irish GSSA: "The American summer schedule is always welcomed here, because it adds frequency as well as capacity. This is just as important with high-value and urgent shipments such as the pharmaceuticals traffic that now dominates Irish exports.

"An additional bonus is that the AA services to Chicago offer the earliest arrival time from Ireland, opening up the opportunity for same-day transfers to 46 destinations throughout the AA network." IAM is the lead company in a successful aviation services group, represents 13 major airlines, and is the exclusive Irish member of EGSAC, the world's largest GSA network with 130+ stations in 30+ countries.

Containerships Launch New Soedertalje - St. Petersburg Service



Containerships are pleased to inform you that Containerships will link Soedertalje (region of Stockholm, Sweden) with St. Petersburg as from end of June 2010. Departures will be on rolling schedule every 7/10 days. 800 TEU capacity M.V. Jork Ranger will be deployed on this service. The first call in Soedertalje is scheduled for the 23rd of June with ETA St. Petersburg on 25th of June.

This new service consolidates the position of Containerships as the market leader in the European Short Sea Shipping into Russia with up to three sailings a week from Ireland, Ghent, Rotterdam, Hamburg, Teesport, Sheerness, Aarhus, Klaipeda, Riga, Helsinki, Varberg and now Soedertalje. The call at Soedertalje will also link into the Containerships service to the Eastern Mediterranean ports of Piraeus, Istanbul, Izmir, Mersin, Alexandria, Benghazi, Tripoli, Misurata and Tunis by means of transshipment at Rotterdam/Teesport.

More information about schedules and Containerships offices details can be found on www.containershipsgroup.com

Ceva reports 'Robust' 1st Quarter



Ceva Logistics saw first-quarter earnings leap by over 73% year-on-year, thanks to greater revenues and cost-cutting as reported by IFW. The logistics operator reported revenues of €1.5 billion (US\$1.8bn), up 14.3% year-on-year.

Earnings before interest, tax, depreciation and amortisation (ebitda) and specific items reached €52 million in Q1, compared with €30 million in the same period last year.

Ceva CEO John Pattullo said: "This is a robust start, showing considerable year-on-year improvement, with clear evidence that our continued focus on business development, cash management and structural cost reduction is continuing to deliver results." Ceva said it had experienced revenue improvement in its contract logistics operations with healthy growth in its retail, consumer and global automotive businesses.

The compression of margins, which the industry experienced in Q4 last year, continued into 2010 as a result of a pick-up in volumes, coupled with constrained capacity. However, the impact on ebitda was mitigated by increased freight volumes, most notably originating in the Asia Pacific region. Ceva's first-quarter new business wins totalled €484 million, and were in the consumer, retail and technology sectors.

APL Riding A Wave of Recovery



APL has reported double-digit increases in year-on-year volumes and rates last month, thanks to improvements in the intra-Asia and transpacific trades.

The shipping line saw its volumes increase by 34%, year-on-year, to reach 424,000teu in April, while revenue per teu increased by 15% to US\$1,334.

Over the first four months of the year, volumes increased by 43% year-on-year, to reach 1.8 million teu, while average revenue per teu is up 5% at \$1,218. APL's revenue per teu in April was at its highest level in more than a year, but still lagging lag behind the peak of around \$1,600 reached during the second half of 2008.

APL parent firm, NOL, said: "Container shipping volumes increased mainly due to higher volumes carried from the Intra-Asia and transpacific trade lanes."

NOL President and CEO Ron Widdows told IFW's sister publication, Lloyd's List, it was taking all its idle ships out of lay-up in response to strong demand that looks set to continue for at least another few months. The final two vessels still at anchor will return to service by the end of next month, he said. However, he vowed to move swiftly and withdraw tonnage again, should the recovery stall.

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

Sincerely,

The Logiskills Team