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Dear Garvan,

Welcome to the **November** 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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Since 2004, The Logiskills Group has grown to become the recognised industry leader for recruitment services and consulting to companies within the supply chain offering:

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

Buoyant Export Figures Promising



The latest figures released by the CSO highlight the resilience of Irish exporting companies according to IBEC, the group that represents Irish business.

However the management group did sound a word of caution saying that serious pressures still remain. Seasonally adjusted figures for exports in September are up 11% from August to €7.2 billion.

Imports fell by 2% to just under €3.5 billion. According to Pat Ivory, IBEC head of trade: "Irish exports continue to perform well but some sectors remain under pressure. Exporters with a high level of dependence on the UK market, such as the food sector, continue to face the twin challenges of poor consumer demand and a strong euro.

The strong euro is not only affecting Irish exports to the UK, but also exports to other markets, such as Sweden and Poland. Export to markets in the Eurozone, which accounted for 42% of total exports this year, is proving to be more resilient."

Rate of Shipping Decline Eases



The 3rd quarter shipping and port statistics published by the Irish Maritime Development Office indicates that rate and pace of the decline in shipping traffic volume continued to ease during the 3rd quarter of 2009. Despite this, the sector has recorded its 7th consecutive quarter of traffic volume decline.

	Lo/Lo	Ro/Ro	Bulk
2008	-12%	-6%	-1%
2009	-20%	-8%	-29%

Lift-on/lift-off (lo/lo) traffic fell by 20% in the third quarter to 268,357TEU which resulted in more than 50,000 fewer laden units being carried over this quarter compared to the same period in 2008. Two thirds of laden volumes were previously made up of imports, in particular from Asia. Lo/lo container volumes slumped over the past 18 months due to an abrupt correction in consumer demand and slowdown in the domestic construction sector. Seasonal factors related to Christmas demand resulted in a slight rise in imports, by 5% in September from August. Exports were up also up 22% month on month between September and August. These seasonal factors were absent in 2008 when volumes continued to fall at an accelerated rate of decline from the middle of the year. We forecast a total decline of 23% in lo/lo volumes to the year end.

Roll-on/roll-off (ro/ro) traffic, which is largely weighted towards shipping services to and from the UK, fell by 8% between July and September with 385,259 units being handled. On a monthly basis we observed the typical seasonal pattern with falls in volume during July and August followed by a rise in September. Volumes on the direct continental ro/ro routes increased by 64% to 8,044 units in the third quarter of 2009. Overall in the ro/ro sector, 35,000 less freight units were carried on all routes when compared to same quarter in 2008, with a total of 152,000 units less for the first 9 months of the year.

Dry bulk volumes declined by 34% in quarter three 2009. The dry bulk markets have seen heavy volume erosion since the volume peaks recorded in mid 2007. Since this point there is now 4 million tons less of dry bulk cargoes being shipped through Irish Ports. However there has been some notable volume recovery during the period July to September. Improved global demand for alumina and ores has boosted volume throughput during the last quarter, this was also helped by modest domestic increases in agricultural fertilizers and grains. The breakbulk sector that is predominantly weighted in transport of construction related materials remained subdued with a further 45 per cent decline in volumes during the 3rd quarter. Tanker volumes declined by 22% in the third quarter 2009 when compared to the same period in 2008.

Irish CEO takes European Top Job at Aramex



Aramex, the global logistics solutions provider, has announced the appointment of regional specialist Tommy Kelly to the position of Chief Executive Officer, Europe.

Based at the company's Ballyboughal facility just outside Dublin, Irish entrepreneur Kelly is now responsible for the activities of Aramex's own operations in the UK, Ireland and the Netherlands.

Kelly has considerable experience in the freight and logistics industry, having founded the TwoWay Group in Ireland and expanded the business into the leading UK-Ireland overnight road express service. Kelly then developed the business into an internationally recognised player and an Aramex service partner, with operations across Ireland, the UK and the Netherlands. In mid-2006, Aramex acquired the TwoWay Group to form a key part of its European network and international expansion plan.

"Tommy Kelly's operational experience in all areas of this business is second to none," says Aramex Chief Operating Officer, Osama Fattaleh. "He was the natural choice for this role, and we are very happy that he will be leading the European team in helping us achieve our global objectives".

Adds Kelly: "I am excited by this new challenge. As a company, Aramex is very well positioned in the marketplace to offer our clients a highly competitive range of solutions to meet the demanding requirements of the global arena".

Kuehne + Nagel Awarded Life Sciences Ireland GDP Passport



Kuehne + Nagel has become the first company to receive the Good Distribution Practice Passport from Life Sciences Ireland - an industry grouping within the Irish Exporters Association.

Launched by the Irish Exporters Association (IEA) on October 23rd, the voluntary code of Good Distribution Practice (GDP) for Life Science Products (pharmaceuticals, chemicals, diagnostics, medical devices and biotechnology) is the culmination of two years of development work between the IEA, Irish life sciences manufacturers, the Irish Medicines Board (IMB) and logistics companies providing services to the sector.

The GDP standard recognises an increased need for further compliance and regulatory requirements in the international supply chain; logistics companies that comply with a set of defined criteria may be awarded the Life Sciences Ireland GDP Passport.

Kuehne + Nagel is the first company to complete all phases of the GDP compliance training, and to meet the criteria necessary to become a GDP Passport holder.

Johnston Logistics - National Haulier of the Year



In association with the Road Safety Authority of Ireland and Schmitz Cargobull the 2010 Fleet Transport Awards programme reached its climax on Monday 5th October at the Gala Dinner at the Marriott Johnstown House Hotel, Enfield, Co. Meath, Ireland.

Johnston Logistics were awarded the National Haulier of the Year accolade from over 36 finalists in 12 categories. The award is recognition of the standard to which the Johnston Logistics fleet operates including, driver training, safety, quality and

compliance.

CEVA Group Outperforms the Market



CEVA Logistics has reported third quarter EBITDA of €68 million on revenues of €1.37 billion, down 33.3% and 17.6% respectively from the prior year period.

During the first nine months of the year, the company's new business awards were up 21% compared with the same period in 2008, resulting in revenues of €4.01 billion (down 15.7%) and EBITDA of €167 million (down 36.5%) compared with €4.76 billion and €263 billion respectively for the prior year period.

However, CEVA says that, while its year-to-date results were impacted by lower volumes and a deflated airfreight market, the company started to see improvements in the second quarter. But along with the increase in volumes came significant rate increases.

The company's cost savings program that was announced at the beginning of the year is on track to generate the expected savings of more than €100 million by the year end, and these initiatives have helped drive an improvement in liquidity, which has increased to €225 million as at the end of the first nine months.

During 2008 CEVA set an integration target of €500 million of cross-selling revenues by end-2010, and the company has not only reached but has already exceeded this target, with total cross-selling wins now standing at €515 million.

Profits Down 6% At Wincanton Ireland



The Irish operation of UK logistics giant Wincanton has reported a 6% drop in year-end profits, however the warehousing and distribution firm said that it still sees further scope for developing its business in Ireland.

Accounts just filed for Wincanton Ireland Ltd for the year-ending March 2009, show that the firm had sales of €57.6 million for the 12-month period - down from €58.7 million for the previous period. Wincanton Ireland posted after-tax profits of €3.15 million, a 6% year-on-year reduction.

Total wage costs rose €500k to €24.4 million, with an average increase of 15 staff during the period. Wincanton Ireland ended the year with net assets of €8.3 million.

One of the largest European logistics specialists, Wincanton plc has an annual turnover of over €2 billion, and works with many of the largest retailers and suppliers in FMCG. In Ireland, its customers include Superquinn and Musgrave, while at a group level, it employs over 30,000 people.

Announce Your Success Here!

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

Sincerely,

The Logiskills Team