

Uniserve acquires Portall Solutions

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Uniserve, the UK's largest privately owned international freight and logistics company, has announced its acquisition of Portall Solutions Ltd, a finance and management consultancy business. This signals Uniserve's intention to redefine supply chain management services and to raise current standards of industry capability with its new concept of Global Trade Management (GTM).

Extending beyond the traditional freight forwarding competencies, the Portall product will provide Uniserve's GTM service with a degree of flexibility designed to tackle today's economic conditions and to exploit opportunities; an alternative approach to existing supply chain solutions which reflect past conditions.

Iain Liddell, Managing Director of Uniserve said "The acquisition of Portall will give us a significant addition to our range of capabilities. It is our intention to lead the industry and promote the next generation of business support services, taking supply management to another level. Our concept of Global Trade Management, or GTM, encompasses many skills and competencies in which Uniserve has been investing for some time. To accelerate the growth of GTM, the 100% acquisition of Portall gives us a number of unique and innovative products to provide for our clients."

The world class supply chains devised for many of our customers and other blue chip companies require to be updated constantly to remain world class. To sustain this development Uniserve strives to up-date supply chain management structures by asking these crucial questions: is an existing supply chain designed for current trading conditions and for those of the foreseeable future; given limited growth in UK and EU markets, how can supply chain design facilitate those growth opportunities that do exist; how can opportunities to increase efficiency, not previously identified, be unlocked and what can be done to identify changing trends in rates and other performance metrics?

Uniserve believes with its global infrastructure of partners it is well placed to take advantage of the extremely competitive prevailing conditions and so react to these challenges to the benefit of our customers.

Liddell concludes, "Uniserve is pleased to be able to invest through this acquisition of Portall, adding to its knowledge bank and expertise. Only companies like ours, with a strong balance sheet and a clear vision for the future, will be able to grow during this current downturn. We are confident that Uniserve will attain such growth through extended margins and a good return on this current investment."