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Menzies and Eason to form Joint Venture in Ireland

Menzies Distribution and Eason & Sons will be forming a Joint Venture to distribute newspapers and magazines in both the Republic of Ireland and Northern Ireland.

Subject to final regulatory approvals, the new company called EM News Distribution Ltd, will be formed in the New Year. Neither party is selling to the other or disposing of their interests in their businesses but each getting a percentage share. Staff from both companies will transfer to the new venture once it becomes operational.

For some time now the position with regard to news distribution across the island of Ireland has been quite difficult. News distribution is largely about economy of scale and this is a relatively small market spread over a large geographical area.

The Joint Venture will bring improved standards of service to both publishers and retail customers including simplification of the existing network. Barry Harvey, Head of Business, commented, "Many customers will benefit from a reduction in the number of wholesalers they work with."

Mr Harvey confirmed that plans for the Joint Venture are now in development: "The first phase will see the implementation of state-of-the-art systems and equipment such as packing and returns technology at a new bespoke depot in Belfast serving the Northern Ireland customer base. These advancements will deliver tangible benefits to customers including improvements in packing and returns processing accuracy and speed."

"In the Republic, as a first step, we will seek to improve the IT and operational systems to support and enhance the service to our retail and publisher customers"

Both Menzies and Eason are delighted about the decision to work together and looking forward to delivering an excellent level of service to publisher and retail customers.

ENDS

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