



# Charlestown firm will grow despite recession

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. The company has seen its turnover increase year on year since the company was founded in 2004, when it had a turnover of €1.7 million. The company has projected a turnover of €10.5 million for 2009, with a projected growth rate of 15%. TPN transports, provides and sorts more than 400,000 pallets per year for clients that include Mother Care, Fleetwood Paints, Honda and Sony.

East West Express, based in Charlestown, and headed by James Marren, is part of the growing network of TPN members. They joined TPN in 2006. Rockall Logistics Ltd. employs 14 staff and is responsible for network deliveries throughout the county of Mayo and North Roscommon. They have recently moved into a 10,000 square foot, state of the art warehouse in Lowpark, Charlestown. With a fleet of 10 trucks, East West Express has been servicing business customers in the west for more than 23 years.

Seamus McGowan, Managing Director, TPN, says "Despite the current economic situation, TPN's business model is relatively recession proof. We plan to grow both volume and revenues by 15% 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 growth as additional members join The Pallet Network."

East West Express has been awarded 'Customer Service Depot of the Year' in the first TPN (The Pallet Network) Awards, held recently. TPN is also a finalist in The Green Awards, Transport Initiative category, demonstrating TPN's commitment to reducing their environmental impact at a global and local level. McGowan added, "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 HQ and 110 at transport companies throughout the country. They anticipate having a total of 100 new jobs in the network by 2010.



Adam Leonard, left, Chief Executive of The Pallet Network (TPN) UK, and Seamus McGowan, right, Managing Director of TPN Ireland, presenting James Marren, East West Express, with TPN's 'Customer Service Depot of the Year' award.