



30 September 2019

## **Public Consultation – Regional Airports Programme 2020**

Baxter Healthcare Ireland Manufacturing in response to the preparation of the new Regional Airports Programme 2020 – 2024 is making a submission provided for under the Public Consultation process highlighting the strategic importance of Ireland West Airport Knock to our business.

Baxter Healthcare, headquartered out of Chicago, employs more than 1,600 people in Ireland. Of these 1,200 are employed in Co. Mayo at two manufacturing facilities, one based in Castlebar the other in Swinford. Our local company profile can be summarised as follows:

- |                                   |                              |
|-----------------------------------|------------------------------|
| • Tenure                          | In Mayo since 1972           |
| • No. of employees                | 1,200                        |
| • No. of roles indirectly created | 4,800                        |
| • Value of spend in Mayo          | €80 Million *(Approximately) |

\* Which includes in excess of €50 Million Payroll

From our headquarters in America, Baxter has a global reach and provides critical therapies for patients with life threatening diseases. Such products manufactured in Mayo, are provided to patients across Europe, America, Middle East, Africa and Japan.

Our requirement as a multinational company to have fast and easy access to many of the leading cities in the world is crucial for the growth and retention of our business. Throughout the year many team members will fly from IWA to present business cases, participate in critical forums, R & D events, meet customers and patients alike. These trips in turn attract inward investment and reciprocal travel for our corporate leaders, innovators and strategists who chose Ireland as place to do business. IWA plays a pivotal and critical role in ensuring these key decision makers have fast access to our facilities. Without the infrastructure, available at IWA many business trips would not happen given the distance to alternative airports, such as Dublin. This distance creates a sense of remoteness, long journeys by car or slow moving train is wasteful, costly and unacceptable in today's fast paced economy.

While IWA supports our ongoing efforts to increase employment in Mayo there is still much work to do. The facility and number of routes served are often short of meeting all our requirements. Investment in business facilities, airport infrastructure and route expansion are all clearly much needed. Through enhanced and attractive offerings our own capacity to showcase the West of Ireland and our facilities as a place to do business will be enhanced, our ability to build and sustain jobs will be improved and our ability to remain competitive will be supported. Baxter could potentially grow our Swinford business in Mayo, through the addition of Compounding activities in the future. To make this business case we would need to be able to provide next day delivery across the UK and Ireland. A widespread freight

service from IWA would be a pre-requisite to making a pitch for such an expansion. Growth will most likely come in the future from the provision of small product batches to destinations which are further away and the ability to provide an adequate cost effective air freight service for such activity is crucial into the future.

Provision of Transatlantic air freight services out of the Western region would open up both plants (Castlebar & Swinford) to increase our geographical reach for finished products as well as supply of components from our sister plants in the US. This would need to be combined with customs clearance services on site at the Airport, with the potential where possible to store product either close to the airport or provide bonded warehouse facilities to allow for Inward processing and customs storage facilities.

From a travel perspective, US pre-clearance as well as provision of direct flights to the UK would provide a benefit to both Baxter employees travelling but also to visitors from the US travelling to Baxter and further create the image of a “well connected” region.

Routes from Knock are very limited and many serving the UK are not at times that support efficient business travel (neither early in the morning or late in the evening). This would need to be addressed to allow IWA Knock to become an airport of choice over Dublin and increasingly Shannon due to the improved road network.

The impact of IWA, on our business should not be underestimated, a key driver for this submission is to ensure ongoing and continued investment in IWA and realisation of the importance of the airport to our business and sustainability of our growth in a highly competitive market where movement within and between countries and cities is anticipated as being seamless and without delay.

