

Chanelle Group is Exporter of the Year 2016

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Loughrea based exporter of generic pharmaceuticals for both Human and Veterinary application to over eighty countries, Chanelle Group was crowned Exporter of the Year 2016, before an attendance of over 500 at the Irish Exporters Association (IEA) Awards dinner held at the Convention Centre, on 25 November last.

Chanelle had earlier received the awards for Life Sciences Exporter of the Year and Export Innovation of the Year. The Exporter of the Year award was sponsored by Etihad Airways.

In the competition for the Maritime Services of the Year Award, the Irish Continental Group, Container & Terminal Division took the IMDO sponsored award for the second year running. CLdN and Maersk Line had been short-listed in this category.

Ace Express Freight took the Logistics Exporter of the Year title beating off the challenge from the other short-listed candidates such as, Geodis Ireland Ltd., Kuehne + Nagel, McArdle Skeath and Network International Cargo.

The keynote speaker at the event was Martin McVicar, Managing Director of Combilift, the Exporter of the Year 2015. His message was that the key to success is to be actively out in the marketplace talking face-to-face with customers and potential customers and not to rely on distributors and agents to do the hard yards for you. Keen pricing and rapid innovation of products were also vital in winning against the established big names in the handling equipment industry, he said.

All category winners and short-listed companies have been invited to participate in an Alumni Programme designed to further enhance their skills in each of the main management areas. This programme is designed in conjunction with KPMG and the UCD Michael Smurfit Business School. Howard Knott

PICTURE CAPTION:

Exporter of The Year Award 2016, sponsored by Etihad Airways. *Pictured left to right: Beatrice Cosgrove, General Manager Ireland, Etihad Airways; Michael Burke, CEO, The Channelle Group; and Paschal McCarthy, President, Irish Exporters Association.*