



Meet the new CSNA national president, Marcella O'Neill

The Convenience Stores and Newsagents Association is delighted to introduce its new national president, Marcella O'Neill. Having served as vice-president during 2017/18, Marcella took over this much-coveted appointment from Ann Martyn at the CSNA National Conference on Thursday, 31 May.

Marcella and her sister Ann own O'Neill's Mace in Upper William's Street in Limerick. O'Neill's is one of the longest-established businesses in Limerick city; it has been trading in Upper William Street for over three generations with each generation growing, developing and expanding the business into the successful 3000sq ft store it is today.

An active member of the CSNA for 30 years, Marcella O'Neill firmly

believes in the valuable benefits of this great association and the representation it gives to its members. Speaking at the recent CSNA Gala Dinner, O'Neill spoke of why she believes the association is so powerful, stating: "The CSNA, a retailer organisation run for retailers by retailers, independently-owned and organised. As retailers, we need someone who is as passionate as we are about our businesses to represent us and who will do that best? Only another retailer... That's the key to the success of the CSNA."



Marcella O'Neill, the new CSNA national president

O'Neill also spoke of her goals for the year ahead. "My objective is to meet more of our members," she said, "and I would like to hear more from our members. I want to know what challenges you feel lie ahead and about the issues

that really matter to you." If you would like to make a representation to the national president on key issues of concern or have any suggestions on how the CSNA can enrich its services further for members, please send your comments FAO national president to info@csna.ie or call 045 535050.



MARCELLA O'NEILL, national president, CSNA

Retailers celebrate the CSNA 30th anniversary in style!

On Thursday, 31 May, the Convenience Stores and Newsagents Association (CSNA) celebrated 30 years since the inauguration of the association with an action-packed National Conference and Gala Dinner at Fitzpatrick Castle Hotel, Killiney. Attendees at the conference enjoyed presentations by Joe Barrett of Applegreen, Willie O'Byrne of BWG and the event was sponsored by The National Lottery.



The CSNA National Conference was a great opportunity to catch up with colleagues in the trade

The association which represents more than 1,500 members of the retail industry from independent stores to those aligned to the various symbols, provides independent support, advice and lobbying on behalf of all of its members.

There are 37,400 retail and wholesale businesses operating in Ireland and the Irish retail sector employs almost 285,000 people with over 70% of these jobs located outside of Dublin; it is therefore a hugely important industry for our economy. Retail is the biggest contributor to the Irish exchequer, generating 23% of total tax receipts in Ireland and over



Joe Barrett of Applegreen gave attendees plenty of food for thought in his presentation

the past three years, tax revenue from retail has grown to over €7 billion.

The CSNA also presented a suite of professional workshops, the contents of which was based on a recent survey of members where they were asked what topics they would like expert advice on. These workshops were on Food, Security, HR and Insurance which delegates really enjoyed, presented by Olivia Lane O'Brien, Stephen Goode, Pat Brady and Gerry Monks respectively.

National Lottery CEO, Dermot Griffin, paid tribute to retailers who have played a vital part in the growth and success of the National Lottery over the last 30 years. "In partnership with our retailers all over the country we are proud to say that we are delivering a world class lottery for the people of Ireland, and contributing to Good Causes in communities all over the country at the same time," Griffin said. "We are currently on a mission to remind people that nearly 30 cents in every Euro spent on National Lottery games, goes back to the Good Causes fund. That amounts to

approximately €620,000 every day." "National Lottery Good Causes funding has helped shape the development of modern Ireland," he added. "The fingerprint of Good Cause funding is everywhere - from the new National Children's Hospital and the Croke Park redevelopment right down to arts groups, local sports clubs, heritage centres and community organisations everywhere."

The new national president, Marcella O'Neill from Limerick, stated that the key to "the success of the CSNA for the last 30 years is simple; it is because it is an independent organisation run by retailers for retailers. We are delighted with how the event has gone and heartened by the



Attendees benefitted from practical advice at the conference which included a suite of professional workshops

support we have received from our fellow members and the trade. The association is a vital representative body for each one of us as retailers as it offers us an independent and collective platform to have a voice and a real impact on behalf of our members."

Vincent Jennings highlights success over past year in CEO report

The CSNA celebrated its 30th year as an association in fine style with an action-packed National Conference on Thursday, 31 May. The Annual General Meeting was part of this programme which included a report from the CEO, Vincent Jennings which was extremely well received by the large number of retailers in attendance. Here is a quick synopsis of his report for those of you who could not secure a ticket to what was the retail event of the year.

The role of the association during the past year has been very comprehensive in terms of the amount of lobbying, advising, consulting and contacting individuals, political parties and sectoral interest groups, Jennings reported.

The CSNA has held meetings with practically all government departments and ministers on a raft of matters that are of interest to you, the members. The issues included, but were by no means limited, to labour, PRSI contributions by employers, minimum wage, carriage changes, delivery protocols, the environment, crime prevention, insurance, tobacco and vaping products and alcohol.



Vincent Jennings, CEO of the Convenience Stores and Newsagents Association

amendments to the Section 20 part of the Public Health (Alcohol) Bill. CSNA thanked most sincerely the ministers and TDs for the unprecedented level of support that they gave to the industry in facing down a minister, minister for state and an entire government department determined to initiate legislation that was flawed, poorly

considered and without any level of interaction with stakeholders such as retailers and their representatives.

The association has also made a very detailed submission to the Labour Court outlining fundamental objections to any form of sectorally contrived wage setting mechanisms such as the JLC. With many businesses in our industry struggling to survive, retailers are extremely concerned that any government may attempt to ingratiate itself to the trade union sector by agreeing on a timeline for establishing a mandatory Living Wage.

The association will continue to engage with various government departments, statutory agencies and local authorities on behalf of CSNA members. The CSNA will continue to provide a voice at the Retail Consultation Forum and has provided on a number of occasions, assistance and advice to the Departments of the Taoiseach, Finance and Business on the threats posed to our sector by Brexit.

members' suppliers. The CSNA believes that legislative changes need to be made to give representative organisations such as theirs the legal right to negotiate terms and conditions on behalf of members, a right that was removed by the Competition Acts and has facilitated an unhealthy imbalance between some suppliers and their retail customers.

The chief executive stated he is most appreciative of the workload adopted by the National Executive and that there is little or no possibility that the CSNA could be as vibrant, impactful and relevant without the unpaid and voluntary work done by members' fellow retailers.

Expanded output

The output from the CSNA offices has once again expanded this year; the weekly e-zine contained almost 600 articles and advice during the past 12 months. A number of campaigns including the hugely successful 'call to arms' on the Public Health (Alcohol) Bill were undertaken, hundreds of members' queries from every conceivable aspect of retailers' concerns were dealt with, and more often than not led to a satisfactory conclusion.

Vincent Jennings closed his address by saying that he had no doubt that the future of the organisation is strengthening each year and that he hoped the members will continue to see the benefit of belonging to a unique organisation, run by retailers for retailers and serving no other interest other than yours. ■

Highlights of the day



CSNA CONTACT DETAILS

If you have any queries regarding CSNA services or membership please contact the office on Naas Road, Dublin 22 on 045-535050 or by email to info@csna.ie/www.csna.ie