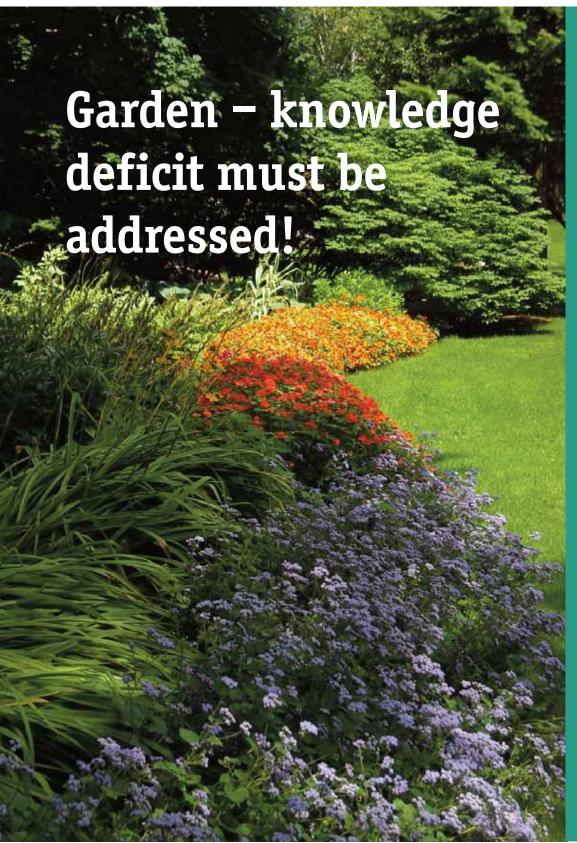
# Hardware JOURNAL

THE VOICE OF THE IRISH HARDWARE INDUSTRY



#### **Show Catalogue Inside**

This bumper issue of

The Hardware Journal contains
the Official Catalogue for the
Hardware DIY Home Garden
Show 2013

#### Another Side Of ...

Frank Peyton on eating goats and sharing mountain huts with 50 immense German women!

#### Free Cash Injection

Better stock management, coupled with reduced shrinkage and the elimination of internal and external theft can mean a significant free cash injection from your own resources

#### **Tablet Cure All**

Gadget Guy Colin Baker explains how the new ranges of iPads and tablets have become the sales rep's magic wand

#### **Art's Retail Tips**

View From Abroad features renowned retailing guru Art Freedman's 13 essentials for successful retailing



# IN THIS ISSUE

hile the general outlook for the economy as a whole is still somewhat uncertain, it is encouraging to see that the hardware sector is determined to take control of its own destiny.

Rather than succumb to the malaise afflicting other industry sectors, those in hardware – including manufacturers, agents, distributors and retailers – are forging strong alliances to secure their future.

This process has already commenced but it will be cemented at the forthcoming Hardware/DIY Home Garden Show in Citywest. With over 200 exhibitors showcasing more than 500 market-leading brands, the show represents the perfect platform to kick-start a new phase of growth and development for the industry.

New products will feature strongly while details of exciting in-store display material, marketing support initiatives and consumer-oriented advertising campaigns will also be announced.

That said, the unique formula of the Hardware/DIY Home Garden Show also entails a massive programme of seminars, product demonstrations and the Product of the Show Awards. Then there is the President's Ball which kicks off the proceedings on the Saturday evening (16 March).

Given that over 2000 retailers are expected to visit the show, it also represents an incredible business and social networking forum where information, experiences and ideas can be shared for the benefit of all.

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#### **65** HAI Clipboard

A bulletin board for HAI members.

# Hardware Show Catalogue 13

The Hardware/DIY Home Garden Show Official Catalogue forms an integral part of this 80-page bumper issue of The Hardware Journal.



Ireland's Only National Showcase

#### Garden - knowledge deficit must be addressed

Garden and horticulture expert Joseph Blair advises on the opportunities, and pitfalls, associated with developing a garden sector within your store.



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Better stock management, coupled with reduced shrinkage and the elimination of internal and external theft, equates to a significant free cash injection from your own resources

75 There's a tablet for that! Gadget Guy Colin Baker explains how iPads and Tablets are the sales reps new best friend.

#### **THJ Competition Winners**

Many thanks to all who participated in The Hardware Journal competitions in the first issue. The feedback and involvement was greatly appreciated. Details of the various winners were:

Michael Bergdahl book winners – **Shane Felle**, Shannonside Building Supplies, Ennis, Co Clare; Padraic Rogers, Patrick Rogers Topline, Ballymote, Co Sligo; and Rosemary Madden, Maddens Arro, Dunshaughlin, Co Meath.

Gadget Guy – Edward Grainger, Lambert Hardware, Hacketstown, Co Carlow, won the free copy of Dragon NaturallySpeaking speech and recognition software.







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# News & PRODUCTS

# Tape that does more than measure

Niall Dargan of John Dargan & Sons has come up with a novel way to share the returns on the ever-increasing sales of the company's new measuring tape with a designated charity.

Prompted by a customer from Dalys of Dundalk, a generous percentage of the proceeds from the sales of its 5m and 7.5m tape is now donated to Down Syndrome Ireland.

The professional-quality tape is presented in attractive display boxes, one each for the 5m and 7.5m sizes, with a recommended retail price of €5.99 and €8.99 respectively.



Introduced on 4 January last, reaction from retailers (both independents and large groups) has been very supportive and the tape is now available nationwide from most hardware outlets. Contact: Niall Dargan, John Dargan & Sons. Tel: 051 91 42855; email: niall@dargantools.com

#### **UAP MAX6MUM** Security

**UAP** will use its first appearance at the Hardware/DIY Home Garden Show to exhibit MAX6MUM Security and its new high-security door hardware brand for homeowners.

The MAX6MUM Security retail range includes the patented UAP+ zero lift cylinder that is anti-bump, anti-snap, anti-drill and anti-pick Homeowners are offered a guarantee of up to €2,500 worth

of property if the lock is bumped and the insurance won't pay out.

Other innovative designs in the range include anti-vandal letterplates and extra-strong door chains and guards.

UAP will also show its new range of Irish replacement cylinders and a vast range of colour-matched door hardware including letterplates, door viewers, door knockers, and letters and numerals to suit all budgetary requirements.

Contact: www.MAX6MUM-SECURITY.com.

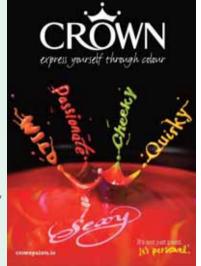
#### Crown Paints biggest ever colour collection

As consumers continue to look for original and personal decorating solutions, Crown Paints newlyrefreshed colour card sees an increase in its core offering of matt and mid-sheen emulsion to 70 shades.

The new colour card, with Crown's biggest colour offer yet, will give some bright inspiration including three new colour families - greys, pastels and naturals.

The theme of the card is "Express Yourself through Colour" and highlights new creative shades from Crown's signature Solo One Coat emulsion, as well as versatile shades in Easyclean and trim paints.

Speaking about the new card, Crown Paints Marketing Controller, Kevin Whelan said: "In line with consumer demand, we have stripped back the finishes to focus on an improved colour offering across our core range. Our research



shows that home decorators want a reliable, quality product at a value for money price point and that's what this range is designed to offer".

Crown Paints will support the core range with new advertising campaigns, through colour consultant Neville Knott, and a range of PR and marketing activities in 2013.

Contact: Kevin Whelan, Crown Paints. Tel: 01 – 816 4400; email: info@crownpaints.ie

# News & PRODUCTS

#### Vive la France

The French Trade Commission has a major group stand at the Hardware/DIY Home Garden Trade Show. Featured will be: Amphora – Ash vacuum cleaners, heat recuperators, log buckets,

blow dryers for clothes and shoe dryers;

Canifrance – Bobby-branded accessories for cats and dogs including cushions, coats, jumpers, leather harnesses and collars, as well as colourful bowls;

Foxi & Graph – Anti-slip underlays that fit on all types of floor including carpet, parquet, marble, tiles, linoleum, plastic and laminated floors. There is also a range of safety mats, temporary floor protections, insulation material, etc; Silvadec – Decking and fencing in wood composite. The products are durable (25 years warranty), safe (slippery resistance, splinter free) and reliable (does not fade to grey); Soparco – Plastic pots for the professional and retail market. Its thermoformed containers are available in a wide variety of colours and sizes (from 9.cm to 23 cm). It also produces decorative pots, hanging baskets, pots and saucers,

*Treesco* – Wide range of products and accessories for the outdoor and hunting market. Products are innovative, attractive, practical and resistant.

Contact: Vimla Hunt, email: vimla.hunt@ubifrance.fr or Christel Roche, email: christel.roche@ubifrance.fr

#### Tegral's free roof goes to Monaghan

window-boxes, bowls etc. Latest addition is a new bio collection.

The winner of the second "Tegral Win a Roof" competition was Gerry Cassidy from Scotstown in Co Monaghan. Gerry purchased his Tegral ThrutonePlus slates from the Monaghan branch of Heiton Buckley Builders Merchants.



Barry Farrelly, Sales Advisor, Heiton **Buckley Monaghan with Tadhg** Donohoe, National Sales Manager, Tegral; David McMurtry, Sales Manager, Tegral; Gerry Cassidy, winner; Alan Donohoe, Technical Sales Representative, Tegral; and David Hamilton, Branch Manager, Heiton Buckley Monaghan.

It was a lucky break for Gerry as he was in the process of re-building his home after it had been totally destroyed by a fire in December 2011. Construction of the new house began in June of last year and Gerry, along with his wife Patricia and sons Shane and Gary, hope to move in to their new home this coming Easter.

"Heiton Buckley Monaghan has a long history and a great relationship with Tegral", said David Hamilton, "and can sell Tegral slates with complete confidence as Tegral is an Irish manufacturer providing great levels of support."

For more information contact www.tegral.com/findyourlocalrepresentative

# **Rustins satisfies** changed marketplace

With the current market emphasis on DIY, home improvements and restoration, Rustins' distributor Excellence has found that the size of its product range is proving very popular. Most of the range is available in 125ml, 250ml, 500ml, 1lit, 2.5lit and 5lit tins, a mix that retailers find ideal to meet consumer demand.

Excellence Ltd was formed 40 years ago and continues to distribute a wide range of product to stores the length and breadth of the country. It is the sole distributor of Rustins and historically has found that product demand increases in recessionary times.



The Rustins range is divided into the following main product categories:

- Speciality paints for interior and exterior use, and including primers and undercoats;
- Interior and exterior woodcare range;
- · Sundry range including teak oil, Danish oil, linseed oil, and sugar soap;
- Strypit paint and varnish remover;
- · Decking range, including oil stains and cleaners. "Rustins, because it's what's inside the tin that counts".

Contact: www.excellence.ie



#### Peterson of Dublin

While Peterson of Dublin has been manufacturing fine smoking pipes since 1865, it also has a formidable distribution business representing some of the leading brands in the world.

Perhaps one of the best-known is Victorinox, the original Swiss army knife. However, the Victorinox range also includes garden pruners and a range of superior-

quality kitchen knives.



Then there is the LED Lenser flashlight range, one of the most technologically-advanced in the world with patents for all manner of pioneering innovations. Renowned for their quality, they are used by the Gardaí and Coastguard.

Another example of advanced designs is Leatherman, the superbly-engineered multi-

tools manufactured in the USA for 30 years. They use only the finest materials to produce full size, pocket size and keychain tools.

Visit Stand E7 to find out more about these and the other exciting new product lines being introduced by Peterson of Dublin

### Tec7 family just grows and grows

Apart from the newly-launched Tec7 Filler, the Contech range includes guite a significant number of other new products, all of which can be seen on Stand G7 at the Hardware DIY Home Garden Show. Many fall within the 7 Series range and include adhesives and sealants sought out by DIY retailers and building merchants throughout the entire country.

In addition to the recognised brand leader Tec7, the high tech solution to all sealing, mounting and bonding problems, there is:

- Tec7 Cleaner, for removing adhesive residue, oil, grease etc;
- Pur7, B2 fire-rated hand-held (straw) application expanding foam;
- · Pur7 Plus, B1 fire-rated gun grade expanding foam;
- · Roof7 for all roof repairs
- GT7, the 7-in-1 penetrating oil;
- Super7, the all-purpose (super glue) adhesive;
- Trans7 Inox, metallic finish;
- X-Tack7 instant grab adhesive

While the product portfolio is very strong, Contech also provides a whole range of back-up services such as merchandising and

advertising support. Moreover, as the focus is on a relatively small range, the level and quality of customer care is totally retailer dedicated, and on a par with the top-quality products supplied.

To improve still further on that service, additional staff have recently been appointed. There are now 15 representatives on the road, along with seven office staff, supporting customers with technical and product enquiries. A 24-hour delivery service applies in most cases.

Contact: Contech Building Products. Tel: 01- 629 2963; email: info@contechbuildings.ie. www.tec7.ie

## John Stafford (1926 - 2012) an appreciation

John Stafford, founder and former Managing Director of John Stafford & Sons, passed away at

home in Terenure, Dublin on 18 November 2012 at the age of 86. John established the business in his 20s and, in later years, could tell many a funny story from this period.

In the 1940s and 1950s he travelled the motorways of Britain and Germany sourcing tools to

wholesale all over Ireland and exporting as far afield as Africa and the Middle East.

The company thrived in some of the most difficult trading years, building a steady flow of business. He imported from all over the world and built contacts and friendships that are still with the business today.

He was a real family man and will be sadly missed by his six children, all his family and friends. His wife Sadie from Tinahely in Wicklow passed away in June 1987. He never lost touch with Wicklow and enjoyed going there.

Spending time with his family and working were the two main interests in his life. Music and the company of friends played a significant part in his social life. He also maintained his connection with Terenure College and the rugby club.

John lived life to the full and enjoyed travel. He was a familiar face at international trade fairs, especially the Cologne Fair where he could catch up with his old contacts. In Dublin the old RDS Fair was a nice opportunity for John to meet up with customers, many of whom were also friends.

John, who was noted for his generosity and good humour, was hard working and very down to earth. He was actively involved in business well into his 80s. He showed an in-depth knowledge of the tool trade and was always on hand to give sound advice.

The business built many brands and has a strong and long-lasting relationship with its customers. John was a man who changed with the times and always had a keen eye on future trends within the trade.

Today the business is owned and run by his son Brendan. John will be greatly missed by both customers and suppliers. He will be fondly remembered for his laughter, his good nature, and his love of life.

## News& **PRODUCTS**

# Hardware Golf Society 75th Anniversary trip

The Hardware Golf Society and Hardware anniversay celebratory golf trip to Portugal. Participants

Dates are 1 to 8 October 2013 inclusive, flying Aer Lingus from Dublin to Lisbon, with coach transfer to hotel

Contact: Paul Curran, Killester Travel. Tel: 01 – 833 6935.



The new range of two-part Epoxy resins from Evo-Stik includes seven products in all. Each adhesive comes in a strong, colour-coordinated blister-pack that includes simple, easy-to-follow instructions to help consumers select the right product for the job.

Robert Massey, Evo-Stik Marketing Director,



comments: "Our research shows there's a real demand for an Epoxy range that offers high performance fixand-repair solutions in easy-to-use applicators with clear instructions.

"These seven adhesives not only guarantee results every

time but are clearly labeled to help simplify the purchasing process and reduce fragmentation at the fixture. They are available in either a syringe or a tube, and come with a handy spatula and tray for mixing."

All products in the range are solvent-free and resistant to heat, water and oil. They can fill uneven surfaces and, once dry, can be sanded and painted.

See the range on display at the Bostik Evo-Stik stand at the Hardware DIY Home Garden Show.



#### Everbuild – leaders in innovation

Everbuild is one of the UK's and Ireland's largest independently-owned manufacturers of sealants, adhesives, building chemicals and decorative sundries.

The portfolio is dynamic and constantly-changing with new product innovations constantly coming on stream.

Everbuild operates from sites in Leeds and Tallaght and manufactures over 80% of the portfolio "in house". The Leeds site is equipped with the latest blending, mixing and filling machinery to ensure the company can lead the market in innovation and new product introductions. Bought-in products in the range represent less than 10% of total turnover.



Key product areas include silicone sealant, solvent-based adhesives, solvent-free sealants and adhesives, powdered adhesives and fillers, building chemicals, expanding foams, wood fillers and treatments, tile adhesives, putties, paints, cleaners and lubricants, tapes, bitumen flashing tapes/roof products, hybrid sealants and adhesives and a new "Technic Range".

Contact: Everbuild Building Products. Tel: 01 – 451 0700; info@everbuild.eu; www.everbuild.eu

#### Builders Brand 2013 catalogue

The latest edition of Builders Brand 2013 Catalogue has just been published and is now available from Specialist Group. Featuring over 100 new products and three new ranges, the release of the catalogue coincided with the expansion of the Builders Brand and Builders Basics ranges, as well as the introduction of the Pro Ex, Luggit and Ezeesee sub brands.

Pro Ex is a hand-picked selection of high-quality tools for the professional tradesman, requiring a fine finish to exacting standards.

Luggit is a new addition to the Builders Brand range, offering tool boxes and bags for a safe and secure way to store and transport tools and belongings.

The Ezeesee range now covers hi-vis ropes, bungee straps, ratchet ties and LED lighting products.

All these products will be showcased at the Hardware DIY Home Garden Show in Citywest.

Contact: sales@specialistgr.com; www.buildersbrand.co.uk



# Stonescape – Inspired by Nature

Stonescape, the recent addition to Kilsaran's premium range of paving and walling for domestic landscapes, uses moulds that recreate the look and feel of natural stone.

Supplied individually, in pre-packaged patio sets or circle packs, consumers have a choice between Old Priory or Cambridge style slabs in three colours - Ivory, Charcoal and Natural Grey.

The range also includes complementary products such as *StepStone* and Kilsaran's own PermaJoint 200 jointing compound.



Available in the standard Stonescape colours and a large choice of sizes, the StepStone range of stepping stones creates a casual and natural look around the garden.

Coming in buff and grey colours to complement the standard colours of Old Priory and Cambridge, Kilsaran's PermaJoint 200 is a sand and resin

polymer-based jointing compound designed for wide joint paved areas. It reduces weed growth and is easy to install.

Kilsaran also has a team of qualified and creative designers who provide a free service to those using the company's products.

Contact: Kilsaran International. Tel: 01 – 802 6300; www.kilsaran.ie

#### Gifts and promo deals from Reisser

Despite the downturn, and with a change in emphasis on next day delivery, Reisser's decision to establish an Irish national distribution centre in Kilbeggan, Co Westmeath has been a major success. All orders taken in by 5pm each evening are now

delivered the next day, a service that has won over many new customers.

The Reisser range is constantly being updated with the Reisser Cutter woodscrew capturing a significant market share, be it in boxed or tub form.

The traditional R2 woodscrew has also gained ground and complements the

German-manufactured power tool accessories, SDS, masonry, HSS, holesaws, chisels, wood/auger bits, jigsaw and sabre saw blades collection.

The merchandising displays which maximise storage space and increase turnover are constantly updated, while tailored merchandising can be devised to suit a store's particular needs.

Reisser personnel manning the company's stand at the forthcoming Hardware DIY Home Garden Show will be offering free gifts and special show deals.

"Fleetwood

Neather

## **Competition Winners**

The three winners of the recent Hardware DIY Home Garden Show pre-registration competition were:

- Donald Quinn, Expert Hardware & Marine Suppliers & Co Ltd, Howth, Co Dublin;
- David Bolger, Bolgers Homevalue Hardware, Ballycogley, Co Wexford;
- Ruairi O'Toole, J O'Toole & Sons, Eyre Square,

They each received an Apple ipad.



Left: Jim Copeland with David Bolger; Below left: Brendan Maher with Ruairi O'Toole: Below: Donald Quinn and Jim Copeland.

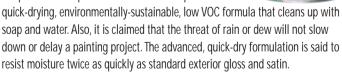




#### Fleetwood leading VOC compliance

Because of the impact of Phase II of European Legislation on VOC levels in paint, water-based alternatives to traditional solvent-based products are being introduced. The VOC level for solvent-based wall paints has been reduced to 30g/lt for low gloss and 100g/lt for higher gloss, while the VOC level for solventbased paints for interior and exterior trim has also dropped to 300g/lt.

These new-generation water-based products, particularly for doors and trim, will require a significant education programme by manufacturers to train users into the idiosyncrasies regarding application and performance. To meet this challenge Fleetwood has introduced a new advancedtechnology, weather-clad, exterior gloss and satin. Based on a hybrid resin system, these new paints are said to offer the performance qualities of traditional oil paints in a



The colour range can be seen on the new Fleetwood Weather Clad Exterior Colour Card.

To further communicate the new technology to customers, Fleetwood holds regular Training Days at its facility in Virginia, Co Cavan, that are open to all Fleetwood stockists.

Contact: Tom O'Connell, Fleetwood Paints. Tel: 01 – 455 2411; email: tom@fleetwood.ie; www.fleetwood.ie





# ANOTHER SIDE

# Frank **Peyton**

Recently-retired as National Sales Manager for Rawlplug, Frank Peyton is widely known throughout the industry having spent more than 30 years in the business. While he always considered himself fit, a casual challenge from a customer approximately 15 years ago dramatically changed his level of activity.

e rose to the challenge - a seven

and a half hour two-way trek on

Undeterred, he kept at it and today they both enjoy regular hill-walking excursions, not just in Ireland but all over the world, including the Italian Alps and the Pyrenees.

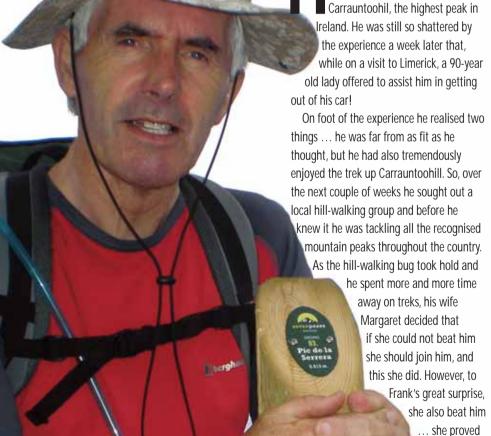
One of their most memorable trips was to the Atlas Mountains where the highest peak is Toubkal in southwestern Morocco, with an elevation of 4.167 meters.

Tackling Toubkal was a whole new experience. While they had guides to show the way and mules to carry their provisions, once they hit the snowline all that changed. Thereafter they had to carry their own packs and rest overnight at various stages in primitive huts to acclimatise to the everthinning air.

It was some time before Frank realised that the reason the herd of cute kid coats that accompanied them was dwindling was because he had been eating them in his supper every night. Harder still was having to grab a shovel and head off into the wilderness every time you had to attend to certain bodily functions.

Despite that, on recalling the trip Frank seems most traumatised by having had to share a hut every night with 50 German women, all of whom were of immense physical stature! Still, he says it was definitely worth it, if only for the week spent recuperating in a modern hotel in Marrakesh before flying home.

Next up is the Camino de Santiago, an 800km trek that traverses the idyllic northern Spanish countryside. Enjoy Frank.



to be as fit, if

not fitter, than

he was.



# **PICK**

Dulux inspires consumers to make a change to their homes and helps them visualise their ambition through the best performing communications campaign in Ireland.



# **PREPARE**

Dulux helps people realise their vision through in store activity and online tools that guides them through the selection and planning of their project.



# **PAINT**

Dulux makes your consumers' choice of their perfect colour effortless and our superior products makes doing the job that bit easier.



Change starts with



# View from A-B-ROAD

#### **Art Freedman**

Art Freedman provides retailer-to-retailer training, leadership and customer services, with an emphasis on retail finance, margin management, successfully competing with the "big box" stores, and maintaining top-of-mind awareness with your customers and potential customers.

I'm a retailer
"just like you".
I have been in
the retail business
for 45 years,
in the Hardware/
Home Centre
business for 40
years and a
Hardware/Home
Centre store owner
for 20 years.

# THE 'ART' OF RETAIL



uring my retail career I have done every position that would be associated with a retail store or corporate office job description. I started out as inventory help, worked my way up to a regional manager in a large Home Center chain, and then in 1988 I opened my first hardware store.

Since then I have bought and sold several hardware stores and currently own American River Ace Hardware in Folsom California. My wife of 39 years, Geni, is the operator of this business, which allows me the time to do what I love to do and that is to "help small business retailers improve their profitability."

Since the first phone call in April of 2000 from Ray Griffith, CEO of Ace Hardware Corporation, I have been travelling throughout the world working with groups of Ace Hardware store retailers and their affiliates to educate, inspire and energise the retailers and their teams to take their business to the next level. My goal is always to "make a difference" with the retailer and the retailer team I work with.

During the last eight years I have presented to retailers in every state within the United States. In addition to being in every state I have worked on site with retailers in Australia, the Bahamas, Bermuda, the Caribbean, Canada, Costa Rica, China, Dubai, Guam, Israel, Jamaica, Jakarta, Kuwait, Mexico, the Philippines, Saudi Arabia and South Africa, and of course Ireland on a number of occasions. I love to travel and I love to share my knowledge with retailers.

My involvement with retailers comes in many different ways. I have been the keynote speaker at several retailer

conferences. I have presented workshops or presentations from three hours to five days. I have worked with individual stores or several hundred. What I do with retailers is customised to their needs based on where my talents lie.

For 2013 the following are my 13 essentials to live by for successful retailing:

#### 1: "When does the value of an item you carry exceed the value of a customer? ... NEVER"

Handle any return, refund or exchange with any customer in a positive professional manner. The least expensive way to deal with a return, refund or exchange is to give the customer their money back. The most expensive is to lose them as a customer.

Handle all returns, exchanges or refunds as a business decision, not an emotional decision. Set policy that is good for most customers most of the time. Deal with exceptions. Remember when you say NO to a customer in this area, you have fired the customer. Be sure to only let the most senior level of staff say NO to a customer on a return, refund or exchange.

#### : "There will never be a project our staff is working on that is more important than the project our customers are working on"

The priorities of your business are clear. Customer Service trumps tasks EVERY TIME. Stop what you are doing. FOCUS on the customer and go back to your tasks when there are no more customers to help.

#### 3: "Don't train 'em, don't blame 'em" Do not expect your staff to be excellent at anything unless you have gone through the four processes of training. Remember:

- What we hear we tend to forget.
- What we write down and read we tend to remember.
- What we DO and get feedback on, we can better understand why it is important.
- What we teach others we can master. Always "sign" your store as if you have no staff, and train your staff as if you have no signage.

#### 1: "Executing the HOLY GRAIL of retail will guarantee you will not fail"

Make sure EVERY customer who shops with you feels ...

- Welcome in your store;
- Important to you as a customer;
- Confident in the information you give:
- Appreciated for the business they give. When they feel this way, they WILL ...
- Shop more often with YOU:
- Spend more of their money with YOU;
- Spread the word about YOU;

#### "Margin management is not just SOMETHING to do, it is EVERYTHING"

The more you know about margin management and the more time you spend on retail pricing the more MONEY you will make. Setting a retail price is all about maximising the profit on every item sold without slowing down or losing the sale, while at the same time projecting the correct retail price image in your market based on the type of business you have.

"Smart" retail pricing-staff know where to go in the assortment of products they carry to achieve their bottom line profit goal.

"The faster you get one item into a they buy"

customers' hands or basket the more A customer opens their eyes inside your

area is what I call the "Buver Zone" ... your first chance to sell "something" to most customers. In this Buyer Zone, meet these criteria with all products:

- Seasonal in nature:
- Consumable:
- Fits in a basket or trolley, positioned next to the display;
- The right price in the market.

Remember the objective here – get the first item into their basket, more will come.

#### 7: "The value of an item, as perceived by the customer, on an end-cap or in your promotional aisle, is directly related to the size of price on the sign"

Most items merchandised in these areas are "value priced". SHOUT this out to your customers. Many retailers sign end-cap items with a small bin tag. If that's not bad enough, the font is so small it is hard to read. If you are proud of the price, let your customers know with a HUGE price point.

#### Q: "When we are sharers of information, not sellers of products, customers LOVE us"

What we want our staff to do is ...

- Share all of their knowledge and help customers understand their options;





Open, friendly, helpful and informative - note in particular the name badge, and the "What can I help you find today?" badge.

- Be sure the customer gets EVERYTHING they need on one trip;
- Make sure they get enough of what they
- Make sure they know how to use what

When we do this correctly we maximise the amount of business we get, AND the customers LOVE shopping with us. A real "win - win".

#### : "When a customer leaves your store unhappy, they do not stop being a customer, they just stop being YOUR customer"

Never place a value on what a customer spends today or on what they want to return today. Be sure all staff understand the LIFETIME value of a customer. Depending on your business, it could be thousands or tens of thousands of Euro. The customer who buys a key today is the same customer who buys a BBQ tomorrow. Give each and every customer the same attention and ALWAYS keep in mind the "lifetime" spend of the customer, not day by day.

Treat EVERY customer as if they are spending whatever their lifetime value is on EVERY visit. Also, whenever you have an upset customer say to them "I'm sorry this happened to you; let's figure out what we need to do to make it right"

#### "You are the FACE of the company"

Anyone, anytime, anywhere that is wearing a garment with your company logo on it is THE FACE OF THE COMPANY. Your brand should be held in a high regard. When you are wearing a polo shirt you ARE the company. If a staff member does a poor job taking care of a customer, the customer is not upset with the individual, they are upset with the COMPANY. Most businesses survive or thrive based on customer trust.

Repetition = Reputation. What you do consistently is what you are known for. As it relates to Customer Service, you are only as good as your weakest staff member.

1: "Do not look at a product in a box, on the overhead, on the shelf, on a peg hook or ANYWHERE as merchandise. THIS IS MONEY!"

When staff, any staff, see merchandise as

money, the way they think about it changes. The products in your store cost money and need to be treated that way.

- Defective goods are MONEY sitting on the shelf:
- Products for store use are MONEY;
- Special orders not picked up are MONEY;
- Products not on display are MONEY being wasted;
- Overstocks are MONEY.

See merchandise as money and make good MONEY decisions. The dis-connect is that the person who wrote the cheque to pay for the merchandise is usually not the person dealing with the products!

#### 1 🤈: "NO ONE leaves your store without an answer to their auestions!"

When a customer thinks enough of you to ask a question ... TAKE THIS SERIOUSLY. You may be the last line of defense between a customer getting an answer or not. Make sure they get the RIGHT answer, even if it means sending the customer to another retailer!

Where do you go to find answers?

- Store staff?
- Product packages?
- Suppliers?
- Internet Google the question?

#### 1 2: "Being good is not enough when your competition is working hard to be great"

You cannot settle for just being good. Anyone can be good. You must be willing to work harder and smarter than your competition.

#### Top tips to remember ...

- You MUST be 100% customer focused
- DO NOT expect a return on your investment unless your staff is well trained
- The more time you spend on margin management, the more money you will make.
- Use BIG price points in all of your promotional area
- See all products in your store as MONEY!





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#### www.hardwareshowireland.com

The Show is organised on behalf of the Hardware Association Ireland by Business Exhibitions Ltd.
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All those who pre-register will also receive a Pre-registration Badge and a FULL LIST of exhibitors.

# Welcome

While the challenges facing the hardware sector as we enter 2013 are still somewhat daunting, the good news is that there is an air of confidence and enthusiasm which augers extremely well for the future.

etailers at all levels seem reinvigorated and intent on controlling their own destiny, while manufacturers and suppliers have demonstrated a desire to deliver products and services to help them achieve that.

New products and innovative ideas are the lifeblood of every industry and recently hardware retailers have broadened their horizons to complement traditional hardware/diy and building materials lines with housewares, garden, workwear and pet care products.

Manufacturers and suppliers have responded magnificently to this trend and produced a phenomenal

array of cuttingedge products, all of which are presented, under the one roof, at this year's Hardware/DIY Home Garden Show.

Over 500 market-leading brands are featured, and retailers – no matter what their store size or location – are guaranteed to find multiple product ranges to suit their needs.

Retailers should take advantage of any special show offers, marketing support packages, and in-store display material. Remember too to visit the Product of the Show Awards stand, and to participate in as many seminars and workshops as you can.

Equally important is to plan your route through the aisles carefully. Rather than me tell how to do that, see page 18 for some tips from renowned retailing guru Art Freedman, ACE Hardware.

The Hardware/DIY Home Garden Show comprises a unique formula that encapsulates all that is vibrant and dynamic in the industry. It is an unprecedented opportunity for retailers and suppliers to cement existing business relationships, to forge new ones, and to safeguard their respective businesses going forward.

Make sure you maximise this opportunity and reap the benefits.

**Paddy Kelly** 

President, Hardware Association Ireland



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The Hardware/DIY Home Garden Show is organised on behalf of Hardware Association Ireland by Business Exhibitions Ltd, 6 Sandyford Office Park, Foxrock, Dublin 18. Tel: 01 – 295 7418;

#### GETTING THERE

# Hardware/DIY **Home Garden Trade Show**

Ireland's Only National Showcase

# How to get to Citywest

The Citywest Exhibition Centre, situated off junction 3A of the N7 Dual Carriageway, is an ultramodern complex that offers exhibitors and visitors a vast array of facilities conducive to creating a vibrant, dynamic business environment.

#### DRIVING FROM DUBLIN INTERNATIONAL AIRPORT

Exit the Airport and follow signs for M50. Take M50 southbound and follow it through the Tollbridge and take second exit, the N7 (towards Limerick and Cork). After approximately four miles you will see signs for Citywest Business Campus take the next exit marked by brown traffic signs for Citywest Hotel. Exit off the N7 and carry straight on for about a mile. Citywest is on your right.



#### FROM DUBLIN CITY CENTRE, DUBLIN PORT AND DUN LAOGHAIRE PORT

Follow signs for 'The West' and or 'the South'. You will come to the M50 (Dublin orbital). Follow signs for 'The South' and exit the M50 onto the N7 (towards Limerick and Cork). After about four miles you will see signs for Citywest Business Campus, ignore them and take the following exit marked by brown traffic signs for Citywest Hotel. Exit off the N7 and carry straight on for about a mile. Citywest is on your right.



#### FROM LIMERICK, CORK AND KERRY

Follow the N7 through Naas towards Dublin. After about 6 miles exit left following the signs for Saggart. Drive into Saggart and turn left at the crossroads following the signs for Citywest Hotel. After half a mile Citywest is on your left.

#### FROM THE REST OF IRELAND

Follow signs for Dublin and you will come to the M50 (Dublin orbital). Follow signs for 'The South' and then follow the same instructions as from Dublin City Centre above.

#### **LUAS LIGHT RAIL STOP - SAGGART**

Citywest Conference Centre is serviced by the LUAS Light Rail network with a stop at the gates of the hotel. Please ensure when travelling to Citywest that you exit the LUAS at the Saggart Station.

#### BUS

The 69 Bus departs Aston Quay on a regular basis and, depending on traffic, will take less than an hour to reach the Citywest Hotel stop just outside the main gates. For a detailed timetable please visit www.dublinbus.ie

#### TAXI - CITYWEST CABS

Taxi fares to/from:

(1) Dublin Airport: €50 including Toll

(2) City Centre: €27

#### **HELPLINE**

Call 01 - 401 0500 if you need help.



















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# The 'Art' of planning your show visit

Hi, Art Freedman here. Just thought I'd share with you how my retail team and I prepare for Ace shows. Perhaps there is an idea or two that may help you in planning your visit to the Hardware/DIY Home Garden Show.

We are always looking for new items or new categories, as well as better ways to display and sign products. This is our major focus for each show. By priority, below is a list of the type of things we will be doing at our Ace show in February.

- 1. Looking for new items as requested or suggested by our customers, staff or by the suppliers.
- 2. Looking for new point of purchase materials that will help us sell products easier to the customers
- 3. Looking for items that are not carried by the big sheds. This is important to us as we work hard to differentiate our product offering.
- 4. Attending as much training as possible based on the needs of each team member who attends.
- 5. Networking with other retailers. This is fun and important as we can learn so much from each other.

- Seasonal buys We will spend a lot of time reviewing goods on a seasonal basis and deciding what we are going to carry and advertise.
- Supplier assistance We will be requesting help in many different ways that will include marketing and advertising support, staff training assistance, product display assistance, point of purchase material, etc.
- Industry update We will attend the opening ceremonies as well as any corporate updates to be sure we know what is happening in our industry.
- We will also have in the back of our minds, and be on the lookout for:
  - **A.** Impulse items for our register area
  - **B.** New to market items
  - **C.** End-of-line specials
  - **D.** New Training material
  - E. Promotional area specials (bulk)

- 10. Tour of a "premier" retailer – If there is a local retailer who is "world class" we will visit the store. We are always looking to "borrow" ideas from a great retailer.
- 11. In the evenings ...... eat with friends we may not have seen since the last Ace show and perhaps down a few Guinness!!!!

I will end with this. At every show have a plan for what your top priorities are. Where more than one person attends, each person has to have a plan. We expect the show to pay for itself several times over with what we learn/buy.

I expect our people to make sure there is an ROI on the expense for attending! Three months after each show I ask our staff to report on what we are doing differently due to attending the show. This keeps everyone thinking!

I look forward to seeing you soon in Dublin.

Art Freedman



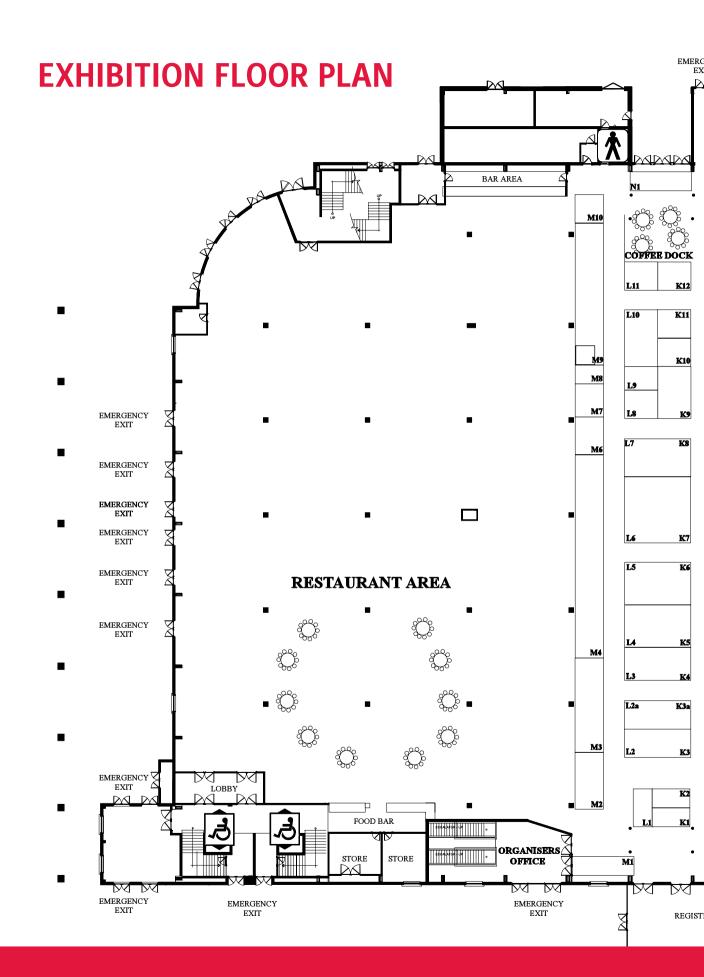
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#### **SUNDAY 17th FEBRUARY**

Time	PRESENTER	TOPIC
10.30am – 11.30am	Art Freedman International speaker www.retaileredge.com	What's working in retail around the world
11.30am – 1.00pm	James Burke Business consultant on RTE's Retail Therapy www.jamesburke.ie	Growing sales through building loyalty
2.00pm	Keith Harford Retail consultant to RTE's Retail Therapy www.keithharford.ie	Your cash flow is king, especially now
3.00pm	Shane Hennelly Director of Business Development Thompson Insurances www.nti.ie	Renewing your hardware business insurance, and getting best terms and cover while avoiding pitfalls

#### **MONDAY 18th FEBRUARY**

10.30am – 11.30am	James Burke Business consultant on RTE's Retail Therapy www.jamesburke.ie	Retail eMarketing/local marketing
11.45am – 12.45pm	James Burke Business consultant on RTE's Retail Therapy www.jamesburke.ie	Growing Hardware Sales for 2013
2.00pm	Keith Harford Retail consultant to RTE's Retail Therapy www.keithharford.ie	How small changes in your business can make a big difference!
3.00pm	Tony Kerins Business Legal Advice Specialist Peninsula Business Services www.peninsula-ie.com	Dealing with stress and personal issues in the workplace





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# EXHIBITORS' INDEX



www.hardwareshowireland.com

#### A-Solar

F7 Peterson House, Sallynoggin, Co Dublin 01 285 1011 Mr Harry Phelan, Director sales@peterson.ie www.peterson.ie

#### **Abus Padlocks**

D10 Central Key & Hardware Co Unit 3 Dunboyne Industrial, Estate, Dunboyne, Co Meath, 01 825 2929 Mr John Parkes, Managaing Director john@centralkey.com

#### **Action Can**

www.centralkey.com

A13 3 Greenway Industrial Estate, Conlig, Co Down BT23 7SU Northern Ireland 048 914 537 24 Mr Cliff Yates, Managing Director cy@olympixings.co.uk www.olympicfixings.com

#### **Addax Power Tool Accessories**

H4/I4 T I Midwood & Co Green Lane Wardle, Nantwich, Cheshire CW5 6BJ, England +44 1829 261 111 Ms Rebecca Fortescue Marketing Manager rebecca@timco.co.uk www.timcouk.ie

#### Adler Wide Plank **Flooring**

Wogan Distributors Main Street, Dunlee, Co Louth 041 686 1000 Mr Brian Wogan, Managing Director brian@wogandistributors.ie www.wogandistributors.ie

#### **Agility Software**

A11 Audley Mews, South Gosforth, Newcastle upon Tyne, NE3 1QE, England +44 191 213 1720 Mr David Malcolm, Director david@agility-software.com www.agility-software.ie

#### Air Stream

F11/G11 Coolmine Industrial Estate, Clonsilla Road, Dublin 15 01 811 8701 Mr Gearoid Byrne, Director gearoid.byrne@excelindustries.com www.excel-industries.com

#### Alfra-Fibenstock

B2/C2 McQuillan Wholesale Unit 1A Block 4A, Blanchardstown Corporate Park, Blanchardstown, Dublin 15, 01-8991 800 Mr Stephen Walsh, General Manager sales@mcquillanwholesale.ie www.mcquillanwholesale.ie

#### Allgrip Prepacked Products/Protim

H2/12 John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@j ohnmurphycastlerea.ie

Alm A2 Holloway Drive, Wardley Industrial Estate, Worsley, Manchester M28 2LA, England +44 161 728 8000 Mr Gerard Murray Sales Manager Gm0309@eircom.net www.staxtradecentres.co.uk

#### **Alpen**

H3/J3 Dolmen Business Park, Tullow Road, Carlow 059 914 2855 Ms Kay Keathing, General Manager kay@dargantools.com www.dargantools.com

#### Am-Tech

**CCEC Distributors** Unit 4 Crag Crescent, Clondalkin Industrial Estate. Dublin 22 01 457 1075 Mr Declan Byrne ccec@imagine.ie

#### **Amalgamated** Hardware

G9 Naas Industrial Estate, Naas, Co Kidare 045 876 406 Mr Hugh O'Donnell Chief Executive hugh@topline.ie www.topline.ie

#### **Ames True Temper**

J1/H1 Whites Cross, Cork, Ireland 021 430 24330 Mr Niall Nugent Sales & Marketing Director nnugent@truetemper www.ames.com

#### **Amphora**

87, rue Louis Pasteur BP 122 Actipole La Neuvillette F-51884 Reims Cedex 3, France 33 (0)3 2687 2857 Mr Pierre Orban office@amphora.fr www.amphora.fr

#### **Applications**

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#### Agua Tech

G3/F3 Unit J Crumlin South City Business Park, Killinarden, Tallaght, Dublin 24 01 455 6099 Mr Derek Keyes Regional Manager derek.keves@dulux.ie www.dulux.ie

#### Aguasource **Distributors**

P2 Unit 2, Oranmore Business Park, Oranmore, Co Galway, 091 771 855 Mr Pat Forde pat@thecrystalwatercomany.com

#### **Araldite**

K4/L3 Bostik Industries, Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostik.com www.bostik.com

#### **Arbiton Profiles**

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#### Ardenbrite Exterior **Gold Paint**

**Curust Industries** Unit E12/13 Southern Cross Business Park, Boghall Road, Bray, Co Wicklow 01-276 0800 Mr Richard Brocklesby Managing Director curust@iol.ie

#### Arro

F2

Magna House, Magna Road, Citywest Road, Citywest, Dublin 24, 01 461 1800 Mr John Stone, CEO iohnstone@arro.ie www.unitedhardware.ie

#### **Arrow**

H3/J3

Dolmen Business Park, Tullow Road, Carlow 059 914 2855 Ms Kay Keathing, General Manager kay@dargantools.com www.dargantools.com

#### **Arrow Fasteners**

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Ashlev

H6/J6

**Hamble Distribution** 15 Ashley Street, Glasgow, G3 6DR, Scotland +44 7836 785 799 Mr Adrian R Hammond, Managing Director a.hammond@blckspur.com www.blackspur.com

#### **Ashtown Trading**

Mill Lane, Navan Road, Ashtown, Dublin 15 01 838 7387 Mr Derek Murphy Managing Director derek@ashtowntrading.ie www.ashtowntrading.ie

#### Assist

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#### **Associated Hardware**

**United Hardware** Magna Road, Citywest, Dublin 24 01 461 1800 Mr Paul Thompson, CEO pthompson@ahl.ie www.homevaluediy.ie

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#### Atlantic Canadian **Flooring**

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D4/D5

Wilkins House. Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### Bahco

D3/F6 Tucks O'Brien 75 Cookstown Industrial Estate. Tallaght, Dublin 24 01-451 0922 Mr Donal Moulton **Product & Marketing Director** sales@tucksobrien.ie www.tucksobrien.ie

#### Bán Dearg Ventures

A10

19 Beechwood Court, Cluain Ard Newtown, Cobh, Co Cork 086 285 2979 Mr Gerard Brady Gerard.brady@bandearg.ie

#### Barman

H3/J3

Dolmen Business Park, Tullow Road, Carlow 059 914 2855 Ms Kay Keathing General Manager kay@dargantools.com www.dargantools.com

#### **Barry Group**

Upper Quartertown, Mallow, Co. Cork 022 301 00 Mr Cyril Vickers National Sales and Development Manager cyril.vickers@barrys.ie www.barrygroup.ie

#### **Bartoline** Fillers/Adhesives

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#### **Base Protection Footwear**

F8

Via dell'Unione Europea n. 61, 70051 Barletta (BA), Italy \_++39 0883 334 828 Mr Michelangelo Cassatella, **Export Manager** m.cassatella@basepro.ie www.baseprotection.com

#### Basi

N3

TW Clarke Unit D2B, Bluebell Industrial Estate, Dublin 12 01 450 3004 Mr Gordon Clarke, Director twclarke@eircom.net www.twclarke.ie

#### Basmat

D7/E9

Unit M2C, Greenogue Business Park, Rathcoole, Co Dublin 01 401 1666 Mr Derek Doyle, Director derek@dssupplies.com www.dssupplies.com

#### **Basta Locks**

D10

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Beargrip

H3/J3

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Managing Director cscully@scully.ie www.scully.ie

#### **Benco Key Accessories**

Central Key & Hardware Co Unit 3 Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Berger

K6/L5

Malahide Road, Coolock, Dublin 17 01 816 4400 Mr Clarke Blair, National Sales Manager Retail Division clarke.blair@crownpaints.ie www.crownpaints.ie

#### **Big Cheese**

**United Hardware** Magna Road, Citywest, Dublin 2401 461 1800 Mr John Stone, Joint CEO's johnstone@arro.ie Mr Paul Thompson, Joint CEO's pthompson@ahl.ie www.unitedhardware.ie

#### **Big Wipes**

B1/C1

Unit 27/29, Gorey Business Park, Gorey, Co Wexford 053 948 3788 Mr David Orr, Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### **Bird Brand**

*C9* 

**Proline** 13 Axis Business Park, Clara Road Tullamore, Offaly 087 280 0480 Mr Liam P Hughes Managing Director liamphughes@gmail.com

#### **Biscem**

K4/L3

**Bostik Industries** Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostik.com www.bostik.com

#### Black & Decker

F12/G13

**Tucks Fasteners & Fixings** Unit 10 Century Business Park, St Margarets Road, Dublin 11 01 884 5100 Mr Gary Hogan General Manager garyh@tucksfasteners.ie www.tucksfasteners.ie

#### Blackspur

H6/J6

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#### **BLAKLADER**

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#### **Block Fast**

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K8/L7

Unit A4 South City Business Park, Tallaght, Dublin 24 01 451 0700 Mr Matt O'Dell, Managing Director matt@everbuild.eu www.everbuild.eu

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K4/I3

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#### Blue Canyon **Bathroom Accessories**

Unit J1/J2 Greenogue Business Park, Rathcoole, Co Dublin 01 458 8030

Mr Peter Sheridan,

donallynchhardware@gmail.com

#### **Blue Canyon Textiles**

Unit J1/J2 Greenogue Business Park, Rathcoole, Co Dublin 01 458 8030 / 01 458 8402 01 458 8030 Mr Peter Sheridan, donallynchhardware@gmail.com

#### **Bondex**

H2/J2

John Murphy (Castlerea) IDA Business Park, Castlerea Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@ johnmurphycastlerea.ie

#### **Bonita Oil Cloth**

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#### **Bord Na Móna Fuels**

*B*6

Main Street, Newbridge, Co Kildare 045 439 000 Mr Michael Coleman, Business and Commercial Manager Fuels Michael.coleman@bnm.ie

#### Bord Na Móna Horticulture

Main Street, Newbridge Co Kildare 045 439 670 Mr James O'Dwyer james.o'dwyer@bnm.ie www.bnm.ie

#### **Bosch**

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

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H3/J3

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#### **Bostik Industries**

K4/I3

Newtown, Swords, Co Dublin 01 862 4900 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostikfindley.com www.bostik.com

#### **Burg Wachter**

N3

T W Clarke Unit D2B, Bluebell Industrial Estate, Dublin 12 01 450 3004 Mr Gordon Clarke, Director twclarke@eircom.net www.twclarke.ie

#### **Burke Bros Son & Co**

*A*7

Mill Lane, Navan Road, Ashtown, Dublin 15 01 838 7387 Mr Derek Murphy Managing Director derek@burke-bros.ie ww.burkebros.ie

#### **Burt Padlocks**

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### C-Tec Ireland

D8/F10

The Commercial Centre, Dublin Road, Kilkenny 056 779 0600 Mr Kevin Cashin Managing Director kevin@ct1ltd.com www.ctlltd.com

#### Calor Gas

Д9

Calor Teoranta Long Mile Road, Dublin 12 01 419 7898 www.calorgas.ie

#### Canifrance

BP 70457, 59100 Roubaix. France ++33 320 769 290 Mr Pascal Meunier pascal.meunier@canifrance.fr www.canifrance.com

119 rue du Grand Chemin

#### **Castle Paints**

H5

Cloncollig Industrial Estate, Church Road, Tullamore, Co Offaly 057 935 1583 www.castlepaints.ie

#### **CCEC Distributors**

15

Unit 4 Crag Crescent, Clondalkin Industrial Estate, Dublin 22 01 457 1075 Mr Declan Byrne ccec@imagine.ie www.ccec.ie

#### Celmac

H2/I2

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@ johnmurphycastlerea.ie

#### Celmac

*C9* 

Proline 13 Axis Business Park. Clara Road, Tullamore, Co. Offaly 087 280 0480 Mr Liam P Hughes **Managing Director** liamphughes@gmail.com

#### Cementone

K4/L3

**Bostik Industries** Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostik.com www.bostik.com

#### Central Key & Hardware Co

Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managing Director john@centralkey.com www.centralkey.com

#### **Centurion Europe**

F12

Centurion House, Hunt Lane, South Yorkshire DN5 9SH, England +44 1302 788 700 Ms Angela Campbell Marketing Manager acampbell@centurioneurope.co.uk www.centurioneurope.co.uk

#### **Charles Bentley & Son**

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#### Chubb

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Citadel Padlocks

D10

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#### Clarke T W

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#### Classic Hardware

M2

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#### Clean Sweep

F11/G11

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#### Colm Warren **Polyhouses**

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#### Conmetall

H2/J2

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#### **Contech Building Products**

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#### Cromar

B1/C1

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#### Crompton Ironmongery

M2

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#### Crown Paints

K6/L5

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#### **Curust Industries**

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#### **CWP**

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#### D C Long

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#### Dare To Be

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#### **Dargan Tools**

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#### **Davenport Burgess**

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#### **David Fallon**

F8

17 Heathergate Court, Stoneylane, Ardee, Co Louth 083 425 5212 Mr Dave Fallon Clifford dave@dfallon.com www.basepro.it

#### **Deck-Tite Decking** Scews

A13

3 Greenway Industrial Estate, Conlig, Co Down BT23 7SU, Northern Ireland 048 914 537 24 Mr Cliff Yates Managing Director cy@olympicfixings.co.uk www.olympicfixings.com

#### **Decor Tools**

B1/C1

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#### Decotec

D4/D5

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#### **Delph Centre**

P4

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F12/G13

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#### Dosco

C3/C4

Dosco Business Park, South Douglas Road, Cork 021 489 2813 Mr Roger Cleary, Assistant to MD rcleary@dosco.ie www.dosco.ie

#### **Douglas Decorative** Range

G4

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#### **Douglas Pre-Packed Products**

G4

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#### **Draper Tools**

K7/L6

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#### **DS Supplies**

D7/E9

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#### DT5

H3/I3

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#### **Dulux Paints Ireland**

G3/F3

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#### **Dumalock**

D4/D5

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#### Dumapan

D4/D5

B & G Wilkins House Greenhills. Industrial Estate. Greenhills Road. Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### **Dunlop Protective Footwear**

B11/C10

Westaro Hosing, Moneen Industrial Estate, Castlebar, Co Mayo 094 902 0444 Mr John Lavelle, Director john@westarohosing.com www.westarohoising.com

#### **Duracell Lighting** Eco Halogen

**A7** 

Mill Lane, Navan Road, Ashtown, Dublin 15 01 838 7387 Mr Derek Murphy info@burke-bros.ie ww.burkebros.ie

#### **Duracell Lighting Led**

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#### Dycon

B9/C8

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#### E1 Flues & Chimneys

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#### Eagle

F11/G11

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#### Easi Gas

F11/G11

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#### Easi Heat

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#### Easi Plumb

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#### Easycare

G3/F3

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#### **Ecocem Ireland**

D2/E3

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#### **Ecofrego**

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#### **Economiser**

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#### EPT (Irl)

17/18

Pollerton Industrial Estate, Hackettstown, Carlow 059 914 3300 Mr Brendan Lawler **Financial Controller** blawler@ept-irl.com www.ept-irl.com

#### Era

111

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#### **Estamp Cabinet** Handles

M2

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#### Eureka Ireland

D7/F9

Unit M2C, Greenogue Business Park, Rathcoole, Co. Dublin 01 401 1666 Mr Derek Doyle, Director info@dssupplies.com www.dssupplies.com

#### Euroshowers

D4/D5 B & G

Wilkins House Greenhills, Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### **Eurostick**

111

Units B8/B9 Greenogue Square, Greenogue Industrial Estate, Rathcoole, Co. Dublin 01 458 9766 Mr Joe McShane, Managing Director joe@jbkey.ie www.jbkey.com

#### **Everbuild Building Products**

K8/L7 Unit A4 South City Business Park, Tallaght, Dublin 24 01 451 0700 Mr Matt O'Dell, Managing Director matt@everbuild.eu www.everbuild.eu

#### **Eveready**

Ashtown Trading Mill Lane, Navan Road, Ashtown, Dublin 15 01 838 7387 Mr Derek Murphy Managing Director derek@ashtrading.ie www.ashtowntrading.ie

#### **EVO-SPORT**

K4/L3

**Bostik Industries** Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostik.com www.bostik.com

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K4/I3

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#### **Evolution**

B2/C2

McQuillan Wholesale Unit 1A Block 4A. Blanchardstown Corporate Park, Blanchardstown, Dublin 15 01-8991 800 Mr Stephen Walsh General Manager sales@mcquillanwholesale.ie www.mcquillanwholesale.ie

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#### **Excel Industries**

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#### Excellence

M1

43 Baldoyle Industries Estate, Baldoyle, Dublin 13 01 832 3300 Mr Paul Ivory pivory@excellence.ie www.excellence.ie

#### **EXCESS**

J10/H10

Scully.ie 19 Grange Blundells Road, Loughgall, Armagh BT61 8LT Northern Ireland 048 388 919 69 Mr Conor Scully Managing Director cscully@scully.ie www.scully.ie

#### Exitex

M2

Classic Hardware 67 Broomhill Drive. Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Expandet Fixings**

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Expert Hardware**

Unit 20 Goldenbridge Industrial Estate, Inchicore, Dublin 8 01 524 0686 Mr David Baker, Chairman info@experthardware.ie www.experthardware.ie

#### **FAC Safes**

Units B8/B9 Greenogue Square, Greenogue Industrial Estate, Rathcoole, Co. Dublin 01 458 9766 Mr Joe McShane, Managing Director joe@jbkey.ie www.jbkey.com

#### Falcom

J7/J8 EPT (Irl)

Pollerton Industrial Estate, Hackettstown, Carlow 059 914 3300 Mr Brendan Lawler **Financial Controller** blawler@ept-irl.com www.ept-irl.com

#### **Fascut**

H2/J2

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@ johnmurphycastlerea.ie

#### **Feltquard Floor Protection**

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Fibertech**

F11/G11

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#### FirmaHold **Collated Nails**

H4/J4

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#### Fiskers Garden **Products**

M4

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Westaro Hosing
Moneen Industrial Estate,
Castlebar, Co Mayo
094 902 0444
Mr John Lavelle, Director
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#### Flair Showers

F5
Bailieboro, Co Cavan
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Mr Noel Conroy, Sales Manager
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#### Fleetwood Teak Oil

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#### Flexothane

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#### Floor Care

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#### **Flymo**

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#### GB Security Floor Safes

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G3/F3

Unit J Crumlin South City Business Park, Killinarden, Tallaght, Dublin 24 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### **Globe Master Tools**

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#### **GMC**

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#### **Goliath Footwear**

J10/H10

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#### **Gorilla Glue Europe**

Н8

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#### Gorilla Tub

N1

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#### Green Blade

H6/I6

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#### **Green Canteen**

**E7** 

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#### **GreenFX**

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#### Greenworks

D3/E6

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#### Gripfill

B1/C1

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#### GroWise

В6

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#### GT7

F7/G7

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#### **Guide Gloves**

F2/G2

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M4

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P1

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A6a

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# 40 YEARS INNOVATING

B&G was founded in 1973 and remains a wholly owned Irish Company

Thanks to the loyalty and support of our customers, B&G now serves over 400 stores, from large merchant and retail groups to strong independent retailers.

We deliver daily to the Hardware and DIY industry across the entire Island of Ireland

#### LET'S GROW TOGETHER

1 TEAM. 40+ DEDICATED YEARS, 400+ VALUED CUSTOMERS, 1000'S OF PRODUCTS, 5000+ ON TIME DELIVERIES



#### Culture Drives the Business

We are passionate about the DIY industry, its part of who we are as individuals. It is this same passion that fuels our desire to continually improve our service and product offering to our customers.

What sets B&G apart is the dedication and experience of our people; our belief in customer service as a core principle of the business and a drive for continual growth.



B&G MANAGMENT TEAM
Adrian Carolan Managing Director, Michael Maher Marketing Manager,
Patrick Maher Financial Director, Tom Cleary Sales Director

# Partner Suppliers and Master Agencies

B&G's reputation for innovation is built upon our excellent supply partner relationships.

We actively study the latest trends, domestically and internationally, to be first to market in the areas of highest potential growth.

The strategic development of our business for our customers is built upon collaborating with key international innovators within our industry.

We work with our suppliers to deliver innovative products and we innovate our systems to deliver service excellence.

# Systems Innovation Pioneering Technology

Investing in pioneering technology can make a critical difference to service delivery.

In August 2012 we took another leap forward and launched a new system using the most up to date Android based technology.



Android tablets fully integrated to our back office systems provide rapid and accurate service delivery for our customers. We now have

instantaneous two way transfer of information between our head office and the sales team.



Wherever our sales team is located they have the

most up to date product information, demonstration videos and product brochures in seconds.

Our investment in this technology also allows us to collect and analyze market data and respond rapidly to customer requirements, suggestions and market developments.

# TION

# Logistical Excellence- Scalability Matters

Business efficiencies drive real service innovation. In the DIY industry, we have identified logistical excellence as a cornerstone of our long term growth strategy.

We successfully operate a scalable system that combines our in-house warehousing, with fully vetted out-sourced logistics.

With online track and trace and on-time key performance measurement, our capacity is now firmly aligned to our drive for growth.



# Customer Collaboration makes "Cents"

Collaborating with our customers to test new market concepts reaps profitable and sustainable benefits for everyone. We build, test, tweak and launch together.

Our range review process provides a customer and consumer voice at the planning table, all the while successfully improving the ratios of return per meter in store.

Evolutions in technology have allowed us to develop projects hand in hand with our customers, from range selection, to packaging design and practical innovative in-store point of sale.

# Driving Consumers to your Store.

B&G is a trade only supplier; all our efforts are focused on driving consumers to our customers.

We understand that success comes from our ability to offer a point of difference and to tailor our offer so that it caters for the unique requirements of the local consumer.

With the digital age upon us, there is now massive choice and the ability of consumers to source their needs online presents broad challenges to our industry.

Our websites allow us to direct online consumers to our customer's outlets.

Once the consumer is in-store, packaging and point of sale is often the key difference that drives the final purchase transaction in the DIY market.

We continually invest in and rejuvenate our product range, packaging and point of sale to ensure the consumer chooses our products every time.





# Visit us at www.bghome.ie























































Available from quality builders merchants and selected retailers nationwide. For full details and stockists click www.bghome.ie Distributed by B&G Ltd., Wilkins House, Greenhills Industrial Estate, Dublin 12, Ireland. Tel: +353 1 456 9300. Fax: +353 1 456 9335. Email: info@bghome.ie

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D10

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#### Meroni Cam Locks

D10

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#### **National Hardware**

E2

Magna House, Magna Road, Citywest Road, Citywest, Dublin 24 01 461 1800 Mr John Stone, CEO johnstoen@arro.ie www.unitedhardware.ie

#### New Tech Adjustable Shelving

M2

Classic Hardware, 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Nightwatcher, DFE

H11

DFL Ltd

Unit 2. Damastown Walk. Damastown Industrial Estate. Dublin 15 086 859 6979 Mr Cathal Fleming, Director cathal@dfe.ie www.dfc.ie

#### Nilfisk

A4

Newtown, Trim, Co Meath 086 831 8203 Mr David Jordan Sales Manager Ireland David.jordan@nilfisk.com

#### No More Nails

*M*3

Henkel Ireland Tallaght Business Park, Whitestown Tallaght, Dublin 14 01 404 6438 Mr Nigel Moody, Account Manager nigel.moody@henkel.co.uk www.makingdiyeasier.co.uk

#### NORD-LOCK

F12/G13

**Tucks Fasteners** Unit 10 Century Business Park, St Margarets Road, Dublin 11 01 884 5100 Mr Gary Hogan, General Manager sales@tucksfasteners.ie www.tucksfasteners.ie

#### **Nuova Battipan**

B2/C2

McQuillan Wholesale Unit 1a Block 4A, Blanchardstown Corporate Park, Blanchardstown, Dublin 15 01-899 1800 Mr Stephen Walsh General Manager sales@mcquillanwholesale.ie www.mcquillanwholesale.ie

#### Oakland

F2

**United Hardware** Magna Road, Citywest, Dublin 24 01 461 1800 Mr John Stone, Joint CEO iohnstone@arro.ie Mr Paul thompson, Joint CEO pthompson@ahl.ie www.unitedhardware.ie

#### Oakwood

F2

United Hardware Magna Road, Citywest, Dublin 24 01 461 1800 Mr John Stone, Joint CEO iohnstone@arro.ie Mr Paul thompson, Joint CEO pthompson@ahl.ie www.unitedhardware.ie

#### Ohra Regalanlagen **GMBH**

G12

Alfred - Nobel-Str 24 44, D 50169 Kerpen, HRB 41787 Koln, Germany +49 (0) 2237/64 205 Mr Klaus Raaf, Sales Manager raaf@ohra.de www.ohra.ie

#### Olympic Fixings Ireland

A13

Unit 3, Greenway Industrial Estate, Conlig, Co Down BT23 7SU, Northern Ireland 048 914 53724 Mr Cliff Yates, Managing Director cy@olympicfixings.co.uk www.olympicfixings.com

#### Oregon

C5

Liffey Distributors 309 Northwest Business Park, Ballycoolin Blanchardstown, Dublin 15 01 824 2600 Ms |Aine O'Neill Marketing Manager aine.o'neill@liffeyd.com www.forestandgarden.ie

#### Osram Lighting

D2a

Unit C5 South City Business Park, Whitestown Way, Tallaght, Dublin 24 01 452 4101 Mr Mark Lester Managing Director info@vendek.ie www.vendek.ie

#### Over and Above

68 Merrion Square, Dublin 2 01 619 0055 Mr Ken Scallon, Principal ken@overandabove.ie www.overandabove.ie

#### **Palace**

B1/C1

Unit 27/29, Gorey Business Park, Gorey, Co Wexford 053 948 3788 Mr David Orr, Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### Paprika Design

Kill, Moate, Co Westmeath 086 404 0257 Mr Willie Heavin Managing Director paprikapostboxex.gmail.com www.thepostboxcompany.com

#### **Parasene**

A2

Holloway Drive, Wardley Industrial Estate, Worsley Manchester M28 2LA, England +44 161 728 8000 Mr Gerard Murray Sales Manager gm0309@eircom.net www.staxtradecentres.co.uk

#### Parasene Gas

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Paslode**

F12/G13 **Tucks Fasteners** Unit 10, Century Business Park, St Margarets Road, Dublin 11 01 884 5100 Mr Gary Hogan, General Manager sales@tucksfasteners.ie www.tucksfasteners.ie

#### **PAVEFAST**

K8/I7

Unit A4 South City Business Park Tallaght, Dublin 24 01 451 0700 Mr Matt O'Dell. Managing Director matt@everbuild.eu www.everbuild.eu

#### Peek Polish

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Perry Hinges**

*M2* 

Classic Hardware, 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Pestclear**

H2/J2

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@ johnmurphycastlerea.ie

#### Peterson of Dublin

Peterson House, Sallynoggin, Co Dublin 01 285 1011 Mr Randal Kerley, Sales Manager randal@peterson.ie www.peterson.ie

#### Pfaffenhain Euro Cylinders

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### **Piction**

D4/D5

B & G Wilkins House, Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300

Mr Tom Cleary Marketing Manager tcleary@bghome.ie www.bghome.ie

#### **Pifco**

M4

Ashtown Trading Mill Lane, Navan Road, Ashtown, Dublin 15 01 838 3195 Mr Derek Murphy Managing Director derek@ashtowntrading.ie www.ashtowntrading.ie

#### Pink Recycling

P11

N & C Enterprises Blackhill, Kill, Co Kildare Mr Niall Gavin, Director 045 860 895 Mr Joe Gavin, Director joegavin@nandc.ie

#### Pinkgrip Dry Fix

K8/L7 Unit A4 South City Business Park, Tallaght, Dublin 24 01 451 0700 Mr Matt O'Dell Managing Director matt@everbuild.eu www.everbuild.eu

#### Plasti-Kote

K4/I3

**Bostik Industries** Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostik.com www.bostik.com

#### **Plastiken**

H2/12

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@ johnmurphycastlerea.ie

#### **Polycell**

G3/F3

Unit J Crumlin South City Business Park, Killinarden, Tallaght, Dublin 24 01 455 6099 Mr Derek Keyes Regional Manager marketing@dulux.ie www.dulux.ie

#### Polypal

М6

Polypal House Monckton Road Industrial Estate, Wakefield WF2 7AL, West Yorkshire, England +44 1924 858 724 Mr John Drake **Business Development Manager** jdrake@polypal.co.uk www.polypal.co.uk

#### **Power Batt Batteries**

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Powerline**

D2a Unit C5 South City Business Park, Whitestown Way, Tallaght, Dublin 24 01 452 4101 Mr Mark Lester, B2B Mark.powerline@gmail.com

#### **Powerman**

www.vendek.ie

B1/C1 Unit 27/29, Gorey Business Park, Gorey, Co Wexford 053 948 3788 Mr David Orr, Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### **Powermaster**

Ashtown Trading Mill Lane, Navan Road, Ashtown, Dublin 15 01 884 5100 Mr Gary Hogan, General Manager sales@tucksfasteners.ie www.tucksfasteners.ie

#### **Powers Fasteners**

F12/G13

**Tucks Fasteners & Fixings** Unit 10, Century Business Park, St Margarets Road, Dublin 11 01 884 5100 Mr Gary Hogan, General Manager sales@tucksfasteners.ie www.tucksfasteners.ie

#### **Premier Homewares**

G6

**Premier Homewares** Unit 6, Kilbarry Business Park, Dublin Hill, Cork 021 421 1992 Mr Paddy Bourke paddy.bourke@ premierhomewares.ie www.premierhomewares.ie

#### **Premier Homewares** Ltd

Unit 6, Kilbarry Business Park, Dublin Hill, Cork 021 421 1992 Mr Paddy Bourke paddy.bourke@ premierhomewares.ie www.premierhomewares.ie

#### **Premier Prepack** Hardware

M4

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#### **Presto Drill Bits**

M2

Classic Hardware 67 Broomhill Drive, Tallaght Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Primatech Flooring **Tools**

H2/J2 John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy cillianmolloy@ johnmurphycastlerea.ie

#### Prisma

F11/G11 **Excel Industries** Coolmine Industrial Estate, Clonsilla Road, Dublin 15 01 811 8701 Mr Gearoid Byrne, Director gearoid.byrne@excelindustries.com www.excel-industries.com

#### Pritt

M3 Henkel Ireland Tallaght Business Park, Whitestown, Tallaght, Dublin 14 01 404 6438 Mr Nigel Moody

Account Manager nigel.moody@henkel.co.uk www.makingdiyeasier.co.uk

#### **Proline**

C9

13 Axis Business Park, Clara Road, Tullamore, Co. Offalv 087 280 0480 Mr Liam P Hughes Managing Director liamphughes@gmail.com

#### **Prostar Drill Bits**

Classic Hardware 67 Broomhill Drive, Tallaght Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Protex**

F11/G11

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#### **Protim**

H2/J2

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#### **Protool Ireland**

N1

Unit 4, Ballymount Trading Estate, Ballymount Road, Walkinstown, Dublin 12 01 450 6612 Mr Brendan Stafford, Director brendan@stafford.ie www.stafford.ie

#### **Providus**

H3/I3

Dolmen Business Park, Tullow Road, Carlow 059 914 2855 Ms Kay Keating General Manager kay@dargantools.com www.dargantools.com

#### Pur7

F7/G7

**Contech Building Products** Unit F12, Maynooth Busines Campus, Maynooth, Co Kildare 01 629 2963 Mr Andrew dArcy Marketing Manager andrew@contechbuildings.ie www.tec7.com

#### **Pur7 Plus**

F7/G7

**Contech Building Products** Unit F12, Maynooth Busines Campus, Maynooth, Co Kildare 01 629 2963 Mr Andrew dArcy Marketing Manager andrew@contechbuildings.ie www.tec7.com

#### **Qualtz**

B1/C1 Unit 27/29. Gorey Business Park.

Gorey. Co Wexford 053 948 3788 Mr David Orr, Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### Rain Away

F11/G11

Coolmine Industrial Estate, Clonsilla Road, Dublin 15 01 811 8701 Mr Gearoid Byrne, Director gearoid.byrne@ excel-industries.com www.excel-industries.com

#### Rapid

F12/G13

Tucks Fasteners & Fixings
Unit 10, Century Business Park,
St Margarets Road, Dublin 11
01 884 5100
Mr Gary Hogan,
General Manager
sales@tucksfasteners.ie
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#### **Rawlplug Fillers**

K3/L2

34 Lavery Avenue, Parkwest Industrial Estate, Dublin 12 01 625 1950 Mr Paul McCormack paul.mccormac@rawlplug.ie

#### **Rawlplug Fixings**

K3/L2

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Mr Paul McCormack
Marketing Manager
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www.rawlplug.ie

#### Rawlplug Ireland

K3/L2

34 Lavery Avenue, Parkwest Industrial Estate, Dublin 12 01 625 1950 Mr Paul McCormack Marketing Manager paul.mccormack@rawlplug.ie www.rawlplug.ie

#### **Rawlplug Staples**

K3/L2

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## Red Ring Electric Showers

*C9* Proline

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Managing Director
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#### Redwood

H6/J6
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G3 6DR, Scotland
087 050 5671
Mr Michael Pender
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#### Regatta Clothing

B11/C10

Westaro Hosing Moneen Industrial Estate, Castlebar, Co Mayo 094 902 0444 Mr John Lavelle, Director john@westarohosing.com www.westarohoising.com

#### Reisser (Irl)

J11

Unit 7A Midlands Gateway Business Park, Kilbeggan, Co Westmeath 0579 333 314 Ms Siobhan Cockbill accounts@reisser.ie www.reisser.co.uk

#### **Reisser Accessories**

H2/J2

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#### **REN-O-BLOCK**

K8/I7

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#### Rhino Industrial

N5

14 Naas Road Business Park, Dublin 17 01 460 3000 www.rhinoindustrial.com

#### Ridder Rim

*C9* Proline

13 Axis Business Park, Clara Road, Tullamore, Co.Offaly 087 280 0480 Mr Liam P Hughes Managing Director liamphughes@gmail.com

#### Rigamonti Chain

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Rito

K4/L3
Bostik Industries
Newtown, Swords, Co Dublin
01 840 1461
Mr Robert Massey
Director Sales & Marketing
robert.massey@bostik.com
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#### **River Collection**

P11

N & C Enterprises Blackhill, Kill, Co Kildare Mr Niall Gavin, Director 045 860 895 Mr Joseph Gavin, Director joegavin@nandc.ie

#### **RNH Solutions**

M10

Unit 67, Parkwest Enterprise
Centre, Parkwest Industrial Park,
Nangor Road, Dublin 12
01 626 0155
Mr Michael Forrest
Managing Director
m.forrest@rnh.ie
www.rnh.ie

#### **Roll & Stroll**

K8/I7

Unit A4, South City Business Park, Tallaght, Dublin 24 01 451 0700 Mr Matt O'Dell Managing Director matt@everbuild.eu www.everbuild.eu

#### Rolson

D3/E6
Tucks O'Brien
75 Cookstown Industrial Estate,
Tallaght, Dublin 24
01-451 0922
Mr Donal Moulton
Product & Marketing Director
sales@tucksobrien.ie

#### **Ronis Locks**

D10

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Ronseal

B1/C1 Unit 27/29 Gorey Business Park, Gorey, Co Wexford 053 948 3788 Mr David Orr, Director dorr@arcbuildingproducts.ie

#### **Roof7 Roof Repairs**

www.arcbuildingproducts.ie

F7/G7

**Contech Building Products** Unit F12, Maynooth Business Campus, Maynooth, Co Kildare 01 629 2963 Mr Andrew dAarcy Marketing Manager andrew@contechbuildings.ie www.tec7.com

#### **Rotherly Tube**

Classic Hardware 67 Broomhill Drive, Tallaght Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Rothwell Industries**

Manchester House, Rothwell Street, Walkden, Worsley, Manchester M28 3TR, England +44 161 702 5050 Mr David Timperley david@klyneandklyner.com www.klyneandklyne.com

#### **RST**

N3 T W Clarke Unit D2B, Bluebell Industrial Estate, Dublin 12 01 450 3004 Mr Gordon Clarke, Director twclarke@eircom.net www.twclarke.ie

#### RST Key Blanks

D10

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### **Rust-Oleum** CombiColor

B9/C8 Dvcon Unit 5 Kilcoole Industrial Estate Kilcoole Co Wicklow 01 287 5738 Mr Brendan Galvin Marketing Manager galvin@dycon.ie

#### **Rust-Oleum Painters** Touch

www.dycon.ie

B9/C8 Dycon Unit 5, Kilcoole Industrial Estate, Kilcoole, Co Wicklow 01 287 5738 Mr Brendan Galvin Marketing Manager galvin@dycon.ie www.dycon.ie

#### **Rust-Oleum Universal All-Surface Paint**

B9/C8 Dycon Unit 5, Kilcoole Industrial Estate, Kilcoole, Co Wicklow 01 287 5738 Mr Brendan Galvin Marketing Manager galvin@dycon.ie

#### **Rust-Oleum** X1Technical Sprays

B9/C8 Dycon Unit 5, Kilcoole Industrial Estate, Kilcoole. Co Wicklow 01 287 5738 Mr Brendan Galvin Marketing Manager galvin@dycon.ie

#### **Rustins**

www.dycon.ie

M1

43 Baldoyle Industries Estate, Baldoyle, Dublin 3 01 832 3300 Mr Pat Ivory pivory@excellence.ie www.excellence.ie

#### Sabichi Homewares

G6

**Premier Homewares** Unit 6, Kilbarry Business Park, Dublin Hill, Cork 021 421 1992 Mr Paddy Bourke paddv.bourke@ premierhomewares.ie www.premierhomewares.ie

#### Sadolin

K6/15 Malahide Road, Coolock, Dublin 17 01 816 4400 Mr Clarke Blair, National Sales Manager, Retail Division clarke.blair@crownpaints.ie

#### Sanbra Fyffe

Conex Works, Santry Avenue, Dublin 9 01 842 6255 Mr Noel Conroy, Sales Manager noel.conroy@sanbra-fyffe.ie www.sanbrafyffe.ie

#### Sandmaster

H3/I3

Dolmen Business Park. Tullow Road, Carlow 059 914 2855 Ms Kay Keating General Manager kay@dargantools.com www.dargatnools.com

#### Sandtex Retail

K6/15

Malahide Road, Coolock, Dublin 17 01 816 4400 Mr Clarke Blair, National sales Manager Retail Division clarke.blair@crownpaints.ie www.crownpaints.ie

#### Sandtex Trade

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Mr Tim Gleeson, National Sales Manager Trade Division tim.gleeson@crownpaints.ie www.crownpaints.ie

#### Sanli Garden

D3/E6 Tucks O'Brien 75 Cookstown Industrial Estate, Tallaght, Dublin 24 01-451 0922 Mr Donal Moulton **Product & Marketing Director** sales@tucksobrien.ie www.tucksobrien.ie

#### Sasta Hardware

L1

Unit 4, Tramore Business Park, Riverstown, Tramore Co Waterford 051 381 777 Mr Michael Slattery Sales Director sastahardware@eircom.net

#### Scheppach

B2/C2 McQuillan Wholesale Unit 1A Block 4A. Blanchardstown Corporate Park Blanchardstown, Dublin 15 01-8991 800 Mr Stephen Walsh General Manager sales@mcquillanwholesale.ie www.mcquillanwholesale.ie

#### Screw-Tite

A13

3 Greenway Industrial Estate, Conlig, Co Down BT23 7SU, Northern Ireland 048 914 537 24 Mr Cliff Yates, Managing Director cy@olympicfixingsc.o.uk www.olympicfixings.com

#### **Scruffs**

В7 Barry Group Upper Quartertown, Mallow, Co Cork 022 301 00 Mr Cyril Vickers, National Sales & Development Manager cyril.vickers@barrys.ie www.barrygroup.ie

#### Scully.ie

J10/H10

19 Grange Blundells Road, Loughgall, Armagh BT61 8LT, Northern Ireland 048 388 919 69 Mr Connor Scully Managing Director cscully@scully.ie www.scully.ie

#### Seadec

Wogan Distributors Main Street Dunleer, Co Louth 041 686 1000 Mr Brian Wogan Managing Director brian@wogandistributors.ie www.wogandistributors.ie

#### Sealskin

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Tom Cleary, Head of sales tcleary@bghome.ie www.bghome.ie

#### Securefast

111 J B Key & Co Greenogue Square, Greenogue, Rathcoole. Co Dublin 01 458 9766 Ms Louise Huston, Marketing louise@jbkey.ie www.jbkey.com

#### Securikey Safes

D10

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Securit

A2

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#### Sellotape

M3

Henkel Ireland Tallaght Business Park, Whitestown Tallaght, Dublin 14 01 404 6438 Mr Nigel Moody Account Manager nigel.moody@henkel.co.uk www.makingdiyeasier.co.uk

#### **Sentry Fire Safes**

D10

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#### Shamrock

В6

Main Street. Newbridge. Co Kildare 045 439 000 Mr James O'Dwyer james.o'dwyer@bnm.ie www.bnm.ie

#### **Shower Line**

F11/G11 **Excel Industries** 

Coolmine Industrial Estate, Clonsilla Road, Dublin 15 01 811 8701 Mr Gearoid Byrne, Director gearoid.byrne@excelindustries.com www.excel-industries.com

#### **SHS Sales &** Marketing

K11

Unit Q1Aerdrome Business Park. Rathcoole, Co Dublin 01 401 6200 Ms Karen Magee Marketing Manager karen.magee@shs-sales.ie www.shs-sales.ie

#### Sievert

D3/E6

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#### Sigma

H2/J2

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#### Sikkens

G3/F3

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#### Silca Key Blanks

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Silvadec

P10

PA de l'Estuaire, 56190 Arzal France +33 (0)2 97 45 09 00 Mr Pierre Marin p.marin@silvadec.com www.silvadec.com

#### Silverline

M Donnelly & Co 18 Lee Road, Dublin Industrial Estate Glasnevin, Dublin 11 01 860 2900 Mr Martin Donnelly Managing Director martin@mdonnelly.ie www.mdonnelly.ie

#### Simple Green

Κ9

M Donnelly & Co 18 Lee Road, Dublin Industrial Estate Glasnevin, Dublin 11 01 860 2900 Mr Martin Donnelly **Managing Director** martin@mdonnelly.ie

#### Simplehuman

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G6

**Premier Homewares** Unit 6, Kilbarry Business Park, Dublin Hill, Cork 021 421 1992 Mr Paddy Burke paddy.bourke@ premierhomewares.ie

#### Simplex Code Locks

D10

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#### Simpson Strong Tie

H2/J2

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy cillianmolloy@ johnmurphycastlerea.ie

#### Smartbel, DFE

H11 DFL Ltd Unit 2. Damastown Walk. Damastown Industrial Estate, Dublin 15 086 859 6979 Mr Cathal Fleming, Director cathal@dfe.ie www.dfc.ie

#### **Snickers Workwear**

F10/G10

Unit B5, Calmount Business Park, Ballymount, Dublin 12 01 409 8400 Mr David Macken Managing Director david.macken@snickersworkwear.com www.snickers.com

#### Solvite

M3 Henkel Ireland Tallaght Business Park, Whitestown Tallaght, Dublin 14 01 404 6438 Mr Nigel Moody Account Manager nigel.moody@henkel.co.uk www.makingdiyeasier.co.uk

#### Soparco

Р6

Le Musset, 61110 Conde-sur-Huisne, France +44 78 601 633 17 Ms Murielle Jayer m.jayer@soparco.com

#### SOS

D4/D5

B & G

Wilkins House, Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary **Head of Sales** tcleary@bghome.ie

#### Spax

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Irish Wire Products Dock Road, Limerick 061 221100 Ms Louise Mulvihill **Business Development Executive** Imulvihill@irishwire.com

#### Spax Screws

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Spid

N3

TW Clarke Unit D2B, Bluebell Industrial Estate. Dublin 12 01 450 3004 Mr Gordon Clarke, Director twclarke@eircom.net www.twclarke.ie

#### Spillane Sand & Gravel

P3a

Ardcroney, Nenagh, Co Tipperary 067 382 71 Ms Martina Grace info@spillanesandandgravel.ie

#### **STABILA**

D3/E6 Tucks O'Brien

75 Cookstown Industrial Estate, Tallaght, Dublin 24 01-451 0922 Mr Donal Moulton Product & Marketing Director sales@tucksobrien.ie www.tucksobrien.ie

#### Stadium

D3/F6 Tucks O'Brien

75 Cookstown Industrial Estate, Tallaght, Dublin 24 01-451 0922 Mr Donal Moulton **Product & Marketing Director** sales@tucksobrien.ie www.tucksobrien.ie

#### Stadium Vents

M2

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#### Stanley

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Tallaght, Dublin 24 01-451 0922 Mr Donal Moulton **Product & Marketing Director** sales@tucksobrien.ie www.tucksobrien.ie

#### Stanley Adhesives/ Fillers & Sealents

F9

**Rothwell Industries** Manchester House, Manchester Road, Walkden, Worsley, Manchester M28 5HB, England +44 61 702 5050 Mr David Timperley david@klyneandklyne.com

#### Stanley Decorating

M4

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#### **Stax Trade Centres Plc**

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#### **Sterling Security**

D10

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#### **Stove Care**

F11/G11 **Excel Industries** Coolmine Industrial Estate, Clonsilla Road, Dublin 15 01 811 8701 Mr Gearoid Byrne, Director gearoid.byrne@excelindustries.com www.excel-industries.com

#### Supa

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Holloway Drive, Wardley Industrial Estate, Worsley Manchester M28 2LA, England +44 161 728 8000 Mr Gerard Murray Sales Manager gm03092eircom.net www.staxtradecentres.co.uk

#### Super7 Super Glue

F7/G7

**Contech Building Products** Unit F12 Maynooth Business Campus, Maynooth, Co Kildare 01 629 2963 Mr Andrew dAarcy Marketing Manager andrew@contechbuildings.ie www.tec7.com

#### Sureseal Putty/PVA Adhesive

G4

Curust Industries. Unit E12/13 Southern Cross Business Park, Boghall Road, Bray, Co Wicklow. 01 276 0800 Mr |Richard Brocklesby, Managing Director curust@iol.ie

#### Surestep

A1 Beech Tree Business Park, Tuam, Co Galway 093 422 94 Mr Aonghus McGinn gus@wesolve.ie www.wesolve.ie

#### SX

B1/C1 Unit 27/29 Gorey Business Park, Gorey, Co Wexford 053 948 3788 Mr David Orr. Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### T I Midwood & Co

H4/I4

Green Lane, Wardle, Nantwich, Cheshire CW5 6BJ, England +44 1829 261111 Ms Rebecca Fortescue Marketing Manager rebecca@timco.co.uk

#### Tala

A2 Holloway Drive, Wardley Industrial Estate, Worsley, Manchester M28 2LA, England 161 728 80000 www.staxtradecentres.co.uk

#### Tala Tools

D3/E6 Tucks O'Brien 75 Cookstown Industrial Estate, Tallaght, Dublin 24 01-451 0922 Mr Donal Moulton **Product & Marketing Director** sales@tucksobrien.ie www.tucksobrien.ie

#### **Targetdry**

N7/N8

7 Alanbrooke Park, Castlereagh, Belfast BT6 9HB, Northern Ireland 048 907 905 88 Mr Johnny Breen, Director Johnny.breen@targetdry.co.uk www.targetdry.com

#### TCS Imports

F4

Unit 4 TCS Retail Park, Coes Road, Dundalk, Co Louth 042 935 1351 Mr Chris Gaskin chris@tcsimports.com www.tcsimports.com

#### tec-bond

K4/I3

**Bostik Industries** Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales Manager** robert.massey@bostik.com www.bostik.com

#### Tec7 Filler

F7/G7

**Contech Building Products** Unit F12 Maynooth Business Campus, Maynooth, Co Kildare 01 629 2963 Mr Andrew dArcy Marketing Manager info@contechbuildings.ie www.tec7.com

#### Technik

K4/L3

**Bostik Industries** Newtown, Swords, Co Dublin 01 840 1461 Mr Robert Massey **Director Sales & Marketing** robert.massey@bostik.com www.bostik.com

#### **Technomax Safes**

D10

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Tegral Building **Products**

Kilkenny Road, Athy, Co Kildare 059 863 1316 Mr George Robinson Market Executive info@tegral.com www.tegral.com

#### Tema

D4/D5 B & G

Wilkins House, Greenhills Industrial Estate, Greenhills Road. Dublin 12 01 456 9300 Marketing Manager www.bghome.ie

#### Tema Living Plus

D4/D5 B & G

Wilkins House, Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### **Tengtools**

F2/G2

Unit 47. Rosemount Park Drive. Rosemount Business Park. Ballycoolin Road. Dubllin 11 01 822 5780 Mr David Crosbie, Director david.crosbie@igsupplies.com

#### Terry Hose Clips

H2/J2

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy, Managing Director cillianmolloy@ johnmurphycastlerea.

#### Tessi

G4

Curust Industries, Unit E12/13 Southern Cross Business Park, Boghall Road, Bray, Co Wicklow. 01-276 0800 Mr Richard Brocklesby Managing Director sales@curest.ie

#### The Hardware Journal

J12/H12

Elmville, Upper Kilmacud Road, Dublin 14. 01 288 5001 Mr Pat Lehane, Editor pat@thehardwarejournal.ie

#### The Specialist Group

Guinness Circle, Newbridge, Trafford Park, Manchester M17 1EB, England +44 161 872 0626 Mr Tony Bracken, Business **Development Director** tbracken@specialistgr.com

#### The Toolbank Group

Toolbank House, Bittern Road Sowton Industrial Estate, Exeter Devon EX2 7LW, England 1392 888 957 Mr Kevin Carver General Sales Manager Ireland kcarver@toolbank.com www.toolbank.com

#### **Thermomix**

F11/G11

Coolmine Industrial Estate. Clonsilla Road, Dublin 15 01 811 8701 Mr Gearoid Byrne, Director gearoid.byrne@ excel-industries.com www.excel-industries.com

#### **Thompsons**

B1/C1

Unit 27/29 Gorey Business Park, Gorey, Co Wexford 053 948 3788 / 053 948 3796 Mr David Orr. Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### **Thor Hamer**

N3

TW Clarke Unit D2B, Bluebell Industrial Estate, Dublin 12 01 450 3004 Mr Gordon Clarke, Director twclarke@eircom.net www.twclarke.ie

#### **Thorsman**

H2/J2

John Murphy (Castlerea) IDA Business Park, Castlerea, Co Roscommon 094 962 0182 Mr Cillian Molloy Managing Director cillianmolloy@ johnmurphycastlerea.ie

#### **Thorsman**

F12/G13

Tucks Fasteners & Fixings Unit 10, Century Business Park, St Margarets Road Dublin 11 01 884 5100 Mr Gary Hogan General Manager sales@tuckfasteners.ie

#### Timco Ireland

www.tucksfasteners.ie

H4/J4

Aviemore House, Hill Street, Monaghan 047 63538 Mr John Mackin sales@timco.ie www.timco.ie

#### **Tinsley Wire**

R4

Irish International Tradeing Corporation Tramore Road, Cork 021 470 5800 Mr Sean Hyland, Sales Manager seanhyland@itc.ie

#### **Tippland Horticulture**

В8

Terryglass, Nenagh, Co Tipperary 067 222 99 Mr Thomas Hogan Managing Director thomashogan@tippland.com www.tipplandhorticulture.com

#### **Toggler Fixings**

M2

Classic Hardware 67 Broomhill Drive, Tallaght Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Toolpak

N7

Rhino Industrial 14 Naas Road Business Park. Dublin 17 01 460 3000 Mr Colm Trunk colm@rhinoindustrial.com

#### Traymate Shower **Trays**

*C9* Proline

13 Axis Business Park, Clara Road, Tullamore, Co. Offaly 087 280 0480 Mr Liam P Hughes Managing Director liamphughes@gmail.com

#### **Treesco**

Р7

29 Boulevard du General Delambre, 95870 Bezons, France +33 139 962 230

Mr P Damiens p.damiens@treesco.com www.percussion-europe.com

#### **Tri-Circle Padlocks**

M2

Classic Hardware 67 Broomhill Drive, Tallaght Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Triflow

B1/C1

Unit 27/29 Gorey Business Park, Gorey, Co Wexford 053 948 3788 Mr David Orr. Director dorr@arcbuildingproducts.ie www.arcbuildingproducts.ie

#### **Troian Decorative** Solid Timber Floor **Profiles**

D7/F9

Unit M2C, Greenogue Business Park, Rathcoole, Co Dublin 01 401 1666 Mr Derek Doyle, Director derek@dssupplies.com www.dssupplies.com

#### **Trojan Floor &** Accessories

D7/E9

Unit M2C, Greenogue Business Park, Rathcoole, Co Dublin 01 401 1666 Mr Derek Doyle, Director derek@dssupplies.com www.dssupplies.com

#### Trojan Multifloor

D7/E9

Unit M2C, Greenogue Business Park, Rathcoole, Co Dublin 01 401 1666 Mr Derek Doyle, Director info@dssupplies.com www.dssupplies.com

#### **Trojan Sound Proofing Underlay**

D7/E9

Unit M2C, Greenogue Business Park, Rathcoole, Co Dublin 01 401 1666 Mr Derek Doyle, Director derek@dssupplies.com www.dssupplies.com

#### **True Temper**

J1/H1 Whites Cross, Cork 021 430 2433 Mr Niall Nugent Sales & Marketing Director nnugent@truetemper www.ames.com

#### **Tubtrugs**

N1

Unit 4, Ballymount Trading Estate, Ballymount Road, Walkinstown, Dublin 12 01 450 6612 Mr Brendan Stafford, Director brendan@stafford.ie www.stafford.ie

#### **Tucks Fasteners &** Fixings

F12/G13 Unit 10, Century Business Park, St Margarets Road, Dublin 11 01 884 5100 Mr Gary Hogan General Manager garyh@tucksfasteners.ie

#### Tucks O'Brien

www.tucksfasteners.ie

D3/E6

24 Magna Drive, Magna Business Park, Citywest Road, Dublin 24 01 451 0922 Mr Donal Moulton **Product & Marketing Director** sales@tucksobrien.ie www.tucksobrien.ie

#### **Tuff Cat**

H3/J3 **Dolmen Business Park** Tullow Road, Carlow 059 914 2855 Ms Kay Keating General Manager kay@dargantools.com www.dargantools.com

#### **UAP Limited**

H9/19

Unit 1, Albert Close Trading Estate, Manchester M45 8EH, England +44161 796 7268 Ms Cassie Greaves, PR Officer cassie.greaves@uapcorporate.com

#### **UAP TradeLocks**

H9/19

Unit1, Albert Close Trading Estate, Manchester M45 8EH, England +44161 796 7268 Ms Cassie Greaves, PR Officer cassie.greaves@uapcorporate.com www.TradeLocks.co.uk

#### **UBuildPro**

Knocklow, Tullow, Co Carlow 059 918 1995 Mr Fergus Joyce Managing Director fergus@ubildpro.com www.ubuildpro.com

#### Unger

F2

**United Hardware** Magna Road, Citywest, Dublin 24 01 461 1800 Mr John Stone Joint CEO johnstone@arro.ie Mr Paul Thompson, Joint CEO pthompson@ahl.ie www.unitedhardware.ie

#### UniBond

M3

Henkel Ireland Tallaght Business Park, Whitestown Tallaght, Dublin 14 01 404 6438 Mr Nigel Moody Account Manager nigel.moody@henkel.co.uk www.makingdiyeasier.co.uk

#### Union Lock

*M2* 

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Pul O'Brien, Director paul@classichw.com

#### **United Hardware**

F2

Magna House, Magna Road, Citywest, Dublin 24 01 461 1800 Mr John Stone, Joint CEO john.stone@arro.ie Mr Paul Thompson, Joint CEO pthompson@ahl.ie www.unitedhardware.ie

#### UNO

G3/F3

Unit J Crumlin South City Business Park, Killinarden, Tallaght, Dublin 24 01 455 6099 Mr Derek Keyes Regional Manager marketing@dulux.ie www.dulux.ie

#### **USH**

A13

3 Greenway Industrial Estate, Conlig, Co Down BT23 7SU, Northern Ireland 048 914 537 24 Mr Cliff Yates, Managing Director cy@olympixings.co.uk www.olympicfixings.com

#### Valspar

G3/F3

Unit J Crumlin South City Business Park, Killinarden, Tallaght, Dublin 24 01 455 6099 Mr Derek Keyes Regional Manager marketing@dulux.ie www.dulux.ie

#### Varian & Co

110

Unit 1. Greenhills Industrial Estate, Greenhills Road, Walkinstown, Dublin 12 01 450 1150 Mr Alan Walker Sales Manager awalker@isvarian.ie www.varian.ie

#### Varo Power Tools

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Vents UK

M2

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### **Victorinox Swiss**

Peterson House, Sallynoggin, Co Dublin 01 285 1011 Mr Randal Kerley, Sales Manager randal@peterson.ie www.peterson.ie

#### Viro Locks

D10

Central Key & Hardware Co Unit 3, Dunboyne Endustrial Estate, Dunboyne, Co Meath 01 825 2929 Mr John Parkes Managaing Director john@centralkey.com www.centralkey.com

#### Vitrex Tiling Tools

1/12

Classic Hardware 67 Broomhill Drive, Tallaght, Dublin 24 01 459 6588 Mr Paul O'Brien, Director paul@classichw.com

#### Vufold

D4/D5

B & G Wilkins House, Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie









#### Wagner

D3/E6

Tucks O'Brien, 75 Cookstown Industrial Est, Tallaght, Dublin 24 01 451 0922 Mr Donal Moulton Product Marketing Director sales@tucksobrien.ie

#### Weathershield

G3/F3

Unit J Crumlin South City Business Park, Killinarden, Tallaght, Dublin 24 01 455 6099 Mr Derek Keyes Regional Manager marketing@dulux.ie www.dulux.ie

#### **WEEE Ireland**

Suite 18, The Mall, Beacon Court, Sandyford, Dublin 18 01 299 9320 Ms Elizabeth O'Reilly elizabeth@weeeireland.ie www.ireland.ie

#### WeSolve

Beech Tree Business Park, Tuam, Co Galway 093 422 94 Mr Aonghus McGinn gus@wesolve.ie www.wesolve.ie

#### Wera

Unit 7a, Midland Gateway Business Park, Kilbeggan, Co Westmeath 0579 333 314 Mr Jimmy Barrett, Sales Director jimmy@reisser.ie www.reisser.co.uk

#### **Wes-Chem Products**

Unit 4, Doddy Industrial Estate, Bunnanadden, Co Sligo 071 912 8555 Mr Jason Leonard, Managing Director info@weschem.ie

www.weschem.ie

#### Westaro Hosing

B10/C10

Moneen Industrial Estate. Castlebar, Co Mayo 094 902 0444 Mr John Lavelle, Director john@eircom.net www.westarohosing.com

#### Westland Horticulture

14 Granville Industrial Estate, Dungannon, Co Tyrone BT70 1NJ Northern Ireland 048 877 210 37 Ms Sinead Cotter, Marketing Manager scotter@westlandhorticulture.com www.gardenhealth.com

#### Whiteriver Composite Decking

Wogan Distributors Main Street, Dunleer, Co Louth 041 686 1000 Mr Brian Wogan Managing Director brian@wogandistributors.ie www.wogandistributors.ie

#### Winther Browne

D4/D5

B&G

Wilkins House, Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### Wirguin

*C*.9

**Proline** 13 Axis Business Park, Clara Road, Tullamore, Co. Offaly 087 280 0480 Mr Liam P Hughes Managing Director liamphughes@gmail.com

#### WM Faulks

N1 Unit 4, Ballymount Trading Est, Walkinstown, Dublin 12 01 450 6612 Mr Brendan Stafford, Director brendan@stafford.ie www.stafford.ie

#### Woca Wood Floor Oil

Wogan Distributors Main Street, Dunleer, Co Louth 041 686 1000 Mr Brian Wogan Managing Director brian@wogandsitributors.ie www.wogandistributors.ie

#### Wogan Distributors

Р1

Main Street, Dunleer, Co Louth 041 686 1000 Mr Brian Wogan, Managing wogandistributors@eircom.net www.wogans.com

#### **Wood Mouldings Ltd**

Charvey Lane. Rathnew, Co Wicklow 0404 62000 Mr David Gillanders Sales & Marketing Manager dgillanders@woodmouldings.com www.woodmouldings.com

#### Woodster

B2/C2

McQuillan Wholesale Unit 1a, Block 4A, Blanchardstown Corporate Park, Blanchardstown, Dublin 15 01-899 1800 Mr Stephen Walsh General Manager sales@mcquillanwholesale.ie www.mcquillanwholesale.ie

#### Worktops.ie

D4/D5

B & G Wilkins House, Greenhills Industrial Estate, Greenhills Road, Dublin 12 01 456 9300 Mr Tom Cleary, Head of Sales tcleary@bghome.ie www.bghome.ie

#### Worldwide

Holloway Drive, Wardley Industrial Estate, Worsley, Manchester M28 2LA, England +44 161 728 8000 Mr Gerard Murray Sales Manager am0309eircom.net www.staxtradecentres.co.uk

#### Worx

К9

M Donnelly & Co 18 Lee Road, Dublin Industrial Estate, Glasnevin, Dublin 11 01 860 2900 Mr Martin Donnelly Managing Director martin@mdonnelly.ie www.mdonnelly.ie

#### **XL Fire Cement**

G4

**Curust Industries** Unit E12/13, Southern Cross Business Park, Boghall Road, Bray, Co Wicklow 01-276 0800 Mr Richard Brocklesby Managing Director curust@iol.ie

#### **Young Nurseries**

Ballinanima, Kilfinane Co Limerick 063 91035 Ms Rachael Young info@youngnurseries.com web: www.youngnurseries.com

#### **Zekler Protective Eyewear**

F2/G2

Unit 47, Rosemount Park Drive, Ballycoolin Road, Dubllin 11 01 822 5780 / 01 822 5786 Mr David Crosbie General Manager David.crosbie@iqsupplies.com www.iqsupplies.co





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Assidar	BATHROOMS		Fleetwood Paints	D6/E8	Laybond	K4/L3	Flexothane	B11/C10
Assist		E7	Fleetwood Teak Oil	D6/E8	Leitinger Solid Flooring	P1	Flymo	C5
Bit   Carryon Bathroom		F11/G11	Fleetwood Teak		Lithofin	K4/L3	G-Man	H3/j3
Blue Carryon Bathroom   Accessories   G8   Hammerite   G3/F3   Primatech Flooring Tools   H2/J2   Green Blade   H6/J6	Associated Hardware	E2	Timberguard	D6/E8	M Donnelly & Co	К9	GARDENA	C5
Blue Caryon Textiles   G8	B & G Limited	D4/D5	Floor Care	H3/J3	Monolan Engineered Flo	oring P1	Gardengroom	D3/E6
Accessories   68   Hammerle   63/73   Protex   F11/G11   GreenRX   D7/F9			Glidden	G3/F3	Primatech Flooring Tools	H2/J2	Green Blade	H6/J6
Blue Caryon Textiles	,		Hammerite	G3/F3	Protex	F11/G11	GreenFX	D7/E9
Celmac         H2/J2 blomevalue         E2 Rawlplug Staples         R3/L2 blom Dergan & Sons         H2/J3 blom Dergan & Sons         H2/J4 blom Dergan & Sons			Hilka	N1	Rawlplug Fixings	K3/L2	Greenworks	D3/E6
Croydex	•	H2/J2	Homevalue	E2	Rawlplug Staples	K3/L2	GroWise	
Decorder	Celmac		John Dargan & Sons	H3/J3	Rustins	M1	H R Handtools	К9
Decote			Lithofin	K4/L3	TCS Imports	E4	Hamble Distribution	H6/J6
Domalock   Dumbar   Dumalock   Dumbar   Dumalock   Dumbar   Dumb	,		Mark	H6	tec-bond	K4/L3	Hilka	N1
Dumajon	Donal Lynch Hardware	G8	Moda	G3/F3	Trojan Decorative Solid T	imber	Hitachi OPE	B2/C2
Euroshowers   D4/D5   Every	•		Polycell	G3/F3	Floor Profiles	D7/E9	Homevalue	E2
Euroshowers         D4/DS         Rawlyblug Irkings         K3/L2 (Al)         Trojan Multifloor         D7/E9 (D7/E9)         Hozelock         D3/E6 (D3/E6)           EVO STIK 007         K4/L3 (Al)         Rawlyblug Istaples         K3/L2 (Al)         Underlay         D7/E9 (D7/E9)         Hozelock         B1/C1 (D3/E4)           Getwet         D4/DS         Rawlyblug Staples         K3/L2 (D1/E4)         Underlay         D7/E9 (D3/E4)         John Dargan & Sons (D3/E4)           Hacka         D4/DS         Sadmaster         H3/J3 (D3/E4)         Woca Wood Floor Oil (D1/E4)         Kilkaran Group (K3/L2a)         Kilkaran Group (K3/L2a)           Homevalue         £2 (Sikkens (D4/DS)         Salkens (D4/DS)         Kall (D3/E4)         Woca Wood Floor Oil (D1/E4)         P1 (Lankacapes) (K1/E4)         K6/L6           Metlex (D4/DS)         L1/15 (D1/E4)         L1/E4 (D4/E4)         Alpen (D4/DS)         K6/L6         Lift (D4/E4)         K6/L6         Lift (D4/E4)         Lift (D4/E4)         K6/L6         Lift (D4/E4)         Lift (D4/E4)         K6/L6         Lift (D4/E4)         Mascol International (D4/E4)         B1/C10         Mascol International (D4/E4)         B1/C10         Mascol International (D4/E4)         M1/C10         Mascol International (D4/E4)         M1/C10         M1/C10         M1/C10         M2/C10         M1/C10	Dumapan	D4/D5	Rawlplug Fillers	K3/L2	Trojan Floor & Accessorie	es D7/E9	Hose Carts & Fittings	B11/C10
Flair International   Flair   Ravilplug Staples   K3/L2   Underlay   D7/F9   John Dargan & Sons   H3/J3	•	D4/D5	Rawlplug Fixings	K3/L2	Trojan Multifloor	D7/E9	Hozelock	D3/E6
Getwet   D4/D5   Rustins   M1   Whiteriver Composite DeckingP1   Kilsaran Group   K3a/L2a   Haceka   D4/D5   Sandmaster   H3/J3   Woca Wood Floor Oil   P1   Kilwaughter-Cork K	EVO-STIK 007	K4/L3	Rawlplug Ireland	K3/L2	Trojan Sound Proofing		Jeyes Fluid	B1/C1
Haceka   D4/D5   Sandmaster   H3/J3   Woca Wood Floor Oil   P1   Kilwaughter-Cork K	Flair International	F5	Rawlplug Staples	K3/L2	Underlay	D7/E9	John Dargan & Sons	H3/J3
Homevalue	Getwet	D4/D5	Rustins	M1	Whiteriver Composite De	eckingP1	Kilsaran Group	K3a/L2a
JB Key Co			Sandmaster	H3/J3	Woca Wood Floor Oil	P1	Kilwaughter-Cork K	
Metlex         D4/105         tec-bond         K4/L3         GARDENING         Liffey Distributors         C.5           Prisma         F11/G11         Tessi         G4         Alm         A2         M Donnelly & Co         K9           Red Ring Electric Showers         C9         UNO         G3/F3         Alpen         H3/J3         Massot International         B11/C10           Ridder Rim         C9         Valspar         G3/F3         Alpen         H3/J3         Moss-AWAY         K8/L7           Sealskin         D4/D5         Weathershield         G3/F3         Associated Hardware         E2         N & C Enterprises         P11           Shower Line         F11/G11         Wes-Chem Products         N2         Barman         H3/J3         Oakwood         E2           Simplehuman         G6         ENERGY         Black & Decker         F12/G13         Parasene         A2           Tema Living Plus         D4/D5         A-Solar         E7         Block Fast         K8/L7         PAVEFAST         K8/L7           Winther Browne         D4/D5         A-Solar         E7         Block Fast         K8/L7         PAVEFAST         K8/L7           Wintither Browne         D4/D5         Associated Industries <td></td> <td></td> <td>Sikkens</td> <td>G3/F3</td> <td>Wogan Distributors</td> <td>P1</td> <td>Landscapes</td> <td>K10</td>			Sikkens	G3/F3	Wogan Distributors	P1	Landscapes	K10
Metlex	J B Key Co	L11	TCS Imports	E4			Knipex	K6/L6
Red Ring Electric Showers         C9         UNO         G3/F3         Alpen         H3/J3         Mascot International         B11/C10           Ridder Rim         C9         Valspar         G3/F3         Ames True Temper         J1/H1         McCulloch         C5           Sabichi Homewares         G6         Varian & Co         L10         Arrow         H3/J3         MOSS-AWAY         K8/L7           Sealskin         D4/D5         Weathershield         G3/F3         Associated Hardware         E2         N & C Enterprises         P11           Shower Line         F11/G11         Wes-Chem Products         N2         Barman         H3/J3         Oakwood         E2           Simplehuman         G6         Beargrip         H3/J3         Oregon         C5           Tema         D4/D5         A-Solar         E7         Block & Decker         F12/G13         Parasene         A2           Tema Living Plus         D4/D5         Ecoreflect         E7         Block-Fast         K8/L7         PAVEFAST         K8/L7           Traymate Shower Trays         C9         Coreflect         E7         Block-Guard         K8/L7         PAVEFAST         K8/L7           Wiriquin         C9         Excell Industries	•	D4/D5	tec-bond	K4/L3	GARDENING		Liffey Distributors	C5
Ridder Rim C9 Valspar G3/F3 Ames True Temper J1/H1 McCulloch C5 Sabichi Homewares G6 Varian & C0 L10 Arrow H3/J3 MOSS-AWAY K8/L7 Sealskin D4/D5 Weathershield G3/F3 Associated Hardware E2 N & C Enterprises P11 Shower Line F11/G11 Wes-Chem Products N2 Barman H3/J3 Oakwood E2 Simplehuman G6 Tema D4/D5 ENERGY Black & Decker F12/G13 Parasene A2 Tema Living Plus D4/D5 A-Solar E7 Block Fast K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block-Guard K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Excel Industries F11/G11 Bord Na Mona Fuels B6 Pink Recycling P11 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Fuels B6 Pink Recycling P1 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Horticulture B6 Plastiken H2/J2 DÉCOR Osram Lighting D2a Centurion Europe E12 Premier Prepack Hardware M4 Applications D4/D5 Powerline D2a Colm Warren Polyhouses A6 Providus H3/J3 Aqua Tech G3/F3 Arbiton Profiles P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B1/C1 Centurion Europe E12 DS Supplies D7/E9 D7 Dasco C3/C4 River Collection P1/L Color Expert H6 Eureka Ireland D7/E9 D75 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M11 Dunlop Protective Excellence M11 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tirtleow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil D6/E8 Tirtle Tirue Temper J1/H1	Prisma	F11/G11	Tessi	G4	Alm	A2	M Donnelly & Co	K9
Ridder Rim C9 Valspar G3/F3 Ames True Temper J1/H1 McCulloch C5 Sabichi Homewares G6 Varian & C0 L10 Arrow H3/J3 MOSS-AWAY K8/L7 Sealskin D4/D5 Weathershield S6/F3 Associated Hardware E2 N & C Enterprises P11 Shower Line F11/G11 Wes-Chem Products N2 Barman H3/J3 Oakwood E2 Simplehuman G6 Tema D4/D5 ENERGY Back & Decker F12/G13 Parasene A2 Tema Living Plus D4/D5 ENERGY Black & Decker F12/G13 Parasene A2 Traymate Shower Trays C9 Coreflect E7 Block Fast K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block Fast K8/L7 PAVEFAST K8/L7 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Fuels B6 Pink Recycling P11 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Horticulture B6 Plastiken H2/J2 Applications D4/D5 Powerline D2a Centurion Europe E12 Premier Prepack Hardware M4 Applications D4/D5 Powerline D2a Colm Warren Polyhouses A6 Providus H3/J3 Aqua Tech G3/F3 Arrow H3/J3 FLOORING Dare D8 B11/C10 Redwood H6/J6 Associated Hardware E2 Adler Wide Plank Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 Dosco C3/C4 Rein-O-BLOCK K8/L7 Blu-Tack K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B1/C1 Centurion Europe E12 DS Supplies D7/E9 D14 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 D75 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/G6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Engineer del Flooring P1 Fileetwood Teak Oil D6/E8 Tirpland Horticulture B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil D6/E8 Tirpland Horticulture B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil D6/E8 Tirpland Horticulture B1/C1	Red Ring Electric Showe	ers C9	UNO	G3/F3	Alpen	H3/J3	Mascot International	B11/C10
Sealskin D4/D5 Weathershield G3/F3 Associated Hardware E2 N & C Enterprises P11 Shower Line F11/G11 Wes-Chem Products N2 Barman H3/J3 Oakwood E2 Simplehuman G6 Tema D4/D5 ENERGY Beargrip H3/J3 Oregon C5 Tema Living Plus D4/D5 ENERGY Black & Decker F12/G13 Parasene A2 Tema Living Plus D4/D5 A-Solar E7 Block Fast K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block Found K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block Found K8/L7 PAVEFAST K8/L7 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Fuels B6 Pink Recycling P11 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Horticulture B6 Plastiken H2/J2 Hilka N1 Boss H3/J3 Premier Homewares G6 DÉCOR  DÉCOR  DÉCOR  DÉCOR  Décor Daylos Powerline D2a Colm Warren Polyhouse A6 Providus H3/J3 Aqua Tech G3/F3 Arrow H3/J3 FLOORING  Associated Hardware E2 Adler Wide Plank Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 DeWalt F12/G13 REN-O-BLOCK K8/L7 Blu-Tack K4/L3 Atlantic Canadian Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 Dewalt F12/G13 REN-O-BLOCK K8/L7 Blu-Tack K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B11/C1 Centurion Europe E12 DS Supplies D7/E9 D15 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Heritage Wide-Plank F11-F18 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N11 Fleetwood Teak Oil D6/E8 Tippland Horticulture B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil D6/E8 Tippland Horticulture B1/C1	•		Valspar	G3/F3	Ames True Temper	J1/H1	McCulloch	C5
Shower Line F11/G11 Wes-Chem Products N2 Barman H3/J3 Oakwood E2 Simplehuman G6 Beargrip H3/J3 Oregon C5 Tema D4/D5 ENERGY Black & Decker F12/G13 Parasene A2 Tema Living Plus D4/D5 A-Solar E7 Block Fast K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block-Guard K8/L7 Pifco M4 Winther Browne D4/D5 Economiser F11/G11 Bord Na Mona Fuels B6 Pink Recycling P11 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Horticulture B6 Plastiken H2/J2 H1/ka N1 Boss H3/J3 Premier Homewares G6 Osram Lighting D2a Centurion Europe E12 Premier Prepack Hardware M4 Applications D4/D5 Powerline D2a Colom Warren Polyhouses A6 Providus H3/J3 Aqua Tech G3/F3 Arbiton Profiles P1 Dewalt F12/G13 Redwood H6/L6 Associated Hardware E2 Adler Wide Plank Flooring P1 Dewalt F12/G13 REN-O-BLOCK K8/L7 Blu-Tack K4/L3 Basmat D7/E9 Dave D7/E9 D74 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 D74 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sand Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dulux Paints Ireland G3/F3 Heritage Wide-Plank F13/J3 Fleetwood Teak W1 John Dargan & Sons H3/J3 Fleetwood Teak W1 Fitelwood Teak W1 International P1/E1 Fleetwood Tea	Sabichi Homewares	G6	Varian & Co	L10	Arrow	H3/J3	MOSS-AWAY	K8/L7
Simplehuman         G6 Terma         ENERGY         Beargrip         H3/J3         Oregon         C5           Terma         D4/D5         ENERGY         Black & Decker         F12/G13         Parasene         A2           Terma Living Plus         D4/D5         A-Solar         E7         Block Fast         K8/L7         PAVEFAST         K8/L7           Traymate Shower Trays         C9         Coreflect         E7         Block-Guard         K8/L7         PAVEFAST         K8/L7           Winther Browne         D4/D5         Economiser         F11/G11         Bord Na Móna Fuels         B6         Pink Recycling         P11           Wirquin         C9         Excel Industries         F11/G11         Bord Na Móna Horticulture         B6         Pink Recycling         P11           Wirquin         C9         Excel Industries         F11/G11         Bord Na Móna Horticulture         B6         Pink Recycling         P11           DÉCOR         Osaram Lighting         D2a         Centurion Europe         E12         Premier Homewares         G6           DÉCOR         Osaram Lighting         D2a         Colm Warren Polyhouses         A6         Providus         H3/J3           Aqua Tech         G3/F3         FLOORING	Sealskin	D4/D5	Weathershield	G3/F3	Associated Hardware	E2	N & C Enterprises	P11
Tema D4/D5 ENERGY Black & Decker F12/G13 Parasene A2 Tema Living Plus D4/D5 A-Solar E7 Block Fast K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block-Guard K8/L7 Pifco M4 Winther Browne D4/D5 Economiser F11/G11 Bord Na Mona Fuels B6 Pink Recycling P11 Wirquin C9 Excel Industries F11/G11 Bord Na Mona Fuels B6 Plastiken H2/J2 Hillka N1 Boss H3/J3 Premier Homewares F11/G11 Applications D4/D5 Powerline D2a Centurion Europe E12 Premier Prepack Hardware M4 Applications D4/D5 Powerline D2a Colm Warren Polyhouses A6 Providus H3/J3 Aqua Tech G3/F3 Arrow H3/J3 FLOORING Dare To Be B11/C10 Redwood H6/J6 Associated Hardware E2 Adler Wide Plank Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 DeWalt F12/G13 REN-O-BLOCK K8/L7 Blu-Tack K4/L3 Basmat D7/F9 Draper Tools K7/L6 Ronseal B1/C1 Centurion Europe E12 DS Supplies D7/F9 DT4 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 DT5 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwar B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9/C Excellence M1 John Dargan & Sons H3/J3 Fleetwood Decking Oil D6/E8 Tippland Horticulture B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil D6/E8 Tippland Horticulture B1/C1	Shower Line	F11/G11	Wes-Chem Products	N2	Barman	H3/J3	Oakwood	E2
Tema Living Plus D4/D5 A-Solar E7 Block Abecker F12/G13 Parasene A2 Tema Living Plus D4/D5 A-Solar E7 Block Fast K8/L7 PAVEFAST K8/L7 Traymate Shower Trays C9 Coreflect E7 Block -Guard K8/L7 Pifco M4 Winther Browne D4/D5 Economiser F11/G11 Bord Na Móna Fuels B6 Pink Recycling P11 Wirquin C9 Excel Industries F11/G11 Bord Na Móna Fuels B6 Pink Recycling P11 Hilka N1 Boss H3/J3 Premier Homewares G6 Osram Lighting D2a Centurion Europe E12 Premier Prepack Hardware M4 Applications D4/D5 Powerline D2a Colm Warren Polyhouses A6 Providus H3/J3 Aqua Tech G3/F3 Arrow H3/J3 FLOORING CWP A6 Rain Away F11/G11 Berger K6/L5 Arbiton Profiles P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 Dewalt F12/G13 REN-O-BLOCK K8/L7 Blu-Tack K4/L3 Basmat D7/F9 Draper Tools K7/L6 Ronseal B1/C1 Centurion Europe E12 DS Supplies D7/F9 D14 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 D15 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9/L0 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tippland Horticulture B6 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tippland Horticulture B6 EVO-STIK 0	Simplehuman	G6			Beargrip	H3/J3	Oregon	C5
Traymate Shower Trays	•	D4/D5	ENERGY		Black & Decker	F12/G13	Parasene	A2
Traymate Shower Trays	Tema Living Plus	D4/D5	A-Solar	E7	Block Fast	K8/L7	PAVEFAST	K8/L7
WirquinC9Excel IndustriesF11/G11Bord Na Mona HorticultureB6PlastikenH2/J2DÉCOROsram LightingD2aCenturion EuropeE12Premier HomewaresG6ApplicationsD4/D5PowerlineD2aColm Warren PolyhousesA6ProvidusH3/J3Aqua TechG3/F3CWPA6Rain AwayF11/G11ArrowH3/J3FLOORINGDare To BeB11/C10RedwoodH6/J6Associated HardwareE2Adler Wide Plank FlooringP1Deck-Tite Decking ScewsA13Regatta ClothingB11/C10BergerK6/L5Arbiton ProfilesP1DeWaltF12/G13REN-O-BLOCKK8/L7Blu-TackK4/L3Atlantic Canadian FlooringP1DoscoC3/C4River CollectionP11Bostik IndustriesK4/L3BasmatD7/E9Draper ToolsK7/L6RonsealB1/C1Centurion EuropeE12DS SuppliesD7/E9DT4H3/J3RustinsM1Color ExpertH6Eureka IrelandD7/E9DT5H3/J3SandmasterH3/J6Crown PaintsK6/L5ExcellenceM1Dunlop ProtectiveSanli GardenD3/E6Curust IndustriesG4Floor CareH3/J3FootwearB11/C10ShamrockB6Decor ToolsB1/C1Foxi & Graph InternationalP9ExcellenceM1SilvadecP10DoscoC3/C4Haro Quality FlooringP1Fiskers	· ·	C9	Coreflect	E7	Block-Guard	K8/L7	Pifco	M4
Hilka N1 Boss H3/13 Premier Homewares G6  DÉCOR Osram Lighting D2a Centurion Europe E12 Premier Prepack Hardware M4  Applications D4/D5 Powerline D2a Colm Warren Polyhouses A6 Providus H3/13  Aqua Tech G3/F3 Arrow H3/13 FLOORING Associated Hardware E2 Adler Wide Plank Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10  Berger K6/L5 Arbiton Profiles P1 DeWalt F12/G13 REN-O-BLOCK K8/L7  Blu-Tack K4/L3 Atlantic Canadian Flooring P1 Dosco C3/C4 River Collection P11  Bostik Industries K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B1/C1  Centurion Europe E12 DS Supplies D7/E9 DT4 H3/13 Rustins M1  Color Expert H6 Eureka Ireland D7/E9 DT5 H3/13 Sandmaster H3/13  Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6  Curust Industries G4 Floor Care H3/13 Footwear B11/C10 Shamrock B6  Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10  Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9  Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1  Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8  EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Tirpland Horticulture B8	Winther Browne	D4/D5	Economiser	F11/G11	Bord Na Móna Fuels	В6	Pink Recycling	P11
DÉCOROsram LightingD2aCenturion EuropeE12Premier Prepack Hardware M4ApplicationsD4/D5PowerlineD2aColm Warren PolyhousesA6ProvidusH3/J3Aqua TechG3/F3CWPA6Rain AwayF11/G11ArrowH3/J3FLOORINGDare To BeB11/C10RedwoodH6/J6Associated HardwareE2Adler Wide Plank FlooringP1Deck-Tite Decking ScewsA13Regatta ClothingB11/C10BergerK6/L5Arbiton ProfilesP1DeWaltF12/G13REN-O-BLOCKK8/L7Blu-TackK4/L3Atlantic Canadian FlooringP1DoscoC3/C4River CollectionP11Bostik IndustriesK4/L3BasmatD7/E9Draper ToolsK7/L6RonsealB1/C1Centurion EuropeE12DS SuppliesD7/E9DT4H3/J3RustinsM1Color ExpertH6Eureka IrelandD7/E9DT5H3/J3SandmasterH3/J3Crown PaintsK6/L5ExcellenceM1Dunlop ProtectiveSanli GardenD3/E6Curust IndustriesG4Floor CareH3/J3FootwearB11/C10ShamrockB6Decor ToolsB1/C1Foxi & Graph InternationalP9ExcellenceM1SilvaetineK9Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Tea	Wirquin	C9	Excel Industries	F11/G11	Bord Na Móna Horticulti	ure B6	Plastiken	H2/J2
Applications D4/D5 Powerline D2a Colm Warren Polyhouses A6 Providus H3/J3 Aqua Tech G3/F3 CWP A6 Rain Away F11/G11 Arrow H3/J3 FLOORING Dare To Be B11/C10 Redwood H6/J6 Associated Hardware E2 Adler Wide Plank Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10 Berger K6/L5 Arbiton Profiles P1 DeWalt F12/G13 REN-O-BLOCK K8/L7 Blu-Tack K4/L3 Atlantic Canadian Flooring P1 Dosco C3/C4 River Collection P11 Bostik Industries K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B1/C1 Centurion Europe E12 DS Supplies D7/E9 DT4 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 DT5 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1 Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil True Temper J1/H1			Hilka	N1	Boss	H3/J3	Premier Homewares	G6
Aqua Tech Arrow H3/J3 FLOORING Dare To Be B11/C10 Redwood H6/J6 Associated Hardware E2 Adler Wide Plank Flooring Berger K6/L5 Arbiton Profiles P1 Dewalt Blu-Tack K4/L3 Basmat D7/E9 Draper Tools Centurion Europe E12 DS Supplies D7/E9 D75 D75 D87 D76 D77 D77 D78 D77 D78 D77 D78 D77 D78 D78	DÉCOR		Osram Lighting	D2a	Centurion Europe	E12	Premier Prepack Hardy	ware M4
Arrow H3//3 FLOORING  Associated Hardware E2 Adler Wide Plank Flooring P1 Deck-Tite Decking Scews A13 Regatta Clothing B11/C10  Berger K6/L5 Arbiton Profiles P1 DeWalt F12/G13 REN-O-BLOCK K8/L7  Blu-Tack K4/L3 Atlantic Canadian Flooring P1 Dosco C3/C4 River Collection P11  Bostik Industries K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B1/C1  Centurion Europe E12 DS Supplies D7/E9 DT4 H3/J3 Rustins M1  Color Expert H6 Eureka Ireland D7/E9 DT5 H3/J3 Sandmaster H3/J3  Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6  Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6  Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10  Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9  Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1  Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8  EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1  Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak True Temper J1/H1	Applications	D4/D5	Powerline	D2a	Colm Warren Polyhouses	A6	Providus	H3/J3
Associated Hardware  Berger  K6/L5  Arbiton Profiles  P1  Deck-Tite Decking Scews  A13  Regatta Clothing  B11/C10  Berger  K6/L5  Arbiton Profiles  P1  DeWalt  F12/G13  REN-O-BLOCK  K8/L7  Blu-Tack  K4/L3  Atlantic Canadian Flooring  P1  Dosco  C3/C4  River Collection  P11  Bostik Industries  K4/L3  Basmat  D7/E9  Draper Tools  K7/L6  Ronseal  B1/C1  Centurion Europe  E12  DS Supplies  D7/E9  DT4  H3/J3  Rustins  M1  Color Expert  H6  Eureka Ireland  D7/E9  DT5  H3/J3  Sandmaster  H3/J3  Crown Paints  K6/L5  Excellence  M1  Dunlop Protective  Sanli Garden  D3/E6  Curust Industries  G4  Floor Care  H3/J3  Footwear  B11/C10  Shamrock  B6  Decor Tools  B1/C1  Foxi & Graph International  P9  Excellence  M1  Silvadec  P10  Dosco  C3/C4  Haro Quality Flooring  P1  Fiskers Garden Products  M4  Silverline  K9  Dulux Paints Ireland  G3/F3  Heritage Wide-Plank  Fitt Hoses  B11/C10  Thompsons  B1/C1  Easycare  G3/F3  Engineered Flooring  P1  Fleetwood Decking Oil  D6/E8  Tippland Horticulture  B8  EVO-STIK 007  K4/L3  Hilka  N1  Fleetwood Teak  ITrue Temper  J1/H1	Aqua Tech	G3/F3			CWP	A6	Rain Away	F11/G11
BergerK6/L5Arbiton ProfilesP1DeWaltF12/G13REN-O-BLOCKK8/L7Blu-TackK4/L3Atlantic Canadian FlooringP1DoscoC3/C4River CollectionP11Bostik IndustriesK4/L3BasmatD7/E9Draper ToolsK7/L6RonsealB1/C1Centurion EuropeE12DS SuppliesD7/E9DT4H3/J3RustinsM1Color ExpertH6Eureka IrelandD7/E9DT5H3/J3SandmasterH3/J3Crown PaintsK6/L5ExcellenceM1Dunlop ProtectiveSanli GardenD3/E6Curust IndustriesG4Floor CareH3/J3FootwearB11/C10ShamrockB6Decor ToolsB1/C1Foxi & Graph InternationalP9ExcellenceM1SilvadecP10DoscoC3/C4Haro Quality FlooringP1Fiskers Garden ProductsM4SilverlineK9Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Decking OilD6/E8Tippland HorticultureB8EVO-STIK 007K4/L3HilkaN1Fleetwood Teak OilD6/E8TiriflowB1/C1ExcellenceM1John Dargan & SonsH3/J3Fleetwood TeakTrue TemperJ1/H1	Arrow	H3/J3	FLOORING		Dare To Be	B11/C10	Redwood	H6/J6
Blu-Tack K4/L3 Atlantic Canadian Flooring P1 Dosco C3/C4 River Collection P11 Bostik Industries K4/L3 Basmat D7/E9 Draper Tools K7/L6 Ronseal B1/C1 Centurion Europe E12 DS Supplies D7/E9 DT4 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 DT5 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1 Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak True Temper J1/H1	Associated Hardware	E2	Adler Wide Plank Floor	ing P1	Deck-Tite Decking Scews	A13	Regatta Clothing	B11/C10
Bostik IndustriesK4/L3BasmatD7/E9Draper ToolsK7/L6RonsealB1/C1Centurion EuropeE12DS SuppliesD7/E9DT4H3/J3RustinsM1Color ExpertH6Eureka IrelandD7/E9DT5H3/J3SandmasterH3/J3Crown PaintsK6/L5ExcellenceM1Dunlop ProtectiveSanli GardenD3/E6Curust IndustriesG4Floor CareH3/J3FootwearB11/C10ShamrockB6Decor ToolsB1/C1Foxi & Graph InternationalP9ExcellenceM1SilvadecP10DoscoC3/C4Haro Quality FlooringP1Fiskers Garden ProductsM4SilverlineK9Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Decking OilD6/E8Tippland HorticultureB8EVO-STIK 007K4/L3HilkaN1Fleetwood Teak OilD6/E8TriflowB1/C1ExcellenceM1John Dargan & SonsH3/J3Fleetwood TeakTrue TemperJ1/H1	Berger	K6/L5	Arbiton Profiles	P1	DeWalt	F12/G13	REN-O-BLOCK	K8/L7
Centurion Europe E12 DS Supplies D7/E9 DT4 H3/J3 Rustins M1 Color Expert H6 Eureka Ireland D7/E9 DT5 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1 Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak	Blu-Tack	K4/L3	Atlantic Canadian Floo	ring P1	Dosco	C3/C4	River Collection	P11
Color Expert H6 Eureka Ireland D7/E9 DT5 H3/J3 Sandmaster H3/J3 Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1 Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak Oil True Temper J1/H1	Bostik Industries	K4/L3	Basmat	D7/E9	Draper Tools	K7/L6	Ronseal	B1/C1
Crown Paints K6/L5 Excellence M1 Dunlop Protective Sanli Garden D3/E6 Curust Industries G4 Floor Care H3/J3 Footwear B11/C10 Shamrock B6 Decor Tools B1/C1 Foxi & Graph International P9 Excellence M1 Silvadec P10 Dosco C3/C4 Haro Quality Flooring P1 Fiskers Garden Products M4 Silverline K9 Dulux Paints Ireland G3/F3 Heritage Wide-Plank Fitt Hoses B11/C10 Thompsons B1/C1 Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak True Temper J1/H1	Centurion Europe	E12	DS Supplies	D7/E9	DT4	H3/J3	Rustins	M1
Curust IndustriesG4Floor CareH3/J3FootwearB11/C10ShamrockB6Decor ToolsB1/C1Foxi & Graph InternationalP9ExcellenceM1SilvadecP10DoscoC3/C4Haro Quality FlooringP1Fiskers Garden ProductsM4SilverlineK9Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Decking OilD6/E8Tippland HorticultureB8EVO-STIK 007K4/L3HilkaN1Fleetwood Teak OilD6/E8TriflowB1/C1ExcellenceM1John Dargan & SonsH3/J3Fleetwood TeakTrue TemperJ1/H1	Color Expert	H6	Eureka Ireland	D7/E9	DT5	H3/J3	Sandmaster	H3/J3
Decor ToolsB1/C1Foxi & Graph International DoscoP9ExcellenceM1SilvadecP10DoscoC3/C4Haro Quality FlooringP1Fiskers Garden ProductsM4SilverlineK9Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Decking OilD6/E8Tippland HorticultureB8EVO-STIK 007K4/L3HilkaN1Fleetwood Teak OilD6/E8TriflowB1/C1ExcellenceM1John Dargan & SonsH3/J3Fleetwood TeakTrue TemperJ1/H1	Crown Paints	K6/L5	Excellence	M1	<b>Dunlop Protective</b>		Sanli Garden	D3/E6
DoscoC3/C4Haro Quality FlooringP1Fiskers Garden ProductsM4SilverlineK9Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Decking OilD6/E8Tippland HorticultureB8EVO-STIK 007K4/L3HilkaN1Fleetwood Teak OilD6/E8TriflowB1/C1ExcellenceM1John Dargan & SonsH3/J3Fleetwood TeakTrue TemperJ1/H1	Curust Industries	G4	Floor Care	H3/J3	Footwear	B11/C10	Shamrock	В6
Dulux Paints IrelandG3/F3Heritage Wide-PlankFitt HosesB11/C10ThompsonsB1/C1EasycareG3/F3Engineered FlooringP1Fleetwood Decking OilD6/E8Tippland HorticultureB8EVO-STIK 007K4/L3HilkaN1Fleetwood Teak OilD6/E8TriflowB1/C1ExcellenceM1John Dargan & SonsH3/J3Fleetwood TeakTrue TemperJ1/H1	Decor Tools	B1/C1	Foxi & Graph Internation	onal P9	Excellence	M1	Silvadec	P10
Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak True Temper J1/H1	Dosco	C3/C4	Haro Quality Flooring	P1	Fiskers Garden Products	M4	Silverline	К9
Easycare G3/F3 Engineered Flooring P1 Fleetwood Decking Oil D6/E8 Tippland Horticulture B8 EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak True Temper J1/H1	<b>Dulux Paints Ireland</b>	G3/F3	Heritage Wide-Plank		Fitt Hoses	B11/C10	Thompsons	B1/C1
EVO-STIK 007 K4/L3 Hilka N1 Fleetwood Teak Oil D6/E8 Triflow B1/C1 Excellence M1 John Dargan & Sons H3/J3 Fleetwood Teak True Temper J1/H1	Easycare	G3/F3	Engineered Flooring	P1	Fleetwood Decking Oil	D6/E8	Tippland Horticulture	B8
· ·		K4/L3	Hilka	N1	Fleetwood Teak Oil	D6/E8	Triflow	B1/C1
Fleetwood Decking Oil D6/E8 Kronopol Flooring D7/E9 Timberguard D6/E8 Tuff Cat H3/J3	Excellence	M1	John Dargan & Sons	H3/J3	Fleetwood Teak		True Temper	J1/H1
	Fleetwood Decking Oil	D6/E8	Kronopol Flooring	D7/E9	Timberguard	D6/E8	Tuff Cat	H3/J3



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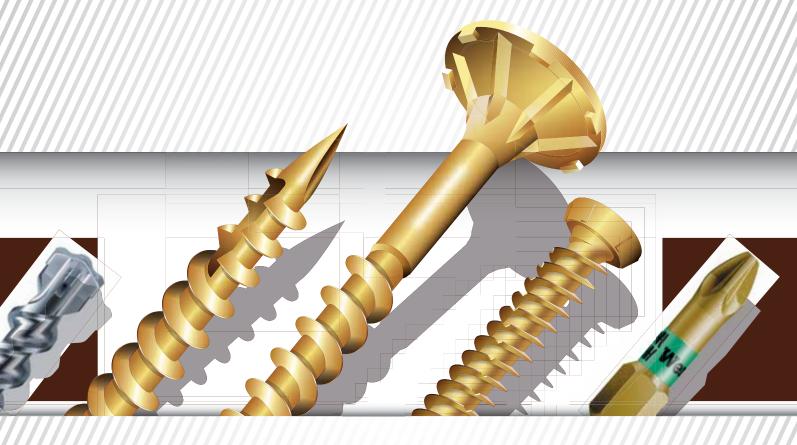
Young Nurseries P2		Bird Brand	С9	Desa Fasteners & Fixin	q	Fiskers Garden Products	M4
•	B10/C10	Biscem	K4/L3	Systems	F12/G13		B11/C10
Westland Horticulture	<b>A</b> 5	Black & Decker	F12/G13	DeWalt	F12/G13	Flair International	F5
Whiteriver Composite D	eckingP1	Blackspur	H6/J6	DFL	H11	Fleetwood Decking Oil	D6/E8
Wogan Distributors	P1	BLAKLADER Workwear	D3/E6	DIAGER	F12/G13	Fleetwood Paints	D6/E8
Worx	K9	Block Fast	K8/L7	Domus	L11	Fleetwood Teak Oil	D6/E8
		Block-Guard	K8/L7	Donal Lynch Hardware	G8	Fleetwood Teak	
HARDWARE/D	DIY	Blu-Tack	K4/L3	Dorma	M2	Timberguard	D6/E8
A-Solar	E7	Bondex	H2/J2	Dosco	C3/C4	Flexothane	B11/C10
Abus Padlocks	D10	Bord Na Móna Fuels	В6	Douglas Decorative Ra	inge G4	Floor Care	H3/J3
Action Can	A13	Bord Na Móna Horticul	ture B6	Douglas Pre-Packed Pr	oducts G4	Flymo	C5
Addax Power Tool		Bosch	M2	Draper Tools	K7/L6	Forgefix	J11
Accessories	H4/J4	Boss	H3/J3	DS Supplies	D7/E9	Fourlakes	J7/J8
Adler Wide Plank Floori	ng P1	Bostik Industries	K4/L3	DT4	H3/J3	Frank Shaw	M2
Air Stream	F11/G11	Burg Wachter	N3	DT5	H3/J3	French Trade Commissio	n P5/P10
Alfra-Eibenstock	B2/C2	Burke Bros Son & Co	A7	<b>Dulux Paints Ireland</b>	G3/F3	Freud	B2/C2
Allgrip Prepacked		Burt Padlocks	M2	Dumalock	D4/D5	G-Man	H3/J3
Products/Protim	H2/J2	C-Tec Ireland	D8/E10	Dumapan	D4/D5	Gardengroom	D3/E6
Alpen	H3/J3	Calor Gas	A9	Dunlop Protective Foo	twear	GB Security Floor Safes	L11
Am-Tech	J5	Canifrance	P8	B11/C10		GEKO	D3/E6
Amalgamated Hardware	e G9	Castle Paints	H5	Duracell Lighting Eco I	HalogenA7	Genesis	B1/C1
Ames True Temper	J1/H1	CCEC Distributors	J5	Duracell Lighting Led	A7	Getwet	D4/D5
Amphora	P5	Cementone	K4/L3	Dycon	B9/C8	Glidden	G3/F3
Applications	D4/D5	Central Key & Hardwar	e Co D10	E1 Flues & Chimneys	F11/G11	Globe Master Tools	M2
Aqua Tech	G3/F3	Centurion Europe	E12	Eagle	F11/G11	GMC	B2/C2
Aquasource Distributors	s P2	Charles Bentley & Son	D1	Easi Gas	F11/G11	Goliath Footwear	J10/H10
Araldite	K4/L3	Chubb	M2	Easi Heat	F11/G11	Gorilla Glu	B1/C1
Arbiton Profiles	P1	Citadel Padlocks	D10	Easi Plumb	F11/G11	Gorilla Glue Europe	Н8
Arc Building Products	B1/C1	Clarke T W	N3	Easycare	G3/F3	Gorilla Superglue	Н8
Ardenbrite Exterior Gold	d PaintG4	Classic Hardware	M2	Ecofrego	E2	Gorilla Tub	N1
Arro	E2	Clean Sweep	F11/G11	Economiser	F11/G11	Green Blade	H6/J6
Arrow	H3/J3	Color Expert	H6	EPT (Irl)	J7/J8	Green Canteen	E7
Arrow Fasteners	M2	Conmetall	H2/J2	Era	L11	GreenFX	D7/E9
Ashley	H6/J6	Contech Building Produ	ucts F7/G7	Estamp Cabinet Handl		Greenworks	D3/E6
Ashtown Trading	M4	Copydex	M3	Eureka Ireland	D7/E9	Gripfill	B1/C1
Assist	F11/G11	Coreflect	E7	Euroshowers	D4/D5	GroWise	В6
Associated Hardware	E2	Crinox	F11/G11	Eurostick	L11	GT7	F7/G7
Astonish	E2	Cromar	B1/C1	Everbuild Building Pro		Guide Gloves	F2/G2
Atlantic Canadian Floor	0	Crompton Ironmongery		Eveready	В3	Gunther	B1/C1
B & G Limited	D4/D5	Crown Paints	K6/L5	EVO-SPORT	K4/L3	Gyproc and Isover Irelan	
Bahco	D3/E6	Crown Trade	K6/L5	EVO-STIK 007	K4/L3	H R Handtools	K9
Ban Dearg Ventures	A10	Cuprinol	G3/F3	Evolution	B2/C2	Haceka	D4/D5
Barman	H3/J3	Curust Industries	G4	EVT	B1/C1	HallsBeeline	M4
Barry Group	В7	CWP	A6	Excel Industries	F11/G11	Hamatt Matts	M2
Bartoline Fillers/Adhesiv		D C Long	E12	Excellence	M1	Hamble Distribution	H6/J6
Basi	N3	D-flex	H3/J3	EXCESS	J10/H10	Hammerite	G3/F3
Basmat	D7/E9	Dare To Be	B11/C10	Exitex	M2	Hanson	A2
Basta Locks	D10	Dargan Tools	H3/J3	Expandet Fixings	M2	Harewood International	K5/L4
Beargrip	H3/J3	Davenport Burgess	L11	Expert Hardware	K1	Haro Quality Flooring	P1
Beaufort Plastics	B7	David Fallon	F8	FAC Safes	L11	Heller	K9
Bekina	J10/H10	Deck-Tite Decking Scev		Falcom	J7/J8	Heller Drill Bits	H2/J2
Benco Key Accrssories	D10	Decor Tools	B1/C1	Fascut	H2/J2	Henderson Hardware	H2/J2
Berger	K6/L5	Decotec	D4/D5	Feltguard Floor Protec		Henkel Ireland	M3
Big Cheese	E2	Delph Centre	P4	Fibertech	F11/G11	Heritage Brass Door	
Big Wipes	B1/C1	Dencon	A2	FirmaHold Collated Na	nils H4/J4	Furniture	M2

Heritage Fireside	В7	Limit Measuring	F2/G2	Perry Hinges	M2	Rust-Oleum X1Technic	al
Heritage Wide-Plank		Lithofin	K4/L3	Pestclear	H2/J2	Sprays	B9/C8
Engineered Flooring	P1	Loctite	M3	Peterson of Dublin	E7	Rustins	M1
Hi-Tec Sports UK	A6a	Lowe & Fletcher Cam L	ocks D10	Pfaffenhain Euro Cylinde	ers D10	Sabichi Homewares	G6
Hilka	N1	Lowe Rust Primer	G4	Piction	D4/D5	Sadolin	K6/L5
Hitachi OPE	B2/C2	Luckyline Key Accessor	ies L11	Pifco	M5	Sanbra Fyffe	F6
Home Trends	K12	Luna Tools and Machin	es F2/G2	Pink Recycling	P11	Sandmaster	H3/J3
Homevalue	E2	M Donnelly & Co	К9	Pinkgrip Dry Fix	K8/L7	Sandtex Retail	K6/L5
Hose Carts & Fittings	B11/C10	Macpherson	K6/L5	Plasti-Kote	K4/L3	Sandtex Trade	K6/L5
Hozelock	D3/E6	Magnum	A6a	Polycell	G3/F3	Sandmaster	H3/J3
HYDROWEAR	J10/H10	Makita Power Tools	D3/E6	Polypal	M6	Sanli Garden	D3/E6
IFAM Padlocks	L11	MANAX	D3/E6	Powerline	D2a	Sasta Hardware	L1
Ilco Unican Digital Door		Mansion Fireside	В7	Powerman	B1/C1	Scheppach	B2/C2
Locks	D10	Map Vents	M2	Powermaster	M4	Screw-Tite	A13
Imperial Abrasives	C9	Mapo	B2/C2		F12/G13	Scruffs	В7
Indoors	D4/D5	Mark	H6	Premier Homewares	G6	Scully. ie	J10/H10
IQ Supplies	F2/G2	Marsan Industrial SA	A3	Premier Prepack Hardwa		Seadec	P1
Irish International Tradi	•	Mascot International	B11/C10	Presto Drill Bits	M2	Sealskin	D4/D5
Corporation	B4	Master Lock	D3/E6	Prisma	F11/G11	Securefast	L11
Irish Wire Products	H7	Maun	N3	Pritt	M3	Securikey Safes	D10
Irwin	D3/E6	MAX6MUM SECURITY		Proline	C9	Securit	A2
Iseo Cylinders	M2	McCulloch	C5	Prostar Drill Bits	M2	Sellotape	M3
J B Key Co	L11	McQuillan Wholesale	B2/C2	Protex	F11/G11	Sentry Fire Safes	D10
J C B	M4	Mercer Leisure	A12	Protim	H2/J2	Shamrock	В6
Jadd Gatekeeper	L9	Meroni Cam Locks	D10	Protool Ireland	N1	Shower Line	F11/G11
Jefferson Tools	D9/E11	Metabo	B2/C2	Providus	H3/J3	SHS Sales & Marketing	
Jewel Blade	N3	Metalworks	F2/G2	Pur7	F7/G7	Sievert	D3/E6
Jeyes Fluid	B1/C1	Metlex	D4/D5	Pur7 Plus	F7/G7	Sigma	H2/J2
JMA Key Cutting Machi		Mewett	H3/J3	Qualtz	B1/C1	Sikkens	G3/F3
John Dargan & Sons	H3/J3	MF Catenificio	N3	,	F11/G11	Silvadec	P10
John Murphy (Castlerea		Mirka	B2/C2	Rawlplug Fixings	K3/L2	Silverline	K9
John Stafford & Sons	N1	Moda	G3/F3	Rawlplug Ireland	K3/L2	Simple Green	K9
Joma Postboxes	L11	Momento	F2/G2	Rawlplug Staples	K3/L2	Simplehuman	G6
KABA Digital Door Lock		Monitor	F2/G2	Redwood	H6/J6	Simplex Code Locks	D10
Kamco Supplies	B5	Monolan Engineered F	•	o o	B11/C10	Simpson Strong Tie	H2/J2
Kendo	H6/J6	Morse	N3	Reisser (Irl)	J11	Smartbel, DFE	H11
Kevron Key Tags	D10	Morse	A13	Reisser Accessories	H2/J2	Snickers Workwear	F10/G10
Key Line Key Cutting Eq	luipment	MOSS-AWAY	K8/L7	REN-O-BLOCK	K8/L7	Solvite	M3
L11	DO/E/	Mustang	H3/J3	Rhino Industrial	N5	Soparco	P6
Kidde Alarms	D3/E6	N & C Enterprises	P11	Rigamonti Chain	M2	SOS	D4/D5
Kilwaughter-Cork K Lan	idscapes	National Hardware	E2	Rito	K4/L3	Spax	H7
K10	11/7//	New Tech Adjustable	MO	River Collection	P11	Spax Screws	M2
Kingavon	H6/J6	Shelving	M2	Roll & Stroll	K8/L7	Spid	N3
Knipex	K6/L6	Nilfisk	A4	Rolson	D3/E6	Spillane & Gravel P3a	D2/F/
Konig Chain	D10	No More Nails	M3	Ronis Locks	D10	STABILA	D3/E6
Kronopol Flooring	D7/E9	NORD-LOCK	F12/G13	Ronseal	B1/C1	Stadium Vanta	D3/E6
L Brador Workwear	F2/G2	Nuova Battipan	B2/C2	Roof7 Roof Repairs	F7/G7	Stadium Vents	M2
Langlow	B1/C1	Oakland	E2	Rotherly Tube	M2	Stanley	D3/E6
Laybond	K4/L3	Olympic Fixings Ireland		Rothwell Industries	F9	Stanley Adhesives/Fille	
Leatherman	E7	Osram Lighting	D2a	RST	N3	& Sealents	F9
Led Lenser P7 Torch	E7	Palace	B1/C1	Rust-Oleum CombiColor	B9/C8	Stanley Decorating	M4
Lee Cooper Workwear	J7/J8	Paprika Design	M7	Rust-Oleum Painters	DOICO	Stax Trade Centres Plc	A2
Leitinger Solid Flooring		Parasene Gas	M2	Touch	B9/C8	Sterling Security	D10
Lenox	K9	Paslode	F12/G13	Rust-Oleum Universal	DO/CO	Stove Care	F11/G11
Liffey Distributors	C5	PAVEFAST	K8/L7	All-Surface Paint	B9/C8	Supa	A2

Super7 Super Glue	F7/G7	Wagner	D3/E6	SHS Sales & Marketing	K11	Regatta Clothing	B11/C10
Sureseal Putty/PVA Adhe		Weathershield	G3/F3	Simple Green	К9	Scully. ie	J10/H10
Surestep	A1	Wera	J11	Stanley Adhesives/Filler		Snickers Workwear	F10/G10
SX	B1/C1	Wes-Chem Products	N2	& Sealents	F9	Targetdry	N7/N8
T I Midwood & Co	H4/J4	WeSolve	A1	Stove Care	F11/G11	Treesco	P7
Tala Tools	D3/E6	Westaro Hosing	B10/C10	Tala	A2	Westaro Hosing	B10/C10
tec-bond	K4/L3	Whiteriver Composite [	•	TCS Imports	E4	Zekler Protective Eyew	ear F2/G2
Tec7 Filler	F7/G7	Winther Browne	D4/D5	Tri-Circle Padlocks	M2	,	
Technik	K4/L3	WM Faulks	N1	Tuff Cat	H3/J3	SERVICES	
Technomax Safes	D10	Woca Wood Floor Oil	P1	Varian & Co	L10	Agility Software	A11
Tegral Building Products		Wogan Distributors	P1	Victorinox Swiss Army R	Knives E7	Hardware Association	7111
Tema	D4/D5	Wood Mouldings	M8	LIGHIOENANDE	•	Ireland	J12/H12
Tema Living Plus	D4/D5	Woodster	B2/C2	HOUSEWARE			
Tengtools	F2/G2	Worktops.ie	D4/D5	Amphora	P5	Intact Software	K2
Terry Hose Clips	H2/J2	Worldwide	A2	Associated Hardware	E2	Merchant	M10
Tessi	G4	Worx	К9	Barry Group	В7	Ohra Regalanlagen GN	
The Specialist Group	A8	XL Fire Cement	G4	Beaufort Plastics	В7	Over and Above	L8
The Toolbank Group	M9	Zekler Protective Eyewe	ear F2/G2	Blue Canyon Bathroom		RNH Solutions	M10
Thermomix I	F11/G11			Accessories	G8	RST Key Blanks	D10
Thompsons	B1/C1	HOME		Blue Canyon Textiles	G8	Silca Key Blanks	D10
Thor Hamer	N3	Alpen	H3/J3	Bonita Oil Cloth	G8	The Hardware Journal	J12/H12
Thorsman	H2/J2	Am-Tech	J5	Donal Lynch Hardware	G8	UBuildPro	N4
TIMco Screws & Fixings	H4/J4	Arrow	H3/J3	Heritage Fireside	В7	WEEE Ireland	N6
Tinsley Wire	B4	Ashley	H6/J6	Home Trends	K12		
Tippland Horticulture	B8	Assist	F11/G11	Homevalue	E2		
Toggler Fixings	M2	Barman	H3/J3	Mansion Fireside	В7		
Toolpak	N7	Beargrip	H3/J3	Nightwatcher,, DFE	H11		
Treesco	P7	Burt Padlocks	M2	Paprika Design	M7		
Tri-Circle Padlocks	M2	CCEC Distributors	J5	Premier Homewares	G6		
Triflow	B1/C1	Centurion Europe	E12	G6			
Trojan Decorative Solid		Charles Bentley & Son I	Ltd D1	Sabichi Homewares	G6		
Timber Floor Profiles	D7/E9	D-flex	H3/J3	Simplehuman	G6		
Trojan Floor & Accessorie	es D7/E9	Delph Centre	P4	Smartbel	H11		
Trojan Multifloor	D7/E9	Dosco	C3/C4				
True Temper	J1/H1	DT4	H3/J3	OUTDOOR			
Tubtrugs	N1	DT5	H3/J3	Bekina	J10/H10		
Tucks Fasteners & Fixings	sF12/G13	Excellence	M1	BLAKLADER Workwear	D3/E6		
Tucks O'Brien	D3/E6	Feltguard Floor Protecti	ion M2	Dare To Be	B11/C10		
Tuff Cat	H3/J3	Floor Care	H3/J3	David Fallon	F8		
UAP Limited	H9/J9	G-Man	H3/j3	Dencon	A2		
UAP TradeLocks	H9/J9	George East	A2	Dunlop Protective Footy	wear		
Unger	E2	Green Canteen	E7	B11/C10			
UniBond	M3	Hamble Distribution	H6/J6	EPT (Irl)	J7/J8		
Union Lock	M2	Henkel Ireland	M3	EXCESS	J10/H10		
United Hardware	E2	John Dargan & Sons	H3/J3	Fourlakes	J7/J8		
UNO	G3/F3	M Donnelly & Co	К9	Goliath Footwear	J10/H10		
USH	A13	Mason Cash	A2	Guide Gloves	F2/G2		
Valspar	G3/F3	Mustang	H3/J3	Hi-Tec Sports UK	A6a		
Varian & Co	L10	Nilfisk	A4	HYDROWEAR	J10/H10		
Varo Power Tools	M2	Peek Polish	M2	Kamco Supplies	B5		
Vents UK	M2	Peterson of Dublin	E7	L Brador Workwear	F2/G2		
Victorinox Swiss Army Kr	nives E7	Power Batt Batteries	M2	Lee Cooper Workwear	J7/J8		
Viro Locks	D10	Rothwell Industries	F9	Mac In a Sac	N7/N8		
Vitrex Tiling Tools	M2	Rustins	M1	Magnum	A6a		
Vufold	D4/D5	Sandmaster	H3/J3	Mascot International	B11/C10		

# 

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# HAII CLIPBOARD



#### **New President takes office and Council elects Executive Board**

**Paddy Kelly became** the 31st President of Hardware Association Ireland at the inaugural meeting of the new National Council which took place in January. In accepting the chain of office from immediate past President, Brendan Maher, Paddy complimented Brendan's presidency and the very impressive work programme undertaken over his term of office.



Paddy commented: "We have gone through very difficult times, and I trust that the future will be brighter for all of us. We in the Association are ready to take a leadership role in this regard."

He also referred to *The Hardware Journal*, the HAI's new publication, which he said was developed as a major communication tool not just for HAI members, but for all involved in the hardware sector.

In referring to the Hardware DIY Home Garden Show, Paddy reminded members of the great opportunity it affords all sectors of the industry. He encouraged all owners, buyers and staff to attend.

The show will be a very important part of what we do

through the year to build relationships and identify new sales opportunities.

In conclusion, Paddy said: "Hardware Association Ireland has never been more relevant or more important. As the market gets tougher and competition stronger, your association is the conduit through which information passes to and from members. The strength of any association is in the support given to it and I have been heartened by the kind words and support I have received since I have taken on the presidency. Let us all work together for the good of the whole trade".

The 32-member National Council also elected Hugh O'Donnell, Amalgamated Hardware, as Vice-President and Alex Taylor, Uppercross Enterprises as Honorary Treasurer. Eight other board members were elected for the 2013-2014 term (see right).

The Council proposed several issues to be prioritised during the two-year period and the board will address same at its first meeting in February.

#### **HAI Board of Directors**

Paddy Kelly, President HAI

Managing Director, Tegral Building Products

**Hugh O'Donnell, Vice President HAI**Chief Executive, Amalgamated Hardware

Alex Taylor, Hon Treasurer HAI

Sales Manager, Uppercross Enterprises.

**Brendan Maher, immediate Past President HAI**General Manager, McDonogh Trade Centre Ltd.

Jim Copeland, Chief Executive HAI

Kieran Burke

Purchasing Director, Grafton Merchanting ROI

Charlie Hamilton

Managing Director, Canadia Distributors

Paddy Kingham

Managing Director, Daly Brothers N/E Ltd

John Murphy

CEO, Allied Merchants Buying Association

**Kevin Myers** 

Purchasing Officer, Dairygold Agribusiness

Seamus O'Donoghue

Sales Director, Dulux Paints Ire Ltd.

John Phelan

Proprietor, J Phelan & Co (Durrow) Ltd

**Paul Thompson** 

Chief Executive Officer, Associated Hardware Ltd.

#### Nationanal Council Members 2013 - 2014

Paul Thompson, Associated Hardware plc; Adrian Carolan, B & G Ltd; Charlie Hamilton, Canadia Distributors Ltd, David Baker, Decwells DIY Ltd; Seamus O'Donoghue, Dulux Paints Ire Ltd, Kieran Burke, Grafton Merchanting; John Stone, National Hardware Ltd; Paul McCormack, Rawlplug Ire Ltd; Alex Taylor, Uppercross Enterprises Ltd; Hugh O'Donnell, Amalgamated Hardware Ltd; John Burke, Burke's Hardware & DIY Ltd; Michael Doyle, M P Doyle Ltd; Senan Foley, Glanbia Agribusiness; Dermot Kehoe, Kehoe Dermot, Supply & DIY; John Phelan, J Phelan & Co (Durrow) Ltd; Paddy Kelly, Tegral Building Products Ltd; Niall Nugent, Ames True Temper Ltd; Sean Burton, Sean Burton Hardware; John Webb O'Rourke, Cahill Homevalue Hardware; Michael Cunningham, Michael Cunningham Hardware; Austin Curran, Topline Currans; Kevin Myers, Dairygold Agri Business Ltd; Seamus Reynolds, Morris Builders Providers Ltd; John O'Dwyer, John O'Dwyer Builders Providers; Paddy Kingham, Daly Brothers N/E Ltd; Jimmy Donoghue, Donoghue's Hardware; Heather Graham, Maurice Graham Ltd; Tim Lodge, Lodges Arro; Brian Wogan, Wogan Distributors; Padraic McGuinness, Albany Home Décor; John Murphy, Allied Merchants Buying Association; Senan Monaghan, Thomas Archer (Ballina) Ltd; Michael Guilfoyle, Connacht Gold Co-Op; Brendan Maher, McDonogh Trade Centre Ltd; Cillian Molloy, John Murphy, Castlerea Ltd.

Jim Copeland, Chief Executive and Director, HAI

# HAII CLIPBOARD



#### Late payment a 'live' issue

With the late payment of invoices continuing to have a negative impact on all Irish SMEs, including businesses in our sector, HAI has been working hard to impress upon Government the importance of implementing prompt payment legislation.



Minister for Small Business, John Perry TD.

Latest statistics for Europe point to late payments of €340 billion, more than double the EU's total 2012 budget. Up to 57% of businesses in Europe have experienced liquidity problems because of late payments while it is estimated that 2.8% of total turnover was lost in Ireland in

2012 for the same reason.

To help tackle the problem the European Commission has developed the Late Payment Directive 2011/7/EU. HAI, in supporting the general thrust of this initiative, says that sustainable jobs, and promoting growth, should be top of the EU agenda and a core strategy for Ireland's Presidency of the Council of the European Union.

An information campaign will commence shortly which will see similar seminars take place across the country. The emphasis will be on ensuring that SMEs in particular know their rights, and how best to make use of them.

Changes to current Prompt

 Public authorities must pay for the goods and services that they procure within 30 days or, in very exceptional circumstances, within 60 days;

Payment Legislation include:

"In my role as Minister for Small Business and as SME Envoy for Ireland, I see at first hand the harm being done to Irish businesses, particularly SME's, as a result of their invoices not being paid on time."

To raise awareness of the problem in Ireland and to encourage early implementation into national law before the deadline of 16 March 2013, HAI took part in an information seminar in Dublin recently where key Irish stakeholders, SMEs and business leaders learnt of the current legal framework of the Directive.

- Contractual freedom in businesses commercial transactions: Enterprises should pay their invoices within 60 days, unless they expressly agree otherwise and if it is not grossly unfair to the creditor;
- Businesses will automatically be entitled to claim interest for late payment and will also be

- able to obtain a minimum fixed amount of €40 as compensation for recovery costs. They can also claim compensation for all remaining reasonable recovery costs;
- The statutory interest rate for late payment is increased to at least eight percentage points above the European Central Bank's reference rate. Public authorities are not allowed to fix an interest rate for late payment below this threshold;
- Businesses can challenge grossly unfair terms and practices more easily before courts;
- More transparency and awareness raising: Member States must publish the interest rates for late payment so that all parties involved are informed:
- Member States are encouraged to establish prompt payment codes of practice;
- Member States may continue to maintain or to bring into force laws and regulations which are more favourable to the creditor than the provisions of the Directive.

The new measures are optional for businesses, insofar as they acquire the right to take action but are not obliged to do so. In some circumstances, a business may wish to extend the payment period for some days or weeks to keep a good commercial relationship with a specific client.

However, the new measures are obligatory for public authorities. They should lead by example and show their reliability and efficiency by honouring their contracts.

#### **Regional Shadow-Economy Liaison Groups**

**Hardware Association Ireland** has represented members' interests throughout the past year on regional shadow-economy liaison groups, chaired by the Revenue Commissioners, and including the Department of Social Protection, the National Employment Rights Agency and other Government departments and trade sector representative groups.

These groups provide a forum for the business community and others to exchange views and provide insights to Government agencies into hidden economy activities within the regions. Meeting quarterly or more regularly if required, they feed information back to the National Hidden Economy Monitoring Group.

Members within the four regions of Dublin, East and South East, South West and the BMW region (Border, Midlands and West), have participated in these groups and put forward the sector's views on illegal trading, misuse of legitimate VAT numbers, unlicensed and unregistered enterprises, etc.

Feedback from members is welcome to Jim Copeland at info@hardwareassociation.ie







# GARDEN – KNOWLEDGE DEFICIT MUST BE ADDRESSED!

#### by Joseph Blair

Every year at GLAS and the National Plant Fair you will find representatives of the multiples strolling along the aisles with their linkman to growers, and the wider trade gardening sector in Ireland. The multiples make a big deal of the plants that are sourced via these Irish nurseries, as they know that their customers want to support locally-grown and locally-produced plants or products

ponsors of grow your own organisations and initiatives have also identified that by associating with these influential GIY'ers they are seen to have closer links to groups in the community that are trusted for their expertise and advice. On top of this, their association with consumer garden events such as BLOOM gives them all-round exposure to their target demographics in garden retail.

Garden retail is an important part of the bottom line for the multiples – and the wider DIY/hardware sector across Europe and in Ireland – as a battle continues to take place between the traditional garden centre, online retailers/clicks and bricks, and traditional hardware retailers who are now looking to the sector for growth and expansion.

The reason for this is obvious. Importantly for the hardware sector, most garden-related buys tend to be project driven which opens up many opportunities for cross-selling of related products other than plants. It also exposes these garden project-driven customers to many other areas of DIY, increasing the overall spend per visit.

# Understand what is happening online

Before a sale happens at your store in the garden centre and outdoor living categories, it is quite likely that the customer did the initial product research online, where there is a mammoth battle taking place for consumers' hearts, minds and Euro.

Research studies and resulting statistics point to some clearly-identifiable patterns. For instance, online searches for information related to BBQs start on a Friday evening and begin to ease off by the Sunday afternoon of that weekend. On the other hand, searches for paving products tend to intensify on a Monday evening and fall off by the Thursday afternoon of the same week.

The BBQ search can be related to weather patterns showing sunny periods resulting in a search online and then an impulse trip to the garden centre/hardware store. Having spent time in the garden barbecuing, the customer has decided that they really must do something about the overall landscaping, resulting in a much more considered research period around items such as paving.

You can utilise this online search and

consumer habits data to be better prepared for what type of products will be in demand, and when your customers will require them. Engagement online to make a sale can be time-consuming and costly. Yes, spend some time, but not at the expense of the customer who actually comes through your door.

#### **Customer service**

Make sure you/a staff member approaches the customer with the view that the customer is king. Yes, you've heard it all before but if you can't convey that to the customer then get out of retailing, especially garden retailing. In general plants just want to, and will, grow. It's all the sundries that tend to complicate it for the customer.

Don't try to be what you are not. Using certain garden products as space fillers or carrying too many product lines will not make you look more knowledgeable. Consumers in general want simple choices of products. Giving them ten ways to feed a lawn, when one or two will do, can lead to them walking away confused, resulting in lost sales. You can go some way to mitigating what you may lack in staff resources or knowledge by having the right range of products. How do you go about achieving that?

#### The right product mix

Buying groups are important, not just in terms of pricing competitiveness but also in their expertise. Also, is the range you are carrying a good fit for your own demographic? Keep an eye out for "head scratchers" in your garden section and actively engage with them to test your product portfolio. KISS (keep it simple stupid) is an overused marketing term but in the garden category its importance cannot be overstated. Less choices can, and should, result in more sales. This is especially true if you deliver the expert advise your customer needs in a simple manner, whether spoken or through good but minimal signage.



It is important to understand that most garden-related buys are project-driven and, as such, offer excellent cross-selling opportunities. It is not just about the lawn, the flower borders, the hanging baskets, and related feeds and treatments. It is a lifestyle aspiration that includes decking, patios, garden furniture, ornamental pieces, lighting, etc.



In general plants just want to grow, and will grow. It's all the sundries that tend to complicate it for the customer.



Exotic plants can be a very attractive showcase opportunity and there is definitely a market, if somewhat limited, for them. However, remember that here more than ever you need a knowledgeable staff member constantly on hand to advise customers.

#### **Nursery suppliers**

A good relationship with a commercial nursery is also important. Consider using one or two trusted sources for your whole plant range, even though they may not carry the whole range you require. Tap into their skills as plant experts.

The growers themselves often know where to source the whole range at the right quality and price. Agreeing favourable or fair payment terms with them will mean that all of the best growers will want to supply your business. This in turn will result in a reputation for your store as a "go to" destination for quality plants.

#### Knowledge or service deficit?

It is vital that you have fully-trained, knowledgeable staff in the garden sector of your store. Emerging evidence suggests that the perceived (or real) gardening knowledge deficit of the hardware sector is slowly being addressed.

Jimi Blake of Huntingbrook Gardens, Co Wicklow, who runs a popular "PlantsPerson" course, has noted increased demand for his courses from what he describes as "non-traditional"

plant retailers. They wish to improve staff knowledge over and above what they can read on a plant label. So, garden centres can no longer claim that they have the most well-trained or knowledgeable staff.

While that may indeed be the emerging trend, I have to admit that I have never been approached in the garden area of any hardware/DIYstore by a staff member looking to see did I need any assistance. We have carried out "Secret Shopper" expeditions for hardware clients before, but you tend to know what the result will be.

If you are lucky enough to find someone in the garden area, they are likely to be busy stocking or watering, if they have not already been called to another unrelated section of the store. More than once I have found myself assisting the potential customers of these stores who are just desperate for help and really want to spend.

#### Improving knowledge

How do you improve your horticulture expertise? Today's customer is definitely more knowledgeable in many areas of

gardening and growing food, as a guick search on their smart phone will quickly fill them in on what they need to know. What is still powerful is the personal recommendation from a member of staff or a local GIY or allotment group.

Have a staff BBQ or garden visit event for your employees. Identify personnel skills/passions for such as indoor or outdoor plants, GIYing or hard landscape projects. You will generally find that you actually have an all-round gardening and growing knowledge base between all of your staff members. If you are taking on new product lines get staff to trial the products at home themselves.

Another idea is to donate tools and seeds to a local GIY group and ask for reviews back from the members? This can prove just as powerful for your business as a "trip advisor" is to the foodies. Think of "recommended by" stickers or posters highlighting these staff or groups whom your customer can really relate to. Partnering with a local designer, landscaper or allotment to offer weekly "How To" clinics will also increase your reputation as a trusted source for gardening information.

One other important option is to offer a meaningful internship to someone you believe has the ability to develop the category and increase turnover along with profitability. You will be surprised at the quality of people who are actually out there and applying for places on the Internship Scheme. Selecting the right person who is passionate about gardening may actually mean that there is a real job there for them at the end. You in turn end up with a real expert on the staff.

#### **Trends**

Trends, in my opinion, are a dime a dozen. The basic building blocks of a good gardening or growing experience are quality and range at the right price. A visit to GLEE Birmingham to see what the manufacturers are bringing down the line can be useful but leave the chequebook at home. What looks like

a good deal during the sophisticated presentation at the show may not be a good fit for your business.

Trust your plant suppliers and garden distributors who put a lot of time and energy into making sure that what they get you to stock will also be what's being talked about on the influencing TV shows and magazines. More importantly, look at the existing customer who is walking through the door. Ask them why they come to you and not the local garden centre and, what you could do to make them even happier. That's your very own trend and one that you can control and develop.

Don't be in a rush to clear out those shelves at the first sign of a bad summer. To compete with the local garden centre the engagement with your customers should be year 'round, and show that you have a commitment to the category.

To end, get serious about garden retailing ... don't be just another wannabe in this flourishing and exciting DIY/hardware category?

#### **Exciting innovations from Whelehan Gardening**

With the biggest brands in plant feeding, Whelehan Gardening expects its latest product innovations to drive real category growth. Quite a number of new products are set to come on stream with Miracle-Gro® Flower Magic™ set to make a major impact.

Miracle-Gro® Flower Magic™ is a unique blend of flower seeds, coir compost and Miracle-Gro plant food, all in an easy-to-use shaker pack. Simply shake out and water in, on beds, borders, pots and planters, for beautiful colour in the garden.

Miracle-Gro® Flower Magic<sup>™</sup> has undergone rigorous R&D testing and the results

point to increased and continuing

In the grass and seed category, the innovative Miracle-Gro® Patch Magic® will inspire new and existing consumers to discover the joys of growing beautiful flowers

To support the product ranges and drive consumer interest further, Whelehan Gardening plans a powerful TV advertising campaign, in addition to clever in-store POS material.

Contact: Whelehan Gardening. Tel: 01 - 468 8900; web: www.whelehangardening.ie









**Whelehan Crop Protection & Gardening Divisions** 

Suite 10 Bunkilla Plaza, Bracetown Business Park, Clonee, Dublin 15

Tel: 01-468 8900 Fax: 01-836 2271

www.whelehangardening.ie

#### Ronseal Woodland Trust colours

**In conjunction with** the Woodland Trust, Ronseal has created 12 naturally-beautiful colours that can be used on a wide variety of garden wood including sheds, furniture and pergolas.

In keeping with the top garden colour trends of soft greens and muted tones, the range of shades includes Fern, Seagrass and Wood Sage, as well as a few new additions to the range with Elderflower and English Oak.

The fade-resistant formula will provide three years of colour protection with the waxenriched formula delivering protection from the elements. It is also fast-drying (one to two hours), rainproof, and has been specially designed to ensure that it won't crack or peel.



Ronseal Woodland Colours is available in 750ml, 2.5litre and 5litre sizes across all 12 colours. In adition, for every tin sold, 25p is donated to the Woodland Trust, the UK's leading woodland conservation charity responsible for planting trees, planting woods and inspiring people to enjoy the nature on their doorstep.

Contact: Denis Murphy, Ronseal (Ireland). Tel: 01 – 294 4009; Mobile: 087 – 256 0601; email: dmurphy@ronseal.ie

#### **Dulux Garden Shades**

Latest market research and trend indicators confirm that colour for garden woodcare is the fastest-growing area of the garden woodcare category.

In March 2013 Cuprinol will launch the market's most comprehensive range of garden woodcare colours under the Garden Shades brand. As part of the Dulux brand portfolio, Cuprinol Garden Shades draws upon a wealth of colour expertise to lead the way forward in garden colour.

With a 360 degree support campaign, consumers will be inspired to brighten their gardens with colour in 2013. The full range includes testers, along with 13 ready-mix colours in 1L and 2.5L pack sizes. Special deals will also be on offer.



For retailers into colour mixing, Dulux's "hero" product of the season is the new 2.5L colour-mixing base. This allows retailers hold minimum stock and make maximum margin while offering consumers 26 colours from the Garden Shades range.

Contact: marketing@dulux.ie; www.dulux.ie

# THE HARDWARE JOURNAL By Pat O'Riordan, **Polor Solutions** Services

Contact Pat O'Riordan, Tel: 087 - 238 0102; email: pat@stocklosssolutions.ie or Paul O'Leary, Tel: 087 - 957 3998 email: poleary99@eircom.net

# Want a free cash injection?

Better stock management, coupled with reduced shrinkage and the elimination of internal and external theft equates to a significant free cash injection from your own resources

As we face into a new year, retailers will continue to face on-going challenges in the marketplace. With those challenges in mind, they must monitor and control all aspects of business, but especially stock and security management, which are two of the most important elements.

There are a number of companies specialising in this area, Polor Solutions Services being a case in point. They contend that a strategic analysis of current stock levels, combined with disciplined security measures, can result in:

- Improved margins;
- · Improved cashflow;
- · Less stock shrinkage and theft
- Tighter internal controls;
- Cash procedures and controls;
- Improved stock management;
- · Peace of mind.

#### Stock management

Stock management is one of the three key components of working capital and significant cost savings can be made by focusing on this aspect of the business.

The core objectives of good stock management are:

- To maintain stock levels for proper quality service;
- To increase profit by the control of stock loss/theft:
- Proper checking in of goods inwards;
- · Elimination of damage and breakages. Throughout 2012 a number of interesting articles were written on why retailers should concentrate on better practices in stock management. One of the leading accountancy firms stated the following: "Retailers, who may have already sought to cut costs, should think about looking to preserve margins by

addressing the causes of stock loss within

Research has found that retail companies estimated stock loss to be anything up to 3% of revenue. Furthermore, it was found that most retailers believe that most of shrinkage in their business is due to theft. However, the perceived causes of shrinkage may not be the actual underlying cause of shrinkage, as errors in the design and implementation of stock control



their business".



processes, which can be actively managed, may be just as important as direct theft.

In the Autumn of 2012 evidence from surveys by Retail Ireland indicated that over half a billion euro worth of stock is stolen every year in businesses in Ireland. The survey also found the following:

- 52% of all retailers have experienced an increase in crime in the last two years;
- Eight out of ten members of staff steal;
- · Nearly half the retailers have experienced theft of cash from their premises:
- 39% have experienced theft of stock by employees.

The challenge is how to address this. The experience of Polor Solution Services highlights the following:

- (1) Controlling stock shrinkage can improve cashflow by up to 3%;
- (2) Poor ordering patterns and poor purchasing controls will drive inventory

- levels upwards. So, it is important to have a very accurate replenishment process. Cost savings of up 20% can be realised through addressing this issue of inflated inventory;
- (3) Controll of obsolete and slow-moving stock is vital as up to 20% of stock can be older than 365 days. Such obsolete stock can be a drain on company profitability in terms of the cost of ownership;

An indication of the cost savings that are possible in a business with a turnover of €4 million, a stock of €750,000 and employing a staff of 14 is detailed in Table A.

How is this cost saving actually achieved?

- By improved stock replenishment processes and procedures;
- Through identifying the top 3% essential stock products within the stock range;
- Implementation of procedures to reduce

- stock shrinkage in the business.
- Introduction of a returns process to create further customer satisfaction;
- · Eradication of non-moving stock greater than 365 days+;
- Through procedural controls for stock write-downs;
- · Through analysis of purchasing traits and procedures;
- By better management of the stock file.

#### Security management and cash monitoring

Apart from expertise in all aspects of stock management, companies such as Polor Solutions Services are experts in security management and cash monitoring. With the use of a retailer's own CCTV system – or some specially-installed for the purpose – virtually any of the problems associated with the following can be resolved within a period of five to seven weeks.



Surveys indicate that over half a billion euro worth of stock is stolen every year in businesses in Ireland

- · Cash control:
- · Point-of-sale:
- · Goods inwards:
- · Deliveries:
- · Internal theft.

Assistance and guidance in handling personnel issues which arise can also be dealt with, confidentiality and in compliance with all legislative obligations.

Table A			
Business Scenario		Potential Cost Sa	ving
Stock shrinkage	3%	Accrued losses	€120,000
Inflated inventory	20%	Cash opportunity	€150,000
365 day dead stock	20%	Cash opportunity	€150,000
Total			€420,000
Realistic 12-month ca saving 50%	ash		€210,000
Cash saving to the	business		€210,000

## Colin Baker

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TV3's Gadget Guy Colin Baker fills us in on how the new raft of iPads and Internet Tablets aren't just for Christmas – they can be a God-send

for small businesses.





# There's a tablet for that!

A mere five years ago an iPad was something you got from the doctor to cover a sore eye. Nothing more. Today, these slivers of universally-desirable gadgetry are EVERYWHERE, from the Apple iPad through to the Samsung Android versions, down

to the cheaper and smaller varieties forming a not-soorderly queue out of Asia.

If I had a Euro for every time I was asked the question "what exactly is an iPad...." I would have at least 20 euro to my name. It's not a laptop computer. Nor does it replace a laptop. Neither is it a a tablet device like the ... Netflix, Facebook, games. That is certainly true in part. Internet tablets collectively are an entirely new section of computing, but if you let them, they can become a very handy tool in your business too. Let me give you a real life

a technology store and repair lab in Dublin's Aungier street. Not having an office as such (or someone to sit in it if we did!) we had terrible difficulty invoicing other businesses, or properly and conveniently recording, dare I say it, credit sales. We started to deal with schools and colleges both in terms of sales of hardware and calling out to repair or service their equipment.

Managing these transactions, recording them on site, tracking what was paid and what wasn't is traditionally the role of an "office person". Hmmm. A similar problem faced by so many selfemployed and small businesses the world over. Furthermore, traditional office accounting software can be pretty pricey and the support equally cost laden.

Enter the AppStore and an App called Invoice2Go. Available on all



smartphones and tablet devices or simply through a web browser on your computer, it is an almost google-like simple interface for creating invoices, adding and managing customers, products and services, and recording and tracking same.

Creating and emailing an invoice takes 30 seconds straight from your smartphone or back at base on your PC. Neatly, the invoice has a clever link at the end of the invoice to allow your customer to pay it online by PayPal if they wish. Great thing is – because all activity is hosted and stored in the "cloud" - all your devices are always in synch and you never have to back up.

So if you email an invoice from your iPhone or add a new client, the updates are live back on your PC. Best bit is that Invoice2Go is only €7.99 per device and €70 a year - INCLUDING support. Traditional accounts software can cost thousands.

Believe it or not, tablets are now being used as till systems. EPOS apps and systems are pretty common



on the App store and Google's PLAY Store for the tablet, and hardware companies are responding with decent wireless cash drawers, bar code scanners and receipt printers to hold hands with them, along with "bash proof" desk mounts for your device.

One company, Vend HQ, produce an app similar in concept to Invoice2Go, that turns your iPad into a beautifull-straightforward and lightning-fast till system. Coupled with hardware and set-up from their agent, POSPayAsYouGo in Northern Ireland, it provides a point-of-sale till system that is both more advanced and significantly easier to use than many of the more expensive systems out there ... and for less money.

Furthermore, these

systems can be monitored in real time, straight from your smartphone. Again, the fairly annoying and largely avoided but vitally important back-up routine is unnecessary here ... it is all backed up in real time in the "cloud".

Smartphones and mobile devices have already made doing business "on the road" many times easier. Again, merely 10 years ago, faxes and actually getting back to the office were the order of the day when it came to making sales and processing orders and invoices. Catalogues and price-lists were never entirely up to date and doing so was time-consuming and an ongoing saga.

That has all changed. I met a sales rep recently from one of our suppliers who produced his iPad and churned through our usual order in less than 10 minutes. He then called up his top sellers and some interesting new products at the same time, and let me see exactly how they looked. He was also able to instantly tell me what I had sold most of, and what really wasn't moving at all.

Time, as with every retailer in the country, is never on my side and I was more than appreciative of the quick visit and, as he left my store with my order, I had a pro-forma invoice in my email so I could check whether or not I could afford dinner that evening!

He was using an Australian app/service called JobSync which costs around €25 per user per month. The app itself and a trial period are free and again, a huge bonus is that backing up the data is unnecessary. Yes, it's that "cloud" again.

Sometimes I have my chest so firmly to the wheel I forget to look out for ways of making my job easier, and my business more efficient and cheaper to run ... and technology is my core job!!! I know that there are businesses out there just like mine that can benefit, in some cases hugely, by taking the time to investigate what these devices and apps can do for them!

Put time aside to do just that and it will save you on all fronts. Drop me an email if you want some guidance and advice.

Smartphones and mobile devices have made doing business "on the road" much easier. Just 10 years ago, faxes and getting back to the office were the order of the day

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