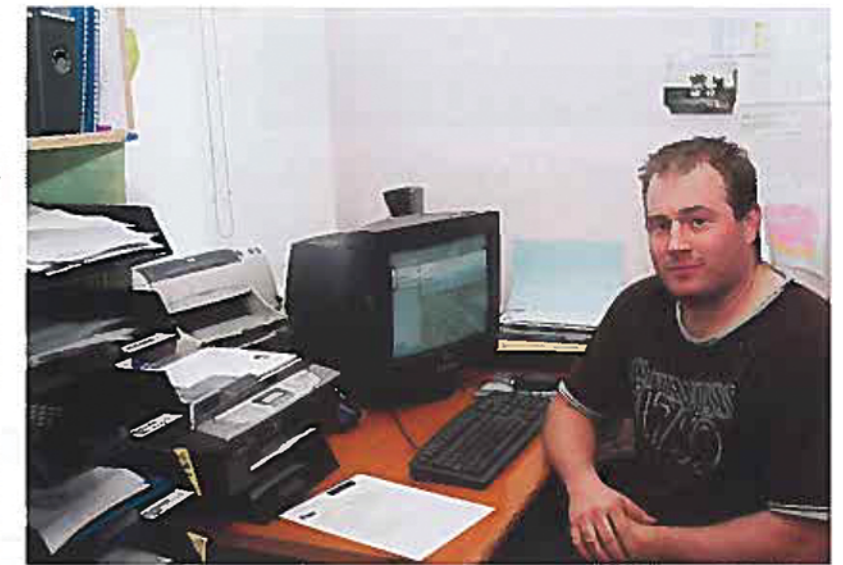


TRANSPORT FIRM A PROVEN SUCCESS

Kane International Transport is a Kildare-based firm which has managed to establish itself, thanks in part to its international contacts, writes Cian O Raghallaigh.

Kane International Transport has been serving the people of Kildare and the surrounding Leinster area for the last seven years or so. The haulage company, based in Barnhill, Castledermot, Co. Kildare, has managed to develop an excellent reputation in its chosen field of work. As a national and international licensed haulier, the firm specialises in lifting and transporting plant machinery. In a sideline to the business, the company also operates a 24-hour roadside recovery service. All things told, the firm has had outstanding success in managing to break into the haulage industry.

Brian Kane has been involved in the company since it was established. Having previously worked as a mechanic, Brian decided to set up the new business before the new millennium. The decision proved a



Brian Kane

The company has two trucks on the go all the time



good one. Although things were quite difficult for him at the start, Brian has managed to ensure that his company has been successful. Hard work and attention to detail have paid off.

Kane International Transport has grown, not only in Ireland, but also across a number of countries in Europe. The international dimension to the work has certainly helped the company become successful in its field of work.

"Most of the work we do is continental work; the majority of the work is based around Western Europe. The company does work for a number of firms in Holland and also serves places like Germany, France, Italy, Spain and Sweden," says Brian.

"We have another two drivers working for us in the business. We also have one girl in the office as well as a subcontractor. We have been kept busy most of the time."

Richie Brothers Auctioneers, Holland, Fitzpatrick Plant Sales, Cobh, Co. Cork and Whelan Plant Sales, Ennis are among the companies which Kane International Transport does work for. The company does not do as much recovery as it used to. However, it does have a tractor with a winch for stranded lorries which is required on occasions. This aspect of the business is not ignored but it is the lesser side of the firm's operation.

At the moment there are four other people working in the business. With a number of trucks to the company's name, Kane International Transport is in a good position to be able to develop its business.

"John Lampen (who does most of the continental work) and Tom O Shea are the other two drivers while Suzanne Corcoran is based in the office. Mick Doran is our main subcontractor. I have three Scania trucks at the moment as well as Nookeboom trailers – two trailers and one spare," he says.

Working in any business has its headaches. Kane International Transport is no different. For Brian, keeping everything running smoothly can be quite a difficult challenge.

"I have two trucks on the go the whole time and one spare one. It's a 24-hour service – the big headache is getting loads in and out of the country."

Transporting fridges was a big part of his work for a few years. Now he has branched out into other areas and does not do any of this type of work