

“Securing the Interests of Irish Exporters in the East”

Irish Exporters Association Supply Chain Seminar

Successful IEA Supply Chain Seminar Series in partnership with Ulster Bank, Iarnród Éireann Irish Rail, Rhenus Logistics & Fleet Transport comes to a conclusion for 2017

Revenue advise exporters on trading with third countries

The Irish Exporters Association (IEA), in partnership with Ulster Bank, Iarnród Éireann Irish Rail, Rhenus Logistics and Fleet Transport, held the final in a series of Supply Chain Seminars held around the country titled “Securing the Interests of Irish Exporters in the East” which took place at Ulster Bank’s head office in Georges Quay, Dublin 2.

The concluding IEA Supply Chain Series for 2017 attracted over 100 exporters and manufacturing companies from east of Ireland and included an IEA Expert Advisory Panel, Industry Speakers, Panel Discussion & Breakout Sessions such as:

- The IEA Expert Advisory Panel with keynote address from John O’Leary, Head of e-Customs at Revenue, advised attendees of the opportunities and challenges for the eastern region from a Revenue perspective and discussed customs procedures around dealing with third countries. Ulster Bank and Rhenus Logistics provided expertise on the Irish economy, fraud prevention and logistics. Other Industry speakers included Sean Brogan, Owner and Director of Brogans Bakery and Graeme Treadwell, Head of Supply Chain, Procurement & Development at Standard Brands.
- 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 eastern region.
- Breakout sessions in the areas of ‘Skills & Regulatory Update’, ‘FX Risk Management’ and a ‘Multimodal Working Group’ were welcomed and attended.

Advisory Panel & Speakers:

- Economic Update: Simon Barry, Chief Economist Republic of Ireland, Ulster Bank
- Customs: John O’Leary, Head of e-Customs, Revenue
- Fraud Prevention: Michelle Garrigan, Cyber & Information Security Programme Manager, Ulster Bank
- Logistics: Declan Sinnott, Managing Director, Rhenus Logistics

Industry Speakers

- Sean Brogan, Owner and Director, Brogans Bakery
- Graeme Treadwell, Head of Supply Chain, Procurement & Development, Standard Brands

Simon McKeever, Chief Executive, Irish Exporters Association commented: “Events like the Supply Chain Seminar Series are vitally important so that we can prepare companies for what may be coming down the line with customs implications, how to prepare and how best to operate with third countries. This initiative also provides 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 relationship management teams to hear about the challenges and opportunities facing businesses in Dublin and the surrounding areas as they seek to manage and grow their export activities, and specifically how we in Ulster Bank can help them. Most business relationships cross borders and time zones and managing that supply chain is vital to business success. Ulster Bank aims to provide real support for these businesses, whether it’s through managing foreign exchange risk, supplier payment methods, the right funding 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: “Compliments to the Irish Exporters Association for hosting their Supply Chain Seminars around the country. It was an invaluable and informative exercise for manufacturers and SMEs involved in exporting goods. From the various expert guest speaker presentations, lots of interesting information was delivered to benefit their company or businesses. Great networking opportunity too. With that B (Brexit) word on the horizon, it is imperative that senior management is kept abreast of ongoing developments and the IEA is there to assist and advise. Well done to all and I expect the programme to roll on to next year.”

Speaking at the event, Graeme Treadwell, Head of Supply Chain, Procurement & Development, Standard Brands/SHS: “To enable Irish businesses to create their competitive advantage that is sustainable and fair for all entities involved is central for long-term growth in exports. The Irish Exporters’ Association is a platform of like-minded people where we exchange knowledge, be transparent on the non-flattering failings of our expeditions, motivational and humble in our successes to enhance others’ awareness and opportunities. Together we must continue to optimize new export markets and routes and together share/develop innovative supply/value chains that are instrumental in paving the way for growth. It is these shared successes and anecdotes through the Irish Exporters’ Association’s platform that create the awareness of risks and the ‘can-do’ attitude that brings a continued momentum to Irish industry on the global stage for all sizes of Irish firms and especially the SME’s.”