

‘Securing the interests of Irish Exporters in the Munster Region’ – Irish Exporters Association’s Supply Chain Seminar Series (Cork)

The Irish Exporters Association (IEA), held its third Supply Chain seminar, part of a series of eight regional events held around the country. The event titled “*Securing the Interests of Irish Exporters in the Munster Region*” took place at the Radisson Blu Hotel, Little Island, Cork and attracted over 50 exporters and manufacturing companies.



The initiative, in association with Rhenus Logistics Ireland, Ulster Bank and Iarnród Éireann, currently in its second year, focuses on import and export challenges for manufacturers and service providers. It offers solutions and practical support from logistics,

trade finance experts and exporting companies; provides information around third country shipping and associated documentation as well as maximising opportunities with our air, road, sea and rail services.

Attendees were briefed on the opportunities and challenges for the region from a Revenue perspective and preparedness for Brexit by Carol-Ann O’Keeffe, Assistant Principal Officer, Customs Policy Branch, Revenue. Other industry speakers included local exporters Verde LED and Green Saffron, the Port of Cork, Cork Chamber of Commerce, Rhenus Logistics Ireland and Ulster Bank who provided an insight into multimodal regional issues, currency trajectories and challenges facing competitiveness locally and internationally. A lively panel discussion led by Patrick Daly, IEA Supply Chain Series Chair & Managing Director of Alba Consulting Group took place on common supply chain challenges and solutions to doing business on and off the Island of Ireland relevant to the Munster region. Breakout sessions in the areas of ‘Skills and Regulatory Update – A focus on Brexit’ and ‘Multimodal’ were welcomed and well attended.

Commenting on the Cork event, Simon McKeever, Chief Executive, Irish Exporters Association said: *“The Munster Region is an extremely important export location with many manufacturing, engineering, life sciences, business services, ICT and food agri businesses exporting and importing on and off the island. It has the distinct advantage of being nationally connected with rail and road networks and internationally connected with access to the Port of Cork as well as Cork and Shannon Airports. All Irish businesses need to be protected in these uncertain times and local businesses like Verde LED and Green Saffron with a big international footprint need to be supported so that they can continue to grow and develop, continue to create jobs and continue to compete internationally. The Supply Chain Series gives this community a platform to connect locally and discuss regional and national issues which in turn feeds into our service offering to our members such as IEA policy, training courses on customs, consultancy and AEO as well as member representation.”*

Sponsor Ulster Bank’s Head of SME Banking, South, Midlands and West, Pat Horgan added: *“We’re delighted to support this event in Cork as we know from talking to our customers in the South that managing their supply chain is an important part of growing their business, especially for those that cross borders and time zones, as is the case for many export-focused businesses in Munster. Ulster Bank provides meaningful help for these businesses through managing foreign exchange risk, supplier payment methods or support to fund business expansion to capitalise on market developments. Ulster Bank has a strong partnership with the Irish Exporters Association and the Supply Chain series is a great*

opportunity to meet further with businesses, to hear more about how we can help them fulfil their ambitions.”

Sponsor Glenn Carr, General Manager Freight Rail/Road & Rosslare Europort/Iarnród Éireann commented: *“The Irish Exporters Association Supply Chain programme offers the opportunity for us to showcase our Rail Freight, Navigator Road Agency and Rosslare Europort businesses. We are delighted to be again a partner of Supply Chain Ireland in sponsoring the exciting and informative range of events and seminars organised for 2018.”*

Sponsor Declan Sinnott, Managing Director, Rhenus Logistics Ireland concluded: *“The Irish Exporters Association Supply Chain programme of events provides a real platform to share and exchange supply chain innovations and developments across a number of industries. Rhenus Logistics is proud to sponsor the Irish Exporters Association and its partners again this year.”*

Expert Advisory Panellists

- Carol-Ann O’Keeffe, Assistant Principal Officer – Customs Policy Branch, [Revenue](#)
- Jane Dempsey, Assistant Principal, Brexit Unit, [Department of Agriculture, Food and the Marine](#)
- Declan Sinnott, Managing Director, [Rhenus Logistics Ireland](#)
- Simon Barry, Chief Economist Republic of Ireland, [Ulster Bank](#)

Fleet Transport is the Media Partner to the IEA Supply Chain events