

26 | DUNDALK TOWN

## BUSINESS FEATURE

# What now for Border region?

## Revenue discusses securing the interests of exporters

### Border Trade

The Irish Exporters Association (IEA), in partnership with Ulster Bank, Iarnród Éireann Irish Rail, Rhenus Logistics and Fleet Transport, last week held the first in a series of four 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 "What now for the border region? Securing the interests of Irish Exporters in the North East" took place at the Crowne Plaza Dundalk and attracted over 90 exporters and manufacturing companies from all over the region. 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 border region from a Revenue perspective and preparing for Brexit. Other industry speakers included Ulster Bank and Rhenus Logistics who provided expertise on customs, fraud prevention, logistics and the economy and exporters MACFAB Systems, Intact Software, and Easydry Limited.

- A lively panel discussion led by Simon McKeever, IEA's Chief Executive took place on common supply chain challenges and solutions to doing business on and off the Island of Ireland relevant to the North-East region.

- Breakout sessions in the areas of 'Regulatory and Skills Challenges', 'Managing Your Foreign Currency Risk' and a 'Multimodal Working Group' were welcomed and attended.

The Advisory Panel and Speakers included: Tony Buckley, Assistant Secretary & Deputy Director General of Customs at Revenue; Cian McMahon, MACFAB Systems; Justin Lawless, CEO, Intact Software; Anne Butterly, CEO, Easydry Limited; Simon Barry, Chief Economist Republic of Ireland, Ulster Bank; Declan Sinnott, Managing Director, Rhenus Logistics; Nichola Priestley, Fraud Prevention Manager, Ulster Bank.

Simon McKeever, Chief Executive, Irish Exporters Association commented: "The North-

East of the country is an extremely important export location. It has the distinct advantage of being nationally connected with rail and road networks and internationally connected with access to Dublin Port and Dublin Airport, proximity to Northern Ireland and the Midlands.

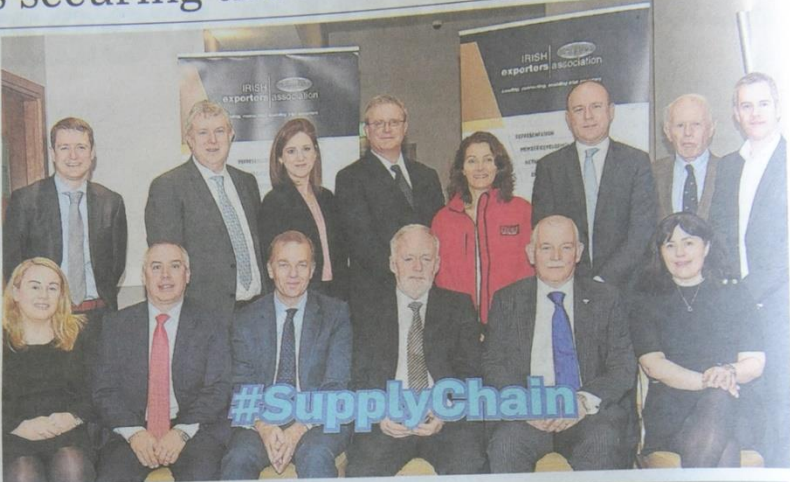
"With an abundance of thriving ICT, Life Sciences, Food & Drink, Manufacturers and International Business Services across the region, our supply chain initiative will provide a network for our corporate members across all sectors to interact and exchange information on challenges, industry requirements and best practice while keeping up to date with local, national and international issues affecting the export industry supply chain."

Olaf Fitzsimmons, Head of SME Banking East, Ulster Bank, said: "The event this morning was a great opportunity for our team in the North East to hear about the challenges and opportunities facing businesses in Dundalk 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 determine to convert that interest and deliver freight train services that are price-competitive, reliable, safe, punctual and environmentally friendly. This initiative offers not just the opportunity to showcase rail freight, but also brings together the key stakeholders that can deliver freight transport solutions which will provide real benefits to the Irish economy."

Declan Sinnott, Managing Director, Rhenus Logistics Ireland stated: "The Irish Exporters Association Supply Chain programme of events in 2017 provides a real platform to



Participants at the Irish Exporters Association Supply Chain Seminar Series, "What now for the border region? Securing the interests of Irish Exporters in the North East", held in The Crowne Plaza. Included are, (back row l-r): Cian McMahon, Marketing & Sales Account Manager, MACFAB Systems, Sean O'Hanrahan, Senior Manager, North East Business Centre, Ulster Bank, Fiona Luciani, Training Manager, Irish Exporters Association, Simon Barry, Chief Economist, Republic of Ireland, Ulster Bank, Anne-Marie Grant, Events, Fleet Transport, Glenn Carr, General Manager Freight, Iarnród Éireann Irish Rail, Howard Knott, Irish Exporters Association, Justin Lawless, CEO, Intact Software and (front row l-r): Nichola Priestley, Fraud Prevention Manager, Ulster Bank, Declan Sinnott, Managing Director, Rhenus Logistics, Simon McKeever, Chief Executive, Irish Exporters Association, Pascal McCarthy, President, Irish Exporters Association, Tony Buckley, Assistant Secretary & Deputy Director General of Customs Revenue and Dervilla Kenny, Head of Business Development & FX Sales, Ulster Bank.

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: "With Dundalk

equidistant between Dublin and Belfast, the location of the IEA Supply Chain event is most interesting from a Supply Chain point-of-view, particularly in the advent of Brexit. Also, as the M1/A1 is the motorway transiting route for exports and imports on the Eastern coastline, issues relating to shipping, logistics and

international haulage will come into the discussion spotlight."

Speaking at the event on Wednesday, Cian McMahon, Sales & Marketing Executive, MACFAB Systems said: "With global protectionism and Brexit looming it's more important than ever for companies to diversify their supply

chain. We are seeing a greater demand from our customers to deliver our products faster with more flexibility, which is why we operate across a lean supply chain to reduce waste and clutter and to ensure a cleaner safer environment allowing us to provide long term waste solutions at affordable prices."