

# BUSINESS

THE LEADING MONTHLY MAGAZINE FOR **CORK** CITY AND COUNTY

## Inside Business I

Shop opening, globalisation and more

### Shipping Group's seismic contract opens up new markets in Brazil

Mainport, the Cork-headquartered shipping Group, recently completed the purchase of a US\$6 million offshore supply vessel which will be deployed on seismic projects in Brazil at the end of this month. The contract, which will be worth US\$13million million to the Group over the initial four years, is with Compagnie Generale de Geophysique (CGG), the world's market leader in seismic projects. The renamed vessel 'Mainport Oak' will provide support services to large seismic vessels, while her sister-ship 'Seahorse Supporter' will continue to work with CGG off the coast of India.



← Mainport's new vessel 'Mainport Oak'  
© Dave Ronayne

Dave Ronayne (CEO of Mainport) comments: *This strategic purchase has opened up new markets for us and consolidated our position with Compagnie Generale de Geophysique, a key player in several international markets. Our history to date with CGG in India and The Gulf of Arabia has been very successful and Brazil offers several new opportunities for us. The Group is in a phase of rapid growth, with an expected turnover in excess of €47 million in 2007 and several other exciting projects in the pipeline at this time.*

CGG, which is headquartered in Paris, recently completed the takeover of Veritas, a major player in the US seismic market, in a US\$3.1 billion transaction and now have 20 seismic vessels operating in several locations worldwide. The 'Mainport Oak' - purchased from US supply ship giant Seacor and formerly used for offshore oil exploration programmes - will provide support services to some of these large seismic vessels on her first assignment in Brazil.

Mainport's African division, Mainport Africa, is overseeing the re-fit in Capetown, under the direction of Capt. Dave Hopkins, Marine Director at Mainport. Established in 1957, The Mainport Group is Ireland's leading ship agency, employing almost 100 people in the ship management, stevedoring, and offshore services sector in Ireland. Headquartered at Monahan Road, Cork, the Group has offices in Dublin, Limerick, Foynes, South Africa and Norway. The Mainport Group is also involved in joint ventures with major shipping and shipping services groups in Norway (with Sartor Shipping), South Africa and other projects in the seismic support, safety-standby, salvage and wreck removal, warehousing and storage sectors.

### Irish companies invest over €1bn in Poland

Irish companies have invested well over €1 billion in Poland and that number will grow. That was the message from the launch of the Cork Branch of the Ireland Poland Business Association (IPBA). Strong links already exist between Cork and Poland, with three airlines flying to five Polish destinations out of Cork Airport.

Ursula Earley, Chairperson of the Cork Branch of the IPBA, says that the strong links between Poland and Cork make the establishment of the IPBA in Cork even more important: *'Cork has seen the establishment of a strong and vibrant Polish community over the years. In fact, in many shops in the city you can now find Polish products on sale. With this level of cultural interaction, it is only natural for strong business links to follow. The IPBA is uniquely positioned to take advantage of the growing links between Cork and Poland, and offers a competitive advantage to any company looking to expand their operations to Poland.'*

The Ireland Poland Business Association (IPBA) is now a well-established bilateral trade association whose main objective is to promote trade and business relations between Ireland and Poland, its membership includes individuals and firms, and its wide range of services include an online portal on all aspects of doing business in Poland - [www.irelandpoland.com](http://www.irelandpoland.com).

Companies in the Munster region wishing to contact the Ireland Poland Business Association can contact Shayron Hobbs. Email: [corkbranch@irelandpoland.com](mailto:corkbranch@irelandpoland.com).

### Fusion say it with flowers

Fusion Flowers recently opened at Mahon Point Shopping Centre, just in time for Valentines Day! The company was started by Liz Walsh - Lyons, a former marketing manager with the Clarion Hotel in Cork, who had plans to open her own business from an early age.

*'I identified a gap in the market for Fusion Flowers, and Mahon Point was the perfect location. I secured this central spot outside Debenhams on the ground floor where we have taken off with a flying start', says Liz.*



← At the opening of Fusion Flowers: Maura O'Connor, John Cantwell, Liz Walsh-Lyons and Vincent Fitzgerald. © Bernie Keating / Provision

With many years of marketing experience and an eye for stylish products, Liz followed her dream in early 2006, based on the belief that she could offer a quality product in a fantastic location: *'This shopping centre is a paradise for shopping, and now people can easily pick up a gift or a treat on their weekly visit'* says Liz. *'Fusion Flowers has encouraged its customers to purchase impressive bouquets for someone they care about or pretty arrangements to decorate their homes, all presented beautifully in stylish branded gift bags.'*

John Cantwell (Manager of Mahon Point Shopping Centre) is pleased to support the new business: *'I am delighted to welcome Fusion Flowers to Mahon Point Shopping Centre. It is a fantastic addition to our retail offering and further enhances the centre's reputation as the premier quality retailing destination in Munster. I wish Liz and her team my very best wishes and am certain Fusion Flowers will prove to be a resounding success.'*

Wish you were here?

