

## Post Logistics launches An Post into freight business

23-11-2016

An Post is leveraging its national network and fleet expertise to target new business opportunities in freight forwarding.

An Post is leveraging its national network and fleet expertise to target new business opportunities in freight forwarding. Post Logistics is a high-quality, dependable, standardised freight-forwarding and groupage service for SMEs exporting to the UK and Europe. An Post's new service for exporters is based on reliability, simplicity, speed and value and it is linked to global logistics operator DB Schenker.

An Post has an unrivalled national network, experienced, trusted staff, a top-quality fleet and a proven track record in world-class letter and parcel collection, processing and delivery. A trusted and respected brand, the company handles two and a half million items every day and will harness this breadth of experience in this latest freight-forwarding venture. Using the existing An Post fleet and network services, [Post Logistics](#) will transport pallet freight from SME customers nationwide to a central Dublin depot from where it will be shipped onwards by global freight carriers DB Schenker.

Liam O'Sullivan, Director of Mails at An Post, explains that given An Post's level of expertise and network infrastructure, the provision of freight services is a natural extension of existing business.

"Our existing national network, logistics capacity and customer service is world-class and it is fully supported by the latest technology. Mails distribution is mainly an evening, overnight and early morning

business so during the day we can devote our capacity to servicing the freight forwarding needs of Irish SMEs.

"This sector has to contend with so much uncertainty around currency rates and markets. [Post Logistics](#) guarantees unrivalled reach, excellent value, know-how and the peace-of-mind of dealing with one of Ireland's most trusted companies. We will put all these strengths to work of our SME clients.

"Having examined the potential market and worked closely with prospective customers, we know that [Post Logistics](#) has what it takes to make a difference in this market, based on our unique network infrastructure. We asked the market what they needed and then worked to match what we could offer so it was really the customer who shaped Post Logistics.

"An Post Do More" is our slogan and we mean it. This ambition has seen us unveil a number of new practical and affordable service options for customers this year. Hot on the heels of our [AddressPal](#) and home [DeliveryBox](#) products, we are pushing into new areas of business.'

"The mails business is changing and it's a very challenging environment," he says. "We need to utilise our people, our assets and our network to find new customers and new business. The landscape we operate in is changing rapidly and we have to adapt and grow". It's a great position to be in where we can utilise our existing skills and network to

generate new business.

Above all we will match all that's is best about An Post with a very real demand from customers for a freight forwarding service that is reliable, simpler, faster and offers real value.

"The real win is that we can actually help Irish exporters to trade more effectively on the global stage AND add another string to our bow in the process".

Source: [An Post](#)

