

## Irish Exporters Association holds Supply Chain Seminar in Cork

15 June 2017, Thursday

By David O'Sullivan



The Irish Exporters Association (IEA), in partnership with Ulster Bank, Iarnród Éireann Irish Rail, Rhenus Logistics and Fleet Transport, this morning held the third in a series of 4 large Supply Chain Seminars which will take place around the country as part of a new supply chain collaborative initiative, the IEA Supply Chain Series 2017. The event titled "Securing the Interests of Irish Exporters in the South" took place at the Radisson Blu Hotel & Spa, Little Island, Cork and attracted over 100 exporters and manufacturing companies from all over the south of Ireland. The Seminar included an IEA Expert Advisory Panel and Industry Speakers, Panel Discussion and Breakout Sessions:

- The IEA Expert Advisory Panel with keynote address from Tony Buckley, Assistant Secretary & Deputy Director General of Customs at Revenue, advised attendees of the opportunities and challenges for the southern region from a Revenue perspective and preparing for Brexit. Ulster Bank and Rhenus Logistics provided expertise on fraud prevention, managing foreign exchange risk and logistics. Other Industry speakers included Port of Cork Company and exporters Irish Distillers Pernod Ricard and GE Healthcare.
- A lively panel discussion led by Patrick Daly, Supply Chain Series Chair, Alba Consulting / Irish Exporters Association took place on common supply chain challenges and solutions to doing business on and off the Island of Ireland relevant to the southern region.
- Breakout sessions in the areas of 'Skills & Regulatory Update – A Focus on Brexit', 'Treasury Policy in Action' and a 'Multimodal Working Group' were welcomed and attended.

### Advisory Panel & Speakers:

- **Managing Your Foreign Exchange Risk:** Rachel Barden, Senior Portfolio Manager, Ulster Bank Markets, Ulster Bank
- **Customs:** Tony Buckley, Asst Secretary & Deputy Director General of Customs, Revenue
- **Fraud Prevention:** Nichola Priestley, Fraud Prevention Manager, Ulster Bank
- **Logistics:** Declan Sinnott, Managing Director, Rhenus Logistics

### Industry Speakers:

- Michael McCarthy, Commercial Manager, Port of Cork Company

- Paul Wickham, General Manager Midleton Distillery, Irish Distillers Pernod Ricard
- John Forde, Global Supply Planning Manager, GE Healthcare

**Simon McKeever, Chief Executive, Irish Exporters Association commented:** *“The South of Ireland is an extremely important export location for the country and has the distinct advantage of being internationally connected with access to Cork airport and ports in Cork and Waterford. With an abundance of indigenous Irish companies exporting together with a very strong input from the LifeSciences, ICT and Food and Drink sectors across the region, our supply chain initiative will provide a network for our corporate members across all sectors to interact and exchange information on challenges, industry requirements and best practice while keeping up to date with local, national and international issues affecting the export industry supply chain.”*

## **Ulster Bank**

**Pat Horgan, Head of SME Banking South Midlands and West, Ulster Bank, said:** *“The event this morning was a great opportunity for our team in the South to hear about the challenges and opportunities facing businesses in Cork and the surrounding areas and how we can help them. Most business relationships cross borders and time zones and managing that supply chain is vital to their growth. Ulster Bank provides invaluable support for these businesses, whether it’s through managing foreign exchange risk, supplier payment methods or advice on expanding to capitalise on market developments. We’re delighted to continue our strong relationship with the Irish Exporters Association and to continue to provide meaningful support for businesses.”*



**Glenn Carr, General Manager Freight Iarnród Éireann Irish Rail commented:** *“We are delighted to be a partner of IEA Supply Chain as we firmly believe there is continued opportunity and interest for the growth of rail freight in Ireland. We are determined to convert that interest and deliver freight train services that are price-competitive, reliable, safe, punctual and environmentally friendly. Our inland port in Ballina currently provides direct rail freight services to both Dublin and Waterford. Supply Chain Ireland allows us to showcase our services and work with all the key stakeholders in developing and growing multi modal logistics solutions.”*

**Declan Sinnott, Managing Director, Rhenus Logistics Ireland stated:** *“The Irish Exporters Association Supply Chain programme of events in 2017 provides a real platform to share and exchange supply chain innovations and developments across a number of industries. Rhenus Logistics is proud to sponsor the Irish Exporters Association and its partners through this programme in 2017.”*

**Jarlath Sweeney, Group Editor/Director, Fleet Transport said:** *“Outside of Dublin, Cork and the Munster region is the next biggest industrial hub and the heartland for Ireland’s top class dairy and fresh, natural meat products. These producers need to seek new markets in light of Brexit, and also seek advice on how to achieve this and what the requirements are to have an efficient Supply Chain in place that will not in particular break the temperature control transit process in place. This where the Irish Exporters Association comes to the fore, pinpointing these matters and providing sustainable solutions. Their specific Supply Chain series of events nationwide offers exporting companies an invaluable service in these regards.”*

**Speaking at the event on Thursday, Paul Wickham, General Manager of Midleton Distillery said:** *“Irish whiskey comprises 28% of Ireland’s beverage exports – making it one of Ireland’s fastest growing export sectors. At Irish Distillers, we have invested significantly in our production facilities in Midleton to reflect growing global demand for our whiskeys, sourcing locally to support exports to 130 markets. Ensuring that we maintain access to existing markets and open up access to new markets, particularly in the Brexit context, should be a priority in furthering the global Irish whiskey renaissance.”*

**Schedule of IEA Supply Chain events for 2017:**

- 7th April 2017, IEA Exporters Working Group 1, Ulster Bank HQ, George’s Quay, Dublin 2
- 26th April 2017, IEA Supply Chain large seminar 1, Dundalk, Co Louth
- 4th May 2017, IEA Exporters Working Group 2, Knock, Co Mayo
- 16th May 2017, IEA Supply Chain large seminar 2, Galway
- 15th June 2017, IEA Supply Chain large seminar 3, Cork
- 27th September 2017, IEA Exporters Working Group 3, Limerick
- 17th October 2017, IEA Exporters Working Group 4, Cork
- 7th December 2017, IEA Supply Chain large seminar 4, Ulster Bank HQ, George’s Quay, Dublin