

# Cargostore chooses RAM

Cargostore International is to replace its current in-house software with the Rental4000 lease management system from Real Asset Management plc (RAM). The decision follows a period of rapid expansion for the UK-based leasing company.

Cargostore provides a wide range of container specials under a variety of lease and sale arrangements to a diverse client base, including shipping lines, logistics companies, government agencies, exporters, importers, the construction business, offshore industry, retailers and storage and removals companies. The company currently operates a fleet in excess of 25,000 TEU, with a high proportion of reefer containers and special equipment.

"Our ability to meet specific requirements for challenging projects worldwide has helped us to double our annual profits every year for the past three years," said Paul Barry, a director of Cargostore. "We grew our staff base by a third last year and we are continuing to recruit to fill specific roles."

Barry added that Cargostore is now working on a variety of special projects with major logistics companies and food suppliers. Further growth for the company is expected to come particularly from more challenging markets such as Africa, the Middle East and the Sub Continent.

Cargostore originally developed its own fleet management system using Microsoft Access. However, after 12 years and with healthy business growth, the company needed a more sophisticated and reliable system that could manage larger fleet and data volumes and provide more detailed management information.

"We chose RAM because the application seems to exactly fit our requirement. Having seen a presentation of the software, we were more than satisfied that it could meet all of our requirements. We particularly liked the fact that there was an impressive range of standard reports and a user friendly method of producing our own custom reports," noted Barry.

"We are delighted to be working with Cargostore and look forward to completing the implementation and putting the right processes in place for a further period of growth," said Craig Anthony, general manager for RAM. "It is fantastic to see a UK company in the intermodal industry that is flourishing, despite the economic climate. By having effective systems in places companies such as Cargostore can reduce administrative costs, improve operational efficiency and remove the headache of managing in-house IT development."

[www.realassetmgt.com](http://www.realassetmgt.com)



Cargostore provides a wide range of container specials under a variety of lease and sale arrangements

## Girard completes HQ move

Earlier this year, Girard Equipment completed the move of its corporate headquarters and manufacturing facility to Vero Beach, Florida. Locations now include two manufacturing service centres in Linden, New Jersey and Houston, Texas as well as this newest location in Vero Beach. In addition to the new location there are three regional sales offices: Chicago, IL, Beijing, China and the UK with more being announced throughout 2009 and 2010.

The Florida location is central in meeting the growing demand for Girard products and services worldwide. Vero Beach enjoys good access to local ports, including Miami and Canaveral.

"In spite of the tough economic times, we have seen more opportunities to serve our customers with several new products being added this year, as well as the opportunity to continue our high level of service by adding this new location," stated Tim Girard, the company's president. "This location is ideal for the distribution, transportation and delivery of our line of products to companies all over the world."

[www.girardequip.com](http://www.girardequip.com)



The Florida location enjoys good access to local ports like Miami and Canaveral

## Pelican Triple S to be unveiled

Pelican Worldwide says it will unveil a "unique" valve combination at Transport Logistic.

Attendees will get a first look at the Triple S - shortest, safest, and smartest - bottom discharge assembly. The Triple S boasts "extremely high flow rates" and therefore provides a quick unloading time. "It is also manufactured to the highest standards and as with all Pelican products is developed with safety, maintenance, and ease of operation in mind," says the company. A patent request for the Triple S has been filed.

The first time this product will be introduced for public view will be in Munich.

For additional information:

[www.pelicanworldwide.com](http://www.pelicanworldwide.com)

## Van Doorn moves

Van Doorn has moved into new offices and warehouse facilities at Arhus, Denmark. After six years of trading at Kystpromenade, the company required more space and so took up residence at Borneovej 12, 8000 Arhus. "This move will give us further growth possibilities for the coming years. Also the product variety will grow so we can optimise service to our customer," read a company statement.

Van Doorn has also acquired the European representation from Super rack Co Ltd, a specialist in flat racks.

### Bulk Distributor

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