

TPN AWARDS

TPN Second Annual Awards: *East West Goes One Better*



James, Marian and Catherine Marren (seated), winners of Depot of the Year 2009, pictured with (standing from left) Adam Leonard, MD, TPN UK, Terry Walke and Trevor Edden from TWE Haulage, Andrew Marren from East West Express, Seamus McGowan, MD TPN Ireland, and Owen Cooke, Chairman TPN Ireland.

East West Express, TPN depot 116, improved on last year's Best Customer Service award by taking the Depot of the Year trophy at the second annual TPN Awards, held on 19 September at Carton House Hotel, Kildare.

East West, which represents Mayo and Roscommon came out top in a hard-fought battle in which only 20 points separated the top six members.

"We were nominated in all of the categories, and were delighted with that," says Marian Marren, who runs the business with her husband James. "Now how do we top this?!"

Marian's daughter, Catherine, in charge of finance at East West, was one of the three recipients of the Outstanding Contribution awards.

Picking up the Customer Service trophy, Brian O'Reilly of Breffni Couriers, depot 112 in Louth, also expressed surprise. "I don't know why we won, as we were just doing our job," he insists, "but it was nice to get some sort of recognition for our cooperation with other depots."

Failte Couriers, which only joined TPN as depot 123, Dublin South East, earlier this year, won the TPN Sales Award. "We're still the new boy on the street," admitted Michael

O'Keefe, MD at Failte, "but we have increased our sales through TPN."

Best TPN Livery went to Tuckmill Transport, depot 103 covering Wexford. "Using the TPN logo on all our documentation and vehicles brings us new business," believes MD Brendan Morgan.

Two further Outstanding Contribution awards were presented to TPN's IT director, Gary Costelloe, and John McCusker, trunk driver from depot 114, Liam Connolly (Road Freight).

"I was delighted to win the award," says Gary, who began working at Independent Express 15 years ago. "I assume it was because of all the help I give to the other depots, both with IT and operationally." John McCusker has been with Liam Connolly for 25 years. "It's nice to be acknowledged, but TPN depots are very easy to work with," he says. John has been coming to the hub with depot 114's freight since the network commenced in June 2004.

Presentations weren't the only highlight of the evening. The 100 attendees were entertained in particular by Niamh Hogan of Abhann Logistics in Limerick and Owen Gavin from the Clare depot, who sang a selection of Irish ballads, before Niamh brought the house down with her version of "Time To Say Goodbye".

TPN MOVES INTO RETAIL



TPN Ireland is now an approved supplier for Retail Excellence Ireland.

Only those companies which pass a rigorous vetting process are invited to list as a preferred supplier to Retail Excellence Ireland.

REI has a membership of 580 leading retail companies who operate over 8000 stores in the Irish market. TPN sponsored the 2009 Shopping centre of the Year won by The Dundrum Shopping Centre at the recent Retail Excellence Ireland Annual Awards, and is proud to be associated with the crème de la crème of the retail industry.

DEPOT PROFILE : KCT for Kilkenny and Carlow Transport

Kevin Connolly started his transport career as a lorry driver, delivering all over Ireland for his manufacturing bosses. But when he had the chance to buy his own truck in 1994, he decided it was too good an opportunity to miss, and KCT Logistics was born.

Kevin soon turned to continental haulage, working primarily for other transport companies, a business that grew sufficiently to allow him to buy a second vehicle in 1996. By the following year, KCT had five trucks on the road, serving all of Ireland, the UK and Europe.

Over the next three years, the company added eight more vehicles, thanks to the hard work put in by Kevin and his wife Leonie, who handles all the accounts and office administration for KCT. But the growth didn't last.

"I couldn't get good drivers," says Kevin. "There was too much competition from Eastern Europe. So I cut the fleet back to four trucks."

But when, in 2007, Kevin joined TPN as depot 124, covering Kilkenny and Carlow, KCT started to reap the benefits of belonging to the network. "Although only around 10% of our business is with TPN," he says, "it is growing. It opens the door to new opportunities as we can give customers the chance to do all their business with one haulier."

Today, KCT averages 35-40 trucks, including two vans, and 80 trailers. Four rigids are dedicated to TPN, with two curtain-sided trailers also available to move the 60 pallets per night currently being sent through TPN. Five of the 50-strong workforce are dedicated to TPN.

"We are also in the process of quoting for container work. We haven't seen any opportunity for container haulage before, but now that we are so flexible and can take anything from one pallet to a full load, we are attracting more enquiries."

Volumes have increased enough to warrant the move into a new warehouse, where KCT will have 6,000 sq ft of dedicated space within a shared-user facility.

With such a flourishing business and three children, it's amazing Kevin has any time for his hobbies of fishing and shooting!



UK DEPOT PROFILE

Riva South



For many member depots, the ability to provide a next-day service to the UK is one of the greatest advantages of joining TPN Ireland. But how do the members of TPN UK view the arrangement?

For Riva South depot 41 TPN UK which covers Southampton, the connection to Ireland is a real boon. "We didn't set out to offer an Irish service," admits MD Gary Richards, "but we'd seen a lot of bad services to Ireland and we thought we could offer a better service at a competitive rate by using TPN. Business to Ireland has increased from almost nothing to 30-40 pallets per week on the back of the network."

Riva South was founded in 1989 by Gary and his wife Jane to offer same-day van delivery from Southampton docks. "We were 'the man and a van' type of operation," he says. After five years of growth, Riva South joined a parcel network and obtained an operator's licence for heavier lorries, which opened up the door to new types of freight business. "We still ran same-day movements, but with larger vehicles," he continues. "After we joined the parcel network, joining a pallet network was a logical step. We've always been driven by customer demand: if a customer asks us to offer a service we don't already provide, we look at it as a good way to move forward."



Riva South came out of the parcel network last year, but is now becoming a customs-approved transit shed, to reflect the company's increasing international business.

"TPN has helped us grow our business. There's a great advantage of being in a network - and TPN is the best one on the market. If we make a promise to our customers, we know it will be carried out."

And no one can ask any more than that.

SNIPPETS



WATCH OUT for David Leonard, who runs Leonardline Transport the Sligo-based TPN depot, with his father Seamus - he might just whizz past you in his rally car. TPN is sponsoring David and his Citroen Saxon Super 16 this season.

CONGRATULATIONS are in order to James Knocker and his sister Angela, both from AM Transport, Depot 101, Belfast, for tying the knot - not, of course, to each other. Angela, pallet export controller, married Alan Poag on 1 August, while transport manager James, 32, married Catherine on 26 September.

MORE congratulations go to Dave Deering, owner of depot 118, Deering Transport, in Kildare, for becoming a dad for the first time. Wife Joeleen gave birth to a girl, Aimee, on 16 October at 12.30 a.m. Aimee weighed in at 8 lb 4 ounces and both she and mum are doing well.

Independent Express Cargo Depot 102 and TPN Member for Dublin celebrates its 25th birthday this year. IEC was founded by Owen Cooke back in 1984 and is one of the most respected operators in the freight industry in Ireland today. Congratulations to all the team in Independent.



Congratulations!

James and the new Mrs. Knocker, Catherine; Angela Knocker and her husband Alan Poag. Congratulations to both couples.

CUSTOMER PROFILE

Mileeven Fine Foods



The Sweet Smell of Success. Where would an Irish breakfast be without some good Irish honey? And how else to get it on the breakfast table than through TPN?

For Mileeven, Kilkenny supplier of honey, jam and other spreads, and customer of KCT, no other haulier will do.

"We went to KCT at the end of 2007 after it was recommended to us," explains Sarah Gough, general manager of the business. "Their drivers are great, they are good at communicating; they're basically just very efficient. Some hauliers claim to offer a next-day service - but they don't. And while other hauliers have tried to get our business, we're not moving!"

Mileeven was set up in 1988 by Sarah's mother, Eilis, who still heads the company, after two or three years of good crops of Irish honey. "Eilis researched the market and identified opportunities for the supply of specialist Irish honey to craft and tourist shops," Sarah explains. "Then we bought a small company in County Cork that produced preserves, Christmas pudding, fruit cake and brandy butter, which allowed us to diversify."

Now, not only does Mileeven supply Irish and international

honey, including Acacia from Tasmania, Manuka and Orange Blossom, but it makes flavoured honey spreads, such as honey and lemon, and honey with fruit and nuts. In all, the company sells approximately two dozen lines in Ireland and throughout Europe.

"In peak season, we ship 20-25 pallets per week," says Sarah. "When we want to ship a pallet into Europe, we just call KCT, which uses a mixture of road and sea services."

"Imported honey from Australia, New Zealand and South America comes into the UK, where we take control of distribution into Ireland. We used to use two hauliers, one for Ireland and one for international transport. It's great to have all our business with one company."

Mileeven, which employs eight people at its 3,500 sq ft warehouse, has more than doubled its volumes since 2000, and that growth is likely to continue after the company was given a recommended star for its organic raspberry jam in the Easy Food Magazine awards and a third gold medal in the Great Taste Awards in London for its ginger tea brack. Eilis and Sarah were both finalists in the 2009 Women in Business Awards, too.



The Sweet Smell of Success

Eilis Gough MD and Sarah Gough GM Mileeven Fine Foods Kilkenny



ALLEN LOGISTICS

Allen Logistics Puts TPN on Top

Allen Logistics, TPN's depot 129 covering Armagh and Down, scooped the highest of accolades when it was named Irish Haulier of the Year at the annual Export & Freight Transport & Logistics Awards, organised by Export & Freight magazine.

"We put forward a submission showing what we did and what we planned to do to go forward," explains founder and MD Linden Allen. "We've been in business for 42 years and joined TPN in January as part of our strategy to expand our services within Ireland.

"I don't believe in a recession: we have won over 70 new customers this year and took on four new people. And a lot of that is due to our TPN membership."

With K and L Deliveries, TPN Depot 127, winning the "Fleet magazine" Road Haulier of the Year the TPN network now boasts two "All Ireland winning" freight companies in its ranks.



Linden Allen accepting Haulier of the year at P&O Irish Sea Export & Freight Transport Logistics Awards 2009

IFW AWARDS

TPN cracked open the bubbly again when it was highly commended in the road transport section of the prestigious International Freighting Weekly awards, presented at a black tie dinner held at Chelsea Football Grounds in October.

Although the Road Freight Award was won by Rutges Cargo, specialists in moving airfreight to and from airports, TPN was delighted to be recognised for its outstanding service.

"It was a very tough contest," pointed out Seamus McGowan, TPN's MD. The finalists included DSV Road and Gefco, both of which are well known international players, Knights of Old, which has a strong Irish presence, and UK specialists Elite Transport Services. TPN Ireland was the only Irish company shortlisted for the IFW international awards this year.

In addition, as one of the sponsors of the event, TPN's name was prominently displayed throughout the room - and IFW's awards dinner is one of the highlights of the freight and transport calendar, attracting many of the industry's key players.

Steve Rider, well-known sports presenter, himself an award winner, presented the trophies in 13 categories.



Steve Rider, Presenting at the IFW Awards in Stamford Bridge

RIDDLE SECTION

A man has to get a fox, a chicken and a sack of corn across a river. He has a rowboat and it can only carry him and one other item.

If the fox and the chicken are left together the fox will eat the chicken. If the chicken and the corn is left together the chicken will eat the corn. How does the man do it?

Send answers to peterm@tpn.ie

All correct answers will be put into a hat and €200 will go to the first name drawn out.

Answers to our quiz in the summer edition were 1. Jack Ruby
2. The Mountjoy 3. Eugene Cernan, and we had no winners.

TPN AWARDS PHOTOS



Ger O'Keefe, Failte Couriers depot 123, winner of TPN Sales Award.



Gary Costelloe, IT Director TPN, Winner of Outstanding Contribution Award.



Darren Connolly from Liam Connolly Roadfreight accepting the Outstanding Contribution Award on behalf of John McCusker.



Nigel Glynn, Tuckmill Transport depot 103, Winner of TPN Livery Award.



Nicola and Kieran from Independent Express clearly enjoying the occasion.



Brian O'Reilly, owner of Breffni Couriers, depot 112 covering Cavan, Monaghan, Louth and Meath, accepting the Customer Service award from Owen Cooke, Chairman of TPN, as TPN MD Seamus McGowan looks on.



Owen Gavin and the team from Depot 130 ensuring Clare was well represented on the night.

Presented by your local TPN member.



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TPN - is the only network in Ireland and the UK where all its member depots are ISO9001 accredited.
TPN - The High Quality Low Cost Network

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