



The Pallet Network seals TECA freight deal

By Elaine O'Regan

Goods distributor The Pallet Network (TPN) has signed a €500,000 contract to transport freight for cargo company TECA.

The 18-month deal with TECA Shipping Services Dublin will see TPN warehouse and distribute more than 500 tonnes of freight throughout Ireland via its network of 22 regional members.

"Our aim in TECA Dublin is to identify the most cost-effective shipping routes and schedules for our clients as well as ensuring that, when the freight reaches Ireland, it is managed and distributed in an equally cost-effective and efficient manner," said Jennie McMenemy, general manager, TECA Shipping Services Dublin. "Working with TPN enables us to deliver our customers' products efficiently, regardless of the origin or destination."

Established in 2004, TPN provides a system for distributing palletised freight, which enables transport members to offer their customers an overnight service across the 32 counties 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. The

system is based on two-way loading, which uses double-decked trailers that operate at night between the centre hub and regional depots.

The company opened a new €10 million transport hub in Dublin in late 2007. The 75,000-square-foot facility in Blanchardstown houses the network's head offices as well as a transport hub, with the capacity to handle up to 3,500 pallets per night.

Earlier this month, TPN announced that it had revenues of €9.2 million for 2008, up from €7.8 million for the previous year.

Owen Cooke, chairman of

TPN, said the company had seen its turnover increase year on year since 2004, when it had start-up revenues of €1.7 million. TPN is projecting a turnover of €10.5 million for 2009.

The firm transports, provides and sorts more than 400,000 pallets annually for clients that include MotherCare, Fleetwood Paints, Honda and Sony.

"Despite the current economic situation, TPN's business model is relatively recession-proof," said Cooke. "Strong continued demand for next-day service for pallets and parcel consignments throughout Ireland and an import and

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."

Company: The Pallet Network

Done Deal: €500,000

Turnover: €9.2 million

Staff: 25

Established: 2004



Jennie McMenemy, general manager, TECA Shipping Services, Owen Cooke, chairman, The Pallet Network (TPN), and Seamus McGowan, managing director, TPN