



In challenging times, a local company does the business

A LOCAL company is bucking the national trend and is continuing to thrive despite the economic downturn.

Breffni Couriers, headed by Cavan native Brian O'Reilly, is part of a network that distributes palletised goods throughout Ireland. The Pallet Network (TPN), Ireland's leading distributor of palletised goods, has announced revenues of €9.2 million for 2008, up from €7.8 million for the previous year.

Breffni Couriers was one of the first companies to join the network after its foundation in 2004 and has gone from strength to strength since. Founded in 1986, Breffni Couriers employs 26 staff and carries out network deliveries in the north-east, including counties Cavan, Louth, Meath and Monaghan.

They recently moved into 21,000 sq ft state-of-the-art premises in the Collon Industrial Park outside Drogheda. With a fleet of 16 trucks, Breffni Couriers has been servicing business customers in the north-east for more than 22 years.

Breffni Couriers are the backbone company for TPN in the north-east of the country and are one of the key factors behind the network's revenue increases. The network has seen its turnover increase year-on-year since its foundation in 2004 when it had a turnover of €1.7 million. They have a projected a turnover of

€10.5 million for 2009, with a projected growth rate of 15 per cent, quite a performance in a challenging economic climate. Seamus McGowan, Managing Director, TPN, is optimistic for the future.

"Despite the current economic situation, TPN's business model is relatively recession proof. We plan to grow both volume and revenues by 15 per cent for 2009-2011. Strong continued demand for next-day service for pallets and parcel consignments throughout Ireland and an import/export service to and from the UK has ensured TPN volumes are now more than double our nearest rival. We anticipate further volume growth as additional members join The Pallet Network."

Chairman of the group, Owen Cook, echoed those sentiments.

"There are now 22 member companies in the network. Our strong revenue figures, our latest award and the growing demand for membership all exemplify how TPN's business model is resonating within the haulage industry. We are very confident about our future, which includes plans to expand into Eastern Europe."

A total of 135 jobs have been created since the company was launched - 25 at headquarters and 110 at transport companies throughout the country. They anticipate having a total of 100 new jobs in the network by 2010.



The Pallet Network's Seamus McGowan (front) and Owen Cook