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2012 has brought with it some new challenges for both the country and for us the business community. As each time a solution is proffered to our current economic situation a new problem seems to arise to neuter it. The essence of business though is to rise to meet the challenge and whilst for many they are feeling the fatigue of having done this several times already there is really no other choice.

From talking to our members nearly all have pared costs back to the bone, cut all overheads including their own salaries and looked at numerous ways that new business can be generated. For most this is now a part of life but as a way of doing business it is not sustainable as it undermines investment and long term planning. Without a forward plan we will see the circle of credit getting ever smaller. This uncertainty about the future is the log jam that we need our national and European leaders to address in a more transparent way. As business people we fully understand that it may not be possible for economic and political leaders to share with us all of the measures that will be brought forward but there is a need to share enough with us so that confidence can be restored in the national and European leadership.

Like the Olympics we have some heroes in our economy and we must take heart from the successes of our exporters both indigenousness and foreign. Even in this recession they are not only surviving but growing and creating new opportunities. The success of indigenousness export companies is particularly welcome and needs to be encouraged. As a farmer myself, I welcome the strong showing of all aspects of our agricultural sector and welcome this success as part of the economic mix we need to restore our economy.

As a Chamber we succeeded in achieving a goal not matched by any business organisation or Chamber in the country. We have, to date, made our events and training free to members. It is a serious challenge in this environment but we are here to serve our members and providing additional services and existing services for free is our goal. In 2012 your company has the opportunity to take part in 25 hours of training, 200 hours of networking and receive a comprehensive information and support service from our professional staff.

Lobbying and representation are a key part of our work in ensuring your voice is heard. Thank you to the many members who work in our committees and represent us externally. Your commitment is appreciated. The issues we fight on are those that cost business money through additional costs or unnecessary bureaucracy. Business is a key part of the life blood of the nation. It will be central to the restoration and development of the services we all want in our society, but for business to do this we need the framework and the leadership at national and European level to succeed.

Michael McBennett  
President



*Pictured: Michael McBennett – President*

Autumn 2012

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# Addressing the Issues – Lobbying and Representation

## Yes for Europe

The Chamber disseminated information on the Treaty to our members and took part in debates, discussions and public forums. At one such event organised by local TD Robert Dowds, Peter Byrne, CEO highlighted to business the case for a Yes vote.

During May 2012 South Dublin Chamber as part of a national Chamber campaign joined with IBEC, ISME, the Small Firms Association and many other business groups who were actively involved in advocating the Yes vote in the Referendum on the Stability Treaty. This was successfully passed at the end of May 2012. We felt that this was key in solidifying our place in Europe and ensuring economic recovery for Ireland. The passing of this Treaty ensures that the Government spending will be controlled. They will save for the future and regain our economic sovereignty so we can ensure that a stable economic environment is maintained in Ireland in the future.

As well as providing confidence in our economy, businesses also understand the need to access funding when necessary. Voting Yes to the Stability Treaty was the only way to ensure we have access to the ESM, Europe's new bailout fund, should we ever need it. Businesses also appreciate the final element of the Treaty; sticking to sensible budget rules.

**The fact that the Yes vote was passed is good for business as well as the national economy.**



*Pictured: L/R Peter Byrne, CEO South Dublin Chamber. An Taoiseach, Enda Kenny TD. Michael McBennett, President South Dublin Chamber at Government Buildings.*

## Rates

Local Authority charges, in particular commercial rates, remain the biggest fixed cost for many SMEs and a considerable cost for our larger members. The recommendations of successive reform reports need to be fully and speedily implemented. The delivery of significant costs-savings derived from the Croke Park agreement and other reports should be passed on to businesses in the form of targeted reductions and other charges that will help to secure enterprises and jobs for the future.

Similarly, any new charges for local services must be distributed locally as is currently the case with the Non-Principal Private Residence tax (NPPR). In this way Government can play its part in ensuring that local authorities have the budget to fully discharge their regulatory activities.

The introduction of the new property tax could lead to a more equitable tax base if instituted properly. At time of writing we do not know how the proposed tax will be structured, however in our view the new tax should be used exclusively to broaden the revenue base of local authorities. While we recognise the need to introduce the Property Tax, we strongly feel that the following pre requisites should apply on establishment of the tax:-

1. It should lead to an appropriately targeted reduction in rates and other charges being paid by local businesses by at least 20% to spur local job creation.
2. The property tax should not be used to indirectly boost Government coffers by bringing in matching reductions in the level of annual GPG funding (General Purpose Grant) being provided to the local authority. In this context the General Purpose Grant (GPG) should be ring-fenced to be maintained at the level of 2012 funding for next 5 years.

As part of our lobbying campaign to reduce rates we have been meeting with elected and executive members of South Dublin County Council. We would strongly encourage you to write to your local councillors outlining the impact rates is having on your business. The names and contact details of all elected and executive officials are available from [mary@sdchamber.ie](mailto:mary@sdchamber.ie)

## Possible changes to PRSI

South Dublin Chamber is concerned that any rise in the PRSI contributions of employers could have a detrimental impact on SMEs. Ireland has worked hard to produce an internal devaluation of labour costs. Figures from the OECD show that Ireland's Unit Labour Cost fell considerably in 2009 and 2010. This has had a positive effect on the competitiveness of SMEs. An increase in PRSI contributions could reverse this trend and would only add to the pressures faced by employers in this sector.

The National Competitiveness Council state: "Both enterprise and government have a role to play in maximising productivity. Given that productivity gains arising as a result of the severity of the recession have passed, there must be a renewed emphasis on improving Ireland's long term productive capacity." Any move to increase the PRSI contributions of employers would impact on productivity levels, which could subsequently impact on job retention and job creation.

Finally, comparisons with other continental EU Member state social insurance schemes are not valid given that way that these are generally structured and administered by employers and worker representatives. The Irish system is a pay as you go scheme. The only valid comparator is the UK System.

We will continue to fight any proposed changes that would increase the cost of employment for our members.

## YES for Europe



*Pictured: L/R Peter Byrne, CEO South Dublin Chamber, Labour Party Deputy Robert Dowds TD, Blair Horan, Former General Secretary of CPSU & Labour Party Deputy Joanna Tuffy TD*

# Addressing the Issues – Lobbying and Representation

## Sick Pay

In July 2012, South Dublin Chamber responded to the Government's mooted sick pay proposal from Minister for Social Protection, Joan Burton, to put the burden of costs on employers for the first 2-4 weeks, by calling for the Government to consult with business representative bodies before announcing measures that would have a detrimental effect on the cost of doing business in Ireland. We responded vigorously to the Minister and other Government Ministers, highlighting the damage additional costs will have on business. We highlighted the damage this proposal would do through national and local media.

We understand that the Minister's justification for this proposal is that it would merely bring Ireland into line with other jurisdictions. However, this argument fails to take account of the already significant costs associated with doing business in Ireland. Chamber members will not accept unfair and unjust costs being lumbered on business. A total review of these costs is needed not the current piecemeal approach of one new cost every month.

## Water

In February 2012, the Chamber made a submission to the government regarding the creation of a new Public Water Utility. This was made following a number of consultations with Chamber members involved with, or affected by this process in order to understand how the development of a new Public Water Utility would affect business, and how best we could influence this process, as a Chamber, and to maximise the potential for businesses to benefit from this opportunity.

Details of our submission were also released as a press release to local and national media, resulting in extensive coverage nationally and locally. Below is a summary of the main points of the proposals based on the recent Government Position Paper and the 2011 Irish Water Phase 1 Report by Price Waterhouse Cooper.:

- Support establishing a Public Water Utility based on an independent Public Utility model.
- The opportunities for private sector engagement should be maximised to encourage the growth of the water sector in Ireland.
- The consumer should have the right to purchase and install their own approved meters.
- Financial incentives for householders who directly purchase and employ local plumbers to install water meters.
- Reform of the planning process to allow the utility to operate effectively may be required.

## Crime

With the recession we have received reports of a sharp increase of certain types of crime. In particular break-ins to cars parked at retail and sport venues. We liaise with the Garda on a regular basis and welcome hearing from members who have been affected by this issue so we that we have a clear picture on the situation

Contact: [mary@sdchamber.ie](mailto:mary@sdchamber.ie)

## Pre Budget Submission

Building on our work with member businesses, South Dublin Chamber drafted a document for government in advance of the upcoming budget. A meeting of Chamber members was held on the 6th September 2012 to discuss the current issues affecting business.

The issues that arose at this meeting and became part of our pre-budget submission included:

- Support of the domestic economy and encouraging local spending
- Opposition to proposal to transfer sick pay costs to private sector
- Promotion of outsourcing in Public Sector to secure significant savings
- Defence of the 12.5% level of Corporation Tax
- Simplification of the tax bands and levies, including PRSI
- Local Authority Financing

All members received a copy of this submission document. If you would like to discuss any of these issues further please contact the Chamber, the voice of business in the community.

## Illegal Trade / Illegal Cigarettes

The impact of business being done in the shadow economy where taxation and other lawful costs are not paid in impacting business. It ranges from building, car servicing through to the sale of contraband goods and cigarettes.

South Dublin Chamber have been actively involved in raising awareness of the issue of the shadow economy and illegal cigarettes during 2012. We focussed on cigarettes as it is such a clear indicator of illegal trade and has an immediate impact on the area. We did in conjunction with the Local Authority, Local Councillors, Gardai from the area, local business owners, customs and excise and agencies including Retailers Against Smuggling.

It has been identified that a quarter of all cigarettes are not bought in local shops. Although there are a lot of associated health risks with smoking, the reduction in cigarettes sold in the county is not indicative of reduced numbers smoking but rather that up to 25% of all cigarettes smoked have not been bought in a retail premises.

As well as the health risks associated with the unknown contents of illegal cigarettes and disregard for age limits, the reduction in cigarettes sold also contributes to retailers being forced to let go of staff to cope with a reduction in sales. One retailer from the Tallaght area closed one of his retail outlets because of this issue.

**The issue of illegal trading and the shadow economy is one that affects us all – whether business owners or consumers and South Dublin Chamber are determined to actively oppose this practice.**

For more information please contact the Chamber office on: 01 4622107

# Tourism and Trade

## American Football Comes to Ireland

Glen Dimplex deserves our thanks for bringing the College football game between Notre Dame and Navy to Dublin. Some 35,000 American visitors came to the game and brought with them good humour and a sense of occasion. As a Chamber we saw first hand the benefits to our hotels and restaurants in the County. Whilst it was a great social, cultural and sporting occasion it did also provide a welcome boost to the tourism season and the possibility of further Irish American business opportunities.



*Pictured: L/R Peter Byrne CEO South Dublin Chamber, Minister for Transport, Tourism & Sport Leo Varadkar, Fergal Naughton Deputy Chief Executive & Operations Glen Dimplex, at the Notre Dame American Football game in Aviva Stadium.*

## Best Wishes and Thank You

Our best wishes and thanks go to Julian King the former British Ambassador to Ireland. Julian was a very strong advocate of trade links between Ireland and Britain and was instrumental in supporting the establishment of the British Irish Chamber of Commerce.

As Ambassador to Ireland, Julian was a key person in the visit of Queen Elizabeth and Prime Minister Cameron to Ireland. With relations between Ireland and Britain better than ever, opportunities abound for business people in both countries.

We will still have the opportunity to work with Julian as he has been appointed Director General of the Northern Ireland office.

### Useful contact details:

**British Embassy in Ireland:** [www.britishembassyinireland.fco.gov.uk/en/](http://www.britishembassyinireland.fco.gov.uk/en/)  
**UKTI:** [www.ukti.gov.uk/export/countries/europe/westerneurope/ireland.html](http://www.ukti.gov.uk/export/countries/europe/westerneurope/ireland.html)

### British Irish Chamber of Commerce

Trade in a few snapshots - €1 Billion a week 'circular trade', Ireland imports more goods from Britain than the rest of Europe combined, Britain is Ireland's third largest trading partner (after US and Belgium), Ireland is the largest exporter of agricultural produce to Britain, and conversely, Ireland is the UK's largest export market for its own food produce; there are 44,000 Irish directors on British companies boards, and of the FTSE 100 companies in Britain, they own nearly 800 companies in Ireland, Over 10 million people fly back and forth across the Irish Sea and a similar number cross via ferry per annum – despite the global downturn, this is a growing and expanding relationship. The British Irish Chamber of Commerce is now in its 2nd year and has a growing and active membership on both sides of the Irish Sea. The work of the Chamber in promoting trade in both directions and in supporting its members is done in partnership with state bodies in both countries. If you would like to know more about the Chamber log onto: [www.britishirishchamber.com](http://www.britishirishchamber.com)



*Pictured: Julian King, former British Ambassador to Ireland*



*Pictured: Steve Aiken  
CEO British Irish Chamber of  
Commerce*

## Hotels and Hospitality Sector

### Give certainty on 9pc VAT rate for Hospitality sector

The Government deserves plaudits for its decision to support the tourism sector via the reduced 9pc VAT rate. This measure secured employment and supported ongoing improvements in competitiveness in this sector. Feedback from our members is that the Government now needs to give certainty with regard to the retention of this rate. Many hotels sell accommodation up to two years in advance to international markets. Accordingly, if Government could give certainty on the 9pc rate through to the end of 2014, this would greatly help in securing bookings for summer 2014.

## International Trade/Export Documentation

South Dublin Chamber is officially authorised by the Department of Jobs, Enterprise and Innovation and Chambers Ireland to issue and certify Export Documentation for all exporters in the county.

The Chamber offers a range of commercial services including authorisation and certification of the following documents:

- European Certificates of Origin
- Arab Irish Certificates of Origin
- Export Invoice
- Packing Slip
- Health and Analysis Certificates
- Certificate of Analysis
- Company Documents, etc

To Register: Before a company can apply for a Certificate of Origin the below information is required by the Chamber:

- **An Indemnity Form** (provided by South Dublin Chamber) must be completed and witnessed on an annual basis.
- **A List of Authorised Signatories** must be provided on headed notepaper.
- Non-members of South Dublin Chamber must supply the Chamber with a banker's reference.

### Online Certification

South Dublin Chamber also provides exporters with the opportunity to apply for Certificates of Origin electronically.

For further information on certification, contact Marcella / Mary at 01 4622107 or [marcella@sdchamber.ie](mailto:marcella@sdchamber.ie) / [mary@sdchamber.ie](mailto:mary@sdchamber.ie)

## Testimonials

Trulife is very happy to say that the service offered by South Dublin Chamber for attesting certificates of origin and all original paperwork is quick, efficient and professional. Trulife and the Chamber have a very good relationship and long may it continue!

Wendy Burgess  
Trulife



Burgmann Packings Ltd has regular dealings with South Dublin Chamber and avail of their Export Documentation service. The staff there are very efficient, reliable and with the required level of expertise. We are always very happy with the service.

Becky Zhao  
Burgmann Packings Ltd



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Linda Sheridan  
Henkel Ireland Ltd.,



# Think Local

## Sustainability Programme

The first half of 2012 was a busy time for Sustainable Business Executive, Andrea Carroll. Continuing the development of the Sustainable Businesses programme, with a range of initiatives for small businesses, she helped to address a wide range of issues including Social Media, Energy for Business, Marketing and PR for small business and Illegal Trade. As always, Andrea is in demand to share her Social Media skills with businesses and has attended our B2B meetings to discuss this issue, as well as offering specific training to businesses. In conjunction with Roberta Stapleton of eDuce she offered 2 sessions of Excel training free to Chamber members.

She has also been working on a large range of issues affecting the sustainable development of businesses in the county, in conjunction with South Dublin County Council and other relevant local agencies. She was actively involved in South Dublin County Councils Eco Week this year, and in highlighting how sustainability issues affect businesses in Ireland. This was covered in the local press with Chamber businesses profiled.

Andrea is working with a wide number of small businesses who are rate payers in the County, helping them survive the recession through improving their business and accessing supports available. As a joint project with South Dublin County Council this service is available to all businesses.

As an expert in Sustainability and a range of business issues, Andrea is available for one to ones with all small businesses in the county, and can be contacted on [andrea.carroll@sdchamber.ie](mailto:andrea.carroll@sdchamber.ie)

## Welcome to the new County Manager

Philomena Poole was appointed County Manager for South Dublin County in April 2012. In her new role she has acknowledged the importance of Sustaining and Developing Businesses in the County and making South Dublin County a desirable place to do business. Through a variety of schemes supporting business, the new County Manager aims to assist our local businesses fulfill their potential. South Dublin Chamber looks forward to continuing our strong working relationship with the new County Manager.



## Tallaght Hospital

Dr James O'Reilly the Minister for Health, appointed Chamber CEO Peter Byrne as one of the nine non executive directors onto the hospital's new Interim Board. The hospital is a key service provider for the health and well being of the county and its growth and development are important to us all.

## Hospital Procurement Seminar



*Pictured: L/R: Mayor Cathal King, Kevin Corcoran, Peamount Healthcare, Colm O'Cleirigh, Tallaght Hospital, Michael McBennett, President South Dublin Chamber*

South Dublin County Enterprise Board was the lead agency in offering businesses in South Dublin County the opportunity to learn about procurement and in particular understand how our hospitals buy products and services.

The event was chaired by Peter Byrne, Chairperson Economic Development Group, CDB. It was held in Tallaght Stadium kindly made available by South Dublin County Council and was well attended. Presentations were made by the National Procurement Service, Tallaght Hospital and Peamount Healthcare. Participants also heard from Kevin Haig, Ward Screens about how his company engages with procurement and from Andrea Carroll, Sustainability Business Executive who offered advice and assistance to those who are or are thinking of engaging in procurement.

The event was closed by Mayor Cathal King.

All presentations are available on [www.sdchamber.ie](http://www.sdchamber.ie)



*In conversation with Minister for Children and Youth Affairs Frances Fitzgerald TD and Minister for Health Dr. James O'Reilly*

## Shop Local

South Dublin Chamber as part of the South Dublin County Development Board is strongly promoting shop local. It is the one thing that every one living in the county can do to both get good value and to help employment. When you shop local in Liffey Valley Shopping Centre, The Square, Citywest Shopping Centre or any of the local shops in our villages you help retain jobs and create new ones.

When local businesses are doing well they in turn can help the community through support and sponsorship of local clubs and societies. Through more people shopping locally we will see increased value and more choice. It's also environmentally friendly as you use less carbon miles as its local and of course with less time travelling you have more time for a coffee and to enjoy your shopping experience. To date the initiative has been well supported by the community and recently local young people designed and distributed over 9,000 bookmarkers highlighting the benefits of shopping locally.

## Launch of The Link Business Centre

The launch of this innovative office concept was a great success, attended by more than 40 guests. There were two very interesting speakers, who shared their thoughts on "Marketing through Social Media" and "Maximising LinkedIn for Growth". The event gave everyone who attended the opportunity to see what The LINK has to offer. **Contact The Link Business Centre on: 01 489 6000, email: [info@linkbc.ie](mailto:info@linkbc.ie) or visit [www.linkbc.ie](http://www.linkbc.ie)**



*Picture: L/R Michael McBennett, President, South Dublin Chamber, Lee Healion, Managing Director, The Link Business Centre, Margaux Poulain, The Link Business Centre, Peter Byrne CEO, South Dublin Chamber*

## Age Aware

In May, South Dublin Chamber was in the media, highlighting the "Show me ID" campaign and awareness week (28th May – 3rd June 2012), which aims to prevent the sale of age restricted products to underage minors. This national campaign was launched in May 2012 by Minister for Children and Youth Affairs, Frances Fitzgerald TD and supported by a wide range of associations and agencies representing interests as varied as Family Grocers, Convenience Stores and Newsagents, Vintners and Tobacco companies and Off Licences, as well as South Dublin Chamber.



*Picture: L/R Peter Byrne, CEO South Dublin Chamber, Michael McBennett, President South Dublin Chamber, John Freda, General Manager JTI, Minister for Children and Youth Affairs Frances Fitzgerald TD*

This campaign aims to assist retailers in ensuring that they are not fooled into selling products to those underage, by supporting them in their request for ID. Since this campaign was first launched in 2010 it has become the youth access prevention programme of choice for many nationwide retailers.

If you would like more information the Show Me ID campaign, or to discuss how this affects your business contact us in South Dublin Chamber ([business@sdchamber.ie](mailto:business@sdchamber.ie)) or look at the website: [www.showmeid.ie](http://www.showmeid.ie)

## Contact 2012

Contact 2012 was a unique networking event where 57 Chamber members were given the opportunity to showcase their products and services and come face to face with purchasing managers from the 44 large companies that visited the event.

The Contact 2012 folder has been circulated to buyers who attended and those who could not make it on the day.



*Picture: Peter Byrne CEO, South Dublin Chamber and Minister Brian Hayes TD at the recent Contact 2012 event in Tallaght Stadium*

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## The Arena at Tallaght, Launch

A major re-branding of The Arena at Tallaght formerly known as the National Basketball Arena was held recently. The Tallaght B2B Network held their meeting at The Arena on the morning of the launch and also took part in throwing a few hoops on court.

The Arena is a purpose-built basketball facility, however sport is not the only purpose of The Arena: throughout the year it hosts events such as exhibitions, conferences, trade shows, banquets, exams, dance competitions and concerts. **Contact The Arena on: 01 4590211 or visit: [www.arena.ie](http://www.arena.ie)**



*Pictured: L/R Mark Thornton, DTA Marketing, Bernard O'Byrne CEO, The Arena, Peter Byrne CEO, South Dublin Chamber, Michael McBennett, President, South Dublin Chamber*

## Congratulations to TileStyle

South Dublin Chamber would like to congratulate TileStyle on their win of the Bathroom Showroom Award at the recent KBB Review 2012 Awards. The awards are organised by KBB Review, the UK's leading magazine for the kitchen and bathroom industry.

TileStyle are thrilled to have won an industry award, particularly one as prestigious as the KBB Review Award. It's inspiring for the whole TileStyle team, particularly in driving their business forward in a difficult trading environment".

Like all businesses, TileStyle want to differentiate themselves from their competitors and winning the KBB Review Award adds to their brand recognition as a high quality business, always re-evaluating their performance and evolving to meet a changing market and changing customer needs.

The KBB Review Awards is the annual Kitchen and Bathroom Event organised by KBB Review magazine, a publication in the Taylist Media portfolio. KBB Review is the leading business-to-business title for the kitchen and bathroom specialist business. The awards are set out to recognise and reward excellence in the kitchen and bathroom industry. **Contact TileStyle on 01 8555200 or visit [www.tilestyle.ie](http://www.tilestyle.ie)**



*Pictured: (L-R) Rory Bremner, Awards Host, Tony Murphy, Bathroom Manager, TileStyle, Nicola Sheare, Sales Manager, Lucite (Sponsor) & JP Kennedy, Managing Director, TileStyle at the KBB Review 2012 Awards in Birmingham, March 5th, 2012*

## Tax Planning Opportunities for the Owner Manager

This seminar, held in The Louis Fitzgerald Hotel, looked at the practical ways you can cost effectively restructure your affairs and gain this advantage for yourself and your business.

Contact Newmarket Partnership on 01 429 3600, or visit [www.newmarketpartnership.ie](http://www.newmarketpartnership.ie)



*Pictured: L/R Peter Byrne CEO South Dublin Chamber, Michael O'Scathail, Newmarket Partnership, Gerry O'Reilly Newmarket Partnership*

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## Bank of Ireland Event

Bank of Ireland recently held a 'Learning for Life & Networking Event' in association with South Dublin Chamber & the Institute of Technology Tallaght in The Louis Fitzgerald Hotel.

Speakers on the evening were:

- Eamonn Eaton, Head of Group Learning, Bank of Ireland
- Pat McLaughlin, President, Institute of Technology Tallaght
- Larry Bass, CEO, Screentime ShinAwil (production company The Apprentice, Dragons Den, The Voice of Ireland)

Members also had the opportunity to hold the Heineken Cup on the night.



*Pictured: L/R Andrea Carroll, Sustainable Business Executive, South Dublin Chamber and Larry Bass CEO, Screentime ShinAwil*



*Pictured: Sherri Brennan, Skip Trans/ Ballymore Bins with the Heineken Cup at the Bank of Ireland Event*

## Units To Rent

Need commercial units or need to downsize? Then look no further, contact Ronsin, South Dublin Chamber's property company and enquire what units are available to suit your requirements.

Free car parking • Self-contained unit with own entrance • Conference/meeting rooms available  
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**Contact:**  
**Ursula on 01 4585203**  
**or email:**  
**Ursula@sdchamber.ie**

## M50 B2B Network inspires Local Businesses

The M50 B2B network have forged ahead with a number of bold new initiatives which have seen a jump in attendance, visitor numbers and interest in the weekly Tuesday meetings.



The meetings alternate between the regular format meeting and the Focus 50 meeting, where specific topics such as recent sales, cold calling and social networking for business are dealt with in detail.

A key facet of the Focus 50 meetings is the ability to break the group into smaller numbers for a highly focussed discussion session, making members observations and experiences more easily exchanged with valuable constructive comments and support.

Why not go along to a meeting and see for yourself how these meetings may help your business.

The meetings are held every Tuesday morning from 7.00am – 8.30am in the Red Cow Moran Hotel.

**For further information on this or any of the B2B Network meetings contact: Mary at 01 4585235 or [mary@sdchamber.ie](mailto:mary@sdchamber.ie)**



## Summer BBQ

A great networking and social evening was held in The Grill Room, Kingswood House at the recent Summer BBQ

*Pictured: L/R Sitting: Ann Kelsey, Econatural Ltd, Hugh Bagnall, Optimum Sign and Window Film, John Feehan, CornerHouse Creative Ltd.  
L/R Standing: Tom Fitzpatrick, Link Design Studios, Garrett Nolan, TrendSet Decor*

## B2B Network Meetings sponsored by AIB

There are 5 B2B Network meetings held bi-monthly with the M50 B2B Network meeting on a weekly basis. The meetings are held in the following areas Tallaght, Citywest Business Campus, Greenogue, Lucan, Clondalkin. Everyone is welcome to attend these meetings.

B2B Network Meetings, Don't Lunch Alone, Network Evenings and Breakfast Briefings are free to Chamber members.

For further information please contact Mary at 01 4585235 or [mary@sdchamber.ie](mailto:mary@sdchamber.ie)



**Contact Us**

**T: +353 (1) 639 2939**

**@DublinOffices**

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## Meeting with Minister Richard Bruton TD and Minister Brian Hayes TD



*Pictured: South Dublin Chamber President Michael McBennett, Minister Richard Bruton TD and Minister Brian Hayes TD with Corporate Members from South Dublin Chamber*

On 11th May 2012, the Minister for Jobs, Enterprise and Innovation Richard Bruton TD, along with Minister Brian Hayes TD, paid a visit to South Dublin Chamber as part of an event for our Corporate members. During this meeting there was an animated discussion of issues affecting business in South Dublin, with active participation from the Ministers and Chamber members and staff alike. Issues which were raised included: cash flow in the economy, unemployment, reliefs available for business, court costs, public appointments, the procurement process, the burden of regulation, illegal trade, the Prompt Payment Act, the water industry and proposed new water utility.

There was significant discussion around the Action Plan for Jobs, released by the Department of Jobs, Enterprise and Innovation, as well as the need for further clarity on the reliefs available to businesses. A document outlining these reliefs was forwarded to South Dublin Chamber following this meeting and is available to all member businesses. Contact the Chamber office for a copy.

<h3 style="margin: 0;">New Corporate Members 2012</h3>	<b>Murray Consultants</b> Joe Heron Senior Consultant 01 4980315 <a href="http://www.murrayconsult.ie">www.murrayconsult.ie</a> Public Relations		<b>Just Print</b> Ian Byrne Director 01 4940222 <a href="http://www.just-print.ie">www.just-print.ie</a> Printing		<b>Greyhound Recycling &amp; Recovery Limited</b> Brian Buckley Managing Director 01 4577777 <a href="http://www.greyhoundrecycling.com">www.greyhoundrecycling.com</a> Waste Management & Recycling	
	<b>Dublin Bus</b> Donal Keating Operations Manager 01 8734222 <a href="http://www.dublinbus.ie">www.dublinbus.ie</a> Public Transport		<b>Green Isle Hotel</b> Declan Bowe General Manager 01 4593406 <a href="http://www.greenislehotel.com">www.greenislehotel.com</a> Hotel, Conference & Leisure Centre			

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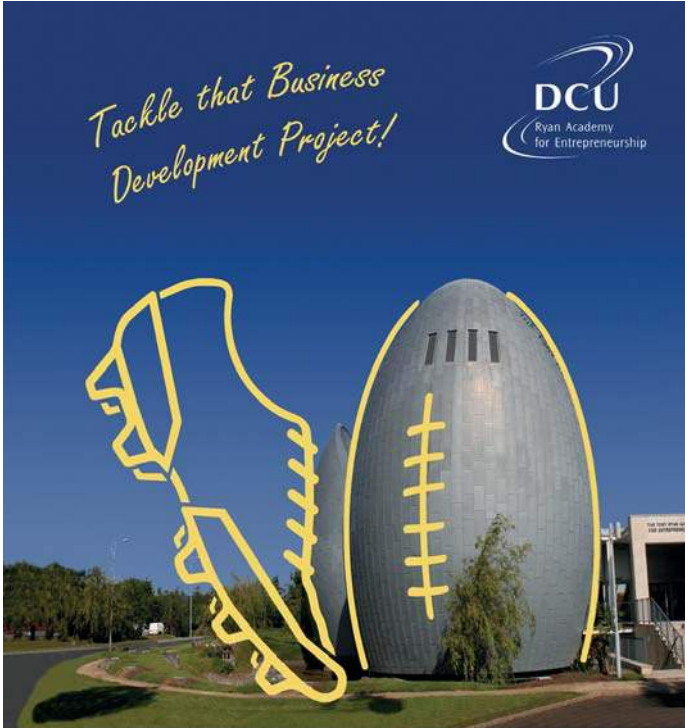
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*Providing Innovative IT Solutions to South Dublin Chamber Members*



The DCU Ryan Academy has helped over 70 companies to tackle business development challenges in the past two years. If you would like to discuss how we could contribute to your company's development, please phone or email Anne Marie Scott. (tel: 01-7006764 email: [annemarie.scott@ryanacademy.dcu.ie](mailto:annemarie.scott@ryanacademy.dcu.ie))

## Chamber Week



Following on from the success of last year's inaugural Chamber week, this year it is being held on the first week of October. For 2012 our focus is on networking and how it will increase your business.

Over three open events for week are in Rathcoole, Clondalkin and Tallaght

These events include:

- M50 B2B Network Meeting
- Ladies B2B Network Meeting
- Greenogue B2B Network Meeting

For further information on any of these or future events please contact Mary at 01 4585235 or mary@sdchamber.ie

Being part of a Chamber has wide ranging benefits including:

- Sales Opportunities
- Input into your Chamber's lobbying and policy work
- Services and support
- Opportunities for networking and to attend exclusive events
- Trade
- Business Promotion

## South Dublin Chamber Council Members

### President

Michael McBennett, Managing Director,  
Green Tiger Bio-Fuels

### Deputy President

Pat McLaughlin, President  
ITT Dublin

### Treasurer

Gerard O'Reilly, Managing Partner,  
Newmarket Partnership

### Vice President

Sherrí Brennan, General Manager,  
Skip Trans / Ballymore Bins

### Vice President

Dermot O'Malley, Head of Human Resources,  
Henkel Loctite Irl Ltd

### Board Secretary / CEO

Peter Byrne, South Dublin Chamber

### We welcomed the following new Chamber Council members in 2012

- Denis O'Connell, Centre Manager, Liffey Valley Shopping Centre
- Joe Heron, Senior Consultant, Murray Consultants
- Stephen Campbell, Campus Manager, Davy Hickey Properties
- Dermot Coyne, Principal, Dermot P. Coyne Solicitors
- Declan Bowe, General Manager, Green Isle Conference & Leisure Hotel

### Council Members:

Alan Sullivan, Managing Director,  
Meditec Medical

Ann Horan, General Manager,  
DCU Ryan Academy

Brian Buckley, Managing Director,  
Greyhound Recycling & Recovery

Con McCarthy, Managing Director,  
Sandymark Construction

Conal Harvey, Director of Group Operations,  
Harcourt Development

David Kennedy, Managing Director,  
The Echo

Garrett Robinson, Divisional Director -  
Commercial Development, SIAC Construction

Jimmy Sheehan, Managing Director,  
Sheehan & Associates

John Fleming, Partner,  
Creely Fleming & Associates

John Hanratty, Commercial Branch Manager,  
Bank of Ireland Tallaght

Maureen Byrne, Manager,  
AIB Lucan

Peter Nicholson, Managing Director,  
Outsource Graphix

Rishnoor Kaur, General Manager,  
Maldron Hotel, Tallaght

AIB Supporting Business



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Lorraine O'Mahoney	Lucan	01-6282991
Julie-Ann Kilduff	Crumlin Road	01-4553033
Carol Maher	Tallaght	01-4512811
David Boland	Naas Road	01-4034284

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## Chambers Ireland Welcomes East-West Interconnector

Chambers Ireland has welcomed the opening of the East-West Interconnector linking the power grids of Ireland and Britain. Ian Talbot, Chambers Ireland Chief Executive said, "This Interconnector is a vital step forward for Ireland which will maintain the security of our supply and ensure we will always have enough electricity to meet our needs. The connection will also facilitate better inter-Ireland trade and export of electricity to Britain while also ensuring better pricing of electricity across the Irish market."

"We now look forward to the completion of the North-South Interconnector using the most cost effective means possible. This will further support the integration of electricity systems on the island and deliver more cost effective savings for Irish business and consumers," he concluded.

## Upcoming Autumn Events

### October:

- Chamber Week
- Financial Management Breakfast Briefing, sponsored and presented by Newmarket Partnership
- Don't Lunch Alone
- 14 B2B Network Meetings

### November:

- Greater Dublin Chamber Event – Economic Challenges, speaker from the IMF
- Don't Lunch Alone
- Corporate Member Event – Meeting with Frank Ryan, CEO Enterprise Ireland
- HR Seminar – Managing Stress in the Workplace, presented by Peninsula Business Services
- Launch of Website and App
- 13 B2B Network Meetings

### December:

- Post Budget Breakfast, sponsored and presented by LHM Casey McGrath
- Health & Safety Training for Business Owners/Directors, presented by Peninsula Business Services
- Corporate Member event in Dáil Éireann
- Annual Christmas Lunch, sponsored by Bank of Ireland Tallaght
- 10 B2B Network Meetings

For further information contact Mary at [mary@sdchamber.ie](mailto:mary@sdchamber.ie)

## Saving Money

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### Electric Ireland Standard unit rates\* for all affiliated Chamber members

Working together for better business:

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- \*Exclusive to members supplied at general purpose or Duos Group 5 level

For more information call 1850 30 50 70 or email [business@electricireland.ie](mailto:business@electricireland.ie) (Alternatively, contact [mary@sdchamber.ie](mailto:mary@sdchamber.ie))

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[www.sdchamber.ie](http://www.sdchamber.ie)

# Annual Christmas Lunch 2012

Venue: Red Cow Moran Hotel, Red Cow Complex, Naas Road, Dublin 22.

Date: Friday 14th December 2012 - Time: 12.30pm - 3.30pm  
Mulled Wine Reception on arrival  
sponsored by the Red Cow Moran Hotel

Cost: €60 per person – €550 table of 10

Sponsored by  
Bank of Ireland Tallaght

Bank of Ireland 

Guest Speaker: **John Murray, Broadcaster and Journalist**

A native of Tallaght, John is presenter of The John Murray Show on RTE Radio One. Previously he presented The Business. He started his career as a print journalist working in The Tallaght Echo and The Irish Examiner. He spent five years working as special adviser to Mary Harney.

To book your place at one of the most enjoyable events  
in the Chamber's calendar and network with fellow  
Chamber members please contact  
**Mary at 01 4585235**  
or email: [mary@sdchamber.ie](mailto:mary@sdchamber.ie)



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## NEW MEMBERS

### eDuce Limited

Roberta Stapleton - Managing Director  
01 4297909 [www.educe.ie](http://www.educe.ie)  
Software Developers of Management and  
Administration Solutions

### Peamount Healthcare

Fran Brennan - Fundraising & Events  
Manager  
01 6010300 [www.peamount.ie](http://www.peamount.ie)  
Health and Social Care

### Photographic Memory

Tadhg Nathan - Owner / Photographer  
045 893902  
[www.photographicmemory.ie](http://www.photographicmemory.ie)  
Photographer

### D. Donegan Construction

Damien Donegan - Owner  
01 6278841 [www.ddonegan.ie](http://www.ddonegan.ie)  
Construction/Building Services

### Moneycoach.ie

Mike Lavelle - Financial Planning  
Executive  
01 6691049 [www.irishmortgage.ie](http://www.irishmortgage.ie)  
Financial Services, life assurance, income  
protection, savings and investments

### Tallaght West Childhood Development Initiative Ltd

Marian Quinn - CEO  
01 4940030 [www.twcdi.ie](http://www.twcdi.ie)  
Local Development

### Inclusive Mediation Services Ltd

Claire Tunissen - Director  
01 4960751 [www.imsi.ie](http://www.imsi.ie)  
Mediation Consultancy

### CSS Signs

Nathy McIntyre - Director  
01 4586084 [www.css-signs.ie](http://www.css-signs.ie)  
Signs & Graphics

### Trend Photography

Pat Gorman - Owner  
01 6281019 [www.trendphotography.ie](http://www.trendphotography.ie)  
Photography

### Libra Trans

Tom Duffy - Sales and Financial Director  
01 6265912 [www.libratrans.com](http://www.libratrans.com)  
Local, National, International Transport

### Pixillum Photography

Sean Brosnan - Owner / Photographer  
087 3737377 [www.pixillum.com](http://www.pixillum.com)  
Photographer

### Genesis Media Concepts Ltd

Duncan Ashwell - Advertising Sales  
Manager  
01 4126625 [www.genesismedia.ie](http://www.genesismedia.ie)  
Media Publication

### Kingswood Computing Ltd

Gerry Lynskey - Director  
01 4596677 [www.kingswood.ie](http://www.kingswood.ie)  
Agricultural IT - Software  
Development/Support

### Logic Fleet Management Ltd

John Byrne - Finance Director  
01 4203000  
[www.logicfleetmanagement.com](http://www.logicfleetmanagement.com) Heavy  
Goods, Vehicle Solutions

### Insuranceworks.ie

Joe Doyle - Director  
01 4130636 [www.insuranceworks.ie](http://www.insuranceworks.ie)  
Loss Assessment and Property Repairs  
Power Lynch & Associates Ltd  
Dara Donohue - Account Executive  
01 2799835 [www.powerlynch.com](http://www.powerlynch.com)  
Insurance Broker

### Compfix

Mark Kenny - Director  
01 4433381 [www.compfix.ie](http://www.compfix.ie)  
IT Support

### Derek P Jennings Management & Business Advisors

Derek Jennings - Consultant  
01 4974837 [www.derekpjennings.ie](http://www.derekpjennings.ie)  
Business Advisor

### Atlas Products Ireland Ltd

Greg Magrane - Country Manager  
01 5111263 [www.atlasproducts.ie](http://www.atlasproducts.ie)  
EDI & E- Business Software Solutions &  
Services

### Exigo Media & Events Ltd

Chris Dunican - Director  
01 4626429 [www.beautyprofessional.ie](http://www.beautyprofessional.ie)  
Publisher, Event Organiser, Web Design,  
Cosmetics, Pharmacy

### Alive and Kicking Life & Business Consulting

Ita Breagy - Director  
01 2961614 [www.aliveandkicking.ie](http://www.aliveandkicking.ie)  
Life and Business Coach

### Moloney & Co Solicitors

Liam Moloney - Principal  
045 898000 [www.moloneysolicitors.ie](http://www.moloneysolicitors.ie)  
Solicitors

### Building Bytes

Declan Connell - Director  
086 8140410 [www.buildingbytes.com](http://www.buildingbytes.com)  
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### The Link Business Centre

Lee Healion - Managing Director  
01 4896000 [www.linkbc.ie](http://www.linkbc.ie)  
Business Centre

### Green Angel Skincare

Mary Mitchell - Director  
01 4124900 [www.greenangel.ie](http://www.greenangel.ie)  
Skincare - Manufacture/ Wholesale/  
Retail

### Frank Keane BMW

Rory Power - Business Development  
Manager  
01 2405666 [www.frankkeanebmw.ie](http://www.frankkeanebmw.ie)  
Vehicle Sales & Service

### Dryclean.ie

Alfie Harnett - Managing Director 1850  
818 880 [www.dryclean.ie](http://www.dryclean.ie)  
Dry Cleaning Home & Office Delivery

### Eating Atkins

Roseanne Dolan - Atkins Support Partner  
086 3602978 [www.eatingatkins.ie](http://www.eatingatkins.ie)  
Weight Loss

### Keyhouse Computing Ltd

Stephen Keogh - Managing Director  
01 2902222 [www.keyhouse.ie](http://www.keyhouse.ie)  
Software

### Dermot P Coyne

Dermot P Coyne - Principal  
01 6281000 [www.dermotcoyne.com](http://www.dermotcoyne.com)  
Solicitors

### Campion Insurance

Sean Pender - Marketing Executive  
01 4033756 [www.campionins.com](http://www.campionins.com)  
Insurance Broker

### TruArt Signs

Ken Finn - Director / Owner  
01 4411635 [www.truartsigns.ie](http://www.truartsigns.ie)  
Signs & Design

### Galvin Office Supplies Ltd

David Galvin - Managing Director  
01 5059530 [www.galvinofficesupplies.ie](http://www.galvinofficesupplies.ie)  
Business & Office Supplies

### Interval Café and Bistro

Jimmy Dunne - Owner  
01 4626532 [www.intervalbistro.ie](http://www.intervalbistro.ie)  
Restaurant



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Details of all our new members are available from [mary@sdchamber.ie](mailto:mary@sdchamber.ie)