



TPN signs €1.2m Mothercare deal

The Pallet Network (TPN), a palletised goods distributor, has signed a deal worth €1.2 million with Mothercare Ireland. Under the terms of the five-year deal, TPN will transport goods for Mothercare's Early Learning Centre (ELC) subsidiary in Ireland.

The deal extends an existing agreement with Mothercare Ireland to supply goods to 17 retail outlets around the country. "When we took over the ELC operation [in 2007], we found several areas where we could improve efficiency – one was in the supply chain," said David Ward, managing director of Mothercare Ireland.

"Using TPN for the Mothercare Ireland operation has seen a reduction in costs and an increase in service improvements", Ward said.

"We know that TPN will enable us to keep lower inventory while still improving sales through efficient stock supply."

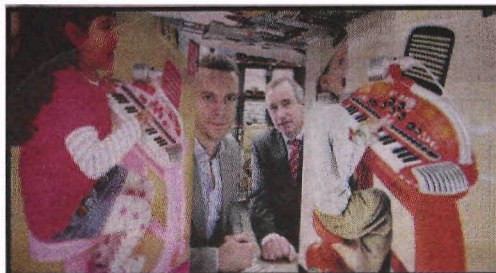
Established in 2004, TPN provides a system for distributing palletised freight, allowing regional carriers, who are part of the network, to offer an overnight service in Ireland and a delivery service of between two and four days to destinations elsewhere in Europe.

"TPN works by allowing member companies to confine operations to a small local area with the aim of reducing mileage and improving service," said Seamus McGowan, managing director of TPN. "The system is based on two-way loading, which uses double-decked trailers that operate at night between the centre hub and regional depots."

TPN employs 25 staff directly and is projecting revenues of €10.5 million this year.

It transports, provides and sorts more than 400,000 pallets annually for clients, including Fleetwood Paints, Bluewater Shipping and Elvery Sports.

Company:	The Pallet Network
Done Deal:	€1.2m
Turnover:	€9.2m ('08)
Staff:	25
Established:	2004



Jonathan Ward, logistics director of Mothercare Ireland and Owen Cooke, chairman, The Pallet Network (TPN)