



VINCENT JENNINGS,
chief executive officer,
CSNA

CSNA announces new National Executive 2016/2017

The National Executive was elected at the annual general meeting in Clontarf Castle on 31 May 2016.

- The below members were elected:
- Joe Mannion – Dublin South Branch
 - Carmel Felle – Dublin North
 - Joe Tierney – Meath
 - Andy Kelly – Dublin North
 - Marcella O’ Neill – Limerick
 - Peter Gaughan – Mayo



The new National Executive was announced at the AGM on 31 May

Noel Kelly of Monasterevin, Co. Kildare is the new president while Ann Martyn, the owner of Centra, Mountrath, Co. Laois, is the new vice president.

CSNA Affinity Partner: The Insurance Shop – ShoProtect



ShoProtect is a specifically tailored insurance package designed to fulfil the needs of retailers and is exclusively available from our close affinity partners and friends at The Insurance Shop.

With many years of experience as the leading shop insurance provider, The Insurance Shop team pride themselves in providing an exceptionally helpful and efficient service.

To reduce the burden of paying your annual premium in one lump sum, a 0% finance facility over 10 months goes a long way to help. Contact Gerry Monks on 01 836 6663, 087 283 0560 or email emailgerry@tis.ie for a quotation.

OPINION

ABC figures for Sundays drastically reduced compared to 2011 sales

Not long ago (April 2011), the now defunct *News of the World* sold 114,904 copies in the Republic of Ireland.

A frightening figure emanates from the most recently published (April 2016) ABC circulation figures for Sunday newspapers; the four titles (*Sun Sunday*, *Sunday Mirror*, *Star on Sunday* and *The People*) that report sales on a monthly basis have combined sales that are less than the sales of *The News of the World* were in April 2011. The combined total for the three papers in 2011 (plus *News of the World*) was 202,285, as shown below.

April 2011	
<i>News of the World</i>	114,904 sales
<i>Sunday Mirror</i>	40,705 sales
<i>Star Sunday</i>	28,545 sales
<i>People</i>	18,031 sales
Total	202,285

April 2016			
Title		RSP	Value (Profit to trade)
<i>Sun Sunday</i>	54,610	€1.00	€13,912 per week
<i>Sunday Mirror</i>	25,953	€1.60	€7,494
<i>Star on Sunday</i>	15,490	€1.00	€3,553
<i>The People</i>	9,939	€1.60	€3,397
Total	105,992		€28,356

Title		RSP	Value (Profit to trade)
<i>News of the World</i> April 2011	114,904	€1.50 (VAT @ 13.5%)	€37,845 per week

The Sun Sunday and the *Star on Sunday* continue to have a printed RSP of €1. Five years ago, the RSP of these titles (or their equivalent publications) were €1.50 and €1.40 respectively.

The Sunday newspaper sector is declining at a slightly higher rate than the daily sector but our losses are exacerbated by this suppression of RRP. It is high time that retailers were properly compensated for sales of products that incur additional costs; retailers pay their staff a premium rate for Sunday working and need each product and category to contribute accordingly. The distributors have extracted annual increases for carriage from many retailers leading to increased costs to the category. It is time for both *The Sun Sunday* and *The Star Sunday* to implement an increase in their RRP.

CSNA member wins 98fm Best Newsagents in Dublin

From all of us here at the CSNA, we would like to congratulate CSNA member Thelma Hewitt in Monkstown on her award of ‘Best Newsagents’ in 98fm’s Best of Dublin Awards, held on Wednesday, 25 May at Powerscourt Townhouse.



Thelma Hewitt outside her award-winning newsagents store in Monkstown

CSNA member wins National Grocery Manager of the Year Award

Congratulations also from all us here in the CSNA to Gavin Moran from Junction 14, Mayfield, Monasterevin on his National Grocery Manager of the Year award at the *ShelfLife* Grocery Management Awards 2016.



Gavin Moran, National Grocery Manager of the Year 2016

Newsread introduces new transparency to explain miscellaneous credits

The CSNA is pleased to report that, following a considerable amount of patience and pressure (in equal measures), Newsread has finally put in place a system designed to give better clarity for retailers attempting to reconcile

outstanding credits.

Now, each value of miscellaneous credit will have an (max 40 character) explanation for the credit, allowing retailers and their book-keepers to agree and clear-off queries in a more efficient fashion without having

to resort to guesswork and/or phone calls and emails to customer service and delays in receiving responses from accounts.

We will monitor the effectiveness of the new system. ■

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