

COMMERCIAL PROFILE

IWT - A TOTAL LOGISTICS AND FREIGHT MANAGEMENT SOLUTION

IWT is a privately owned Irish company located in Dublin, Belfast, Cork and Rotterdam.

IWT offers a total logistics and freight management solution to exporters and importers. The company was acquired by the current shareholders in 2003, although they have been involved in the IWT Group since its creation in 1981.

IWT has enjoyed significant, steady growth in recent years. "This growth has been largely achieved through our outstanding success in improving and expanding our export business" says Managing Director Frank Finan.

In the 1980s, prior to the growth of pan-European and Global carriers, IWT was, with some justification, described as the pioneer of supply chain management. The company's fearlessly forward thinking approach was a direct example of entrepreneurial vision in its truest sense. This stood the business in good stead for the challenges (and there have been many in the Irish Market) which lay ahead in the ever evolving logistics sector.

The success the company has achieved since those days, can be attributed to a number of factors. According to IWT's Sales Director Colin Dunne, "In order to achieve competitiveness, we have long realised that the key to maintaining, and improving on our position in the marketplace is driving efficiencies and creative solutions to suit the individual needs of the client." IWT continues to work with major blue chip food and drink companies such as Coca Cola, Diageo and C&C, to name but a few. In recent times, IWT's customer base has diversified, with major new business being done in the construction, pharma, electronics and chemicals sectors.

IWT's performance has continued to grow healthily and during the period 2004 to 2005 export sales grew from €9 million to €15 million respectively, contributing to total of €30m sales in 2005. This has been achieved by proving complete partnership with clients in order to ensure that every aspect of their



The Logistics Company of the Year Award 2006 was won by International Warehousing and Transport, Dublin. From left: Joe Burke, chairman of Dublin Port Company, sponsor of the award; Frank Finan and Colin Dunne of International Warehousing and Transport; Micheál Martin, TD; and Joe Lynch, IEA.

IWT has continued to grow and, during the period 2004 to 2005 export sales grew from € 9 million to € 15 million respectively, contributing to total sales of € 30m in 2005.

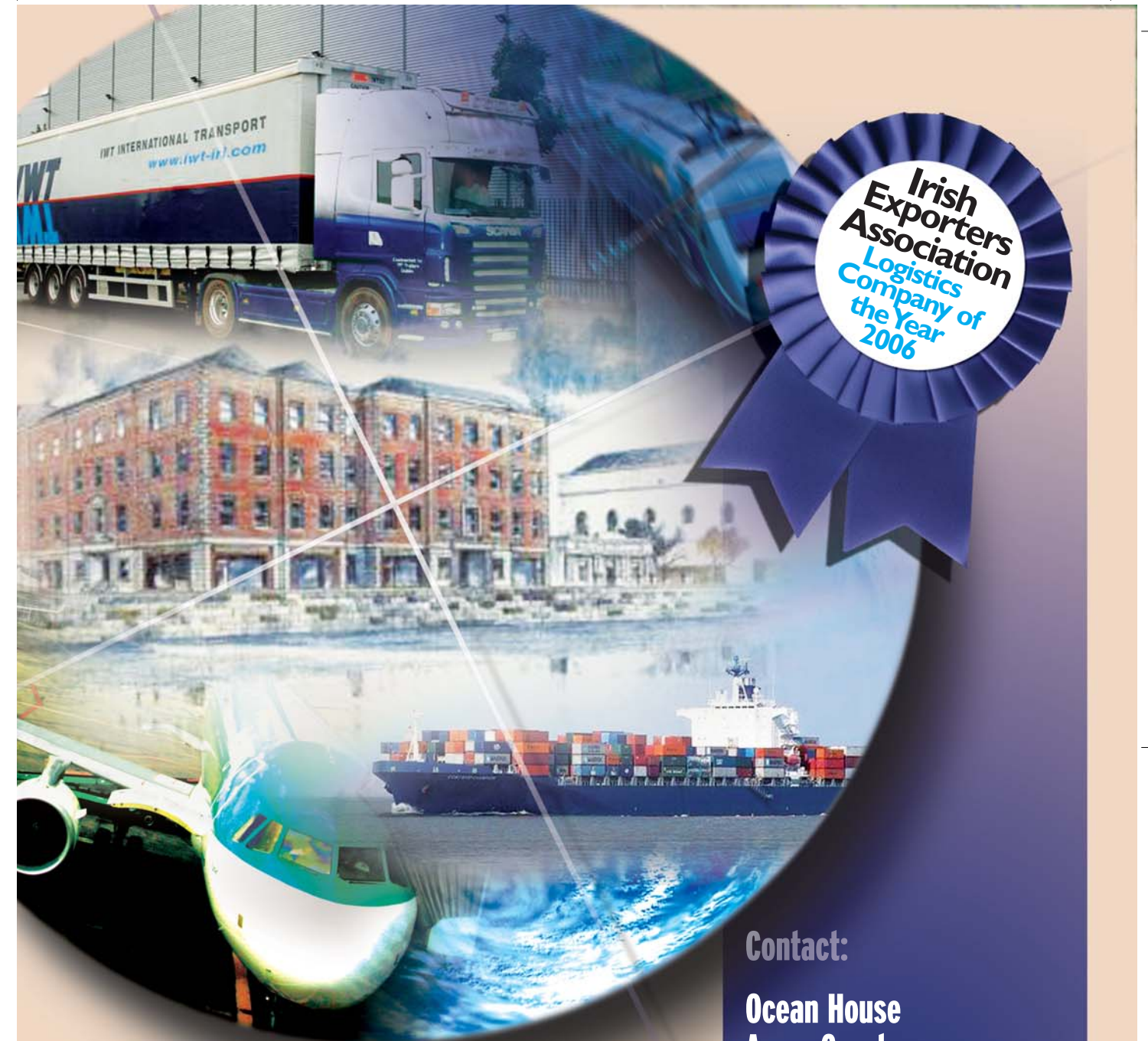
requirements are met. Operations Director Paul Scully points out; "We see our strength as being a private, Irish owned company with the depth and scope to compete with the global carriers, by understanding our client's needs and our ability to adapt to their market changes."

IWT offers the following range of services:

- Global shipping and transport
- European trailer and container services
- Ireland - UK mega trailer services
- Warehousing and distribution
- Bulk transportation
- Onsite logistics
- Fiscal representation
- Air freight
- Special projects
- Customs clearance
- Supply chain consultancy services

IWT ensures that Irish exporters get to market in a seamless, efficient, and cost effective manner and is proud of the significant increase in export revenues that it has achieved over the last two years.

The company has now begun operating its own equipment, a considerable investment, further indication that IWT is gearing up to take its place amongst the big boys. Expect some feathers to be ruffled in the logistics industry in 2007.



**Irish Exporters Association
Logistics Company of the Year 2006**

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- ✦ A total logistics and freight management solution to exporters and importers
- ✦ Pioneers of Supply Chain management
- ✦ Operating a modern fleet of vehicles serving Ireland, the UK and the Continent
- ✦ Third Party Logistics Specialists
- ✦ Fourth Party Logistics Specialists
- ✦ Bulk Transportation Specialists
- ✦ Customs Clearance Specialists
- ✦ Innovative and flexible solutions for all logistics requirements

