

TOBERMORE CONCRETE WINS EUROPE'S TOP BUSINESS PRIZE AND ANNOUNCES £10m INVESTMENT

A South Derry manufacturer of high quality paving and walling products has celebrated winning Europe's top business award by announcing a £10m expansion programme.

£10m in a two year programme that would increase capacity by 50%.

The first phase of the expansion will see the construction of a 3,500sqm manufacturing facility to house a new state-of-the-art block paving machine, on land which it has

David Henderson, says the investment programme is aimed at keeping abreast with Tobermore's phenomenal sales of walling and paving products throughout Ireland and Britain.

"Our sales have doubled in the past three years alone and the proposed addition of two new state of the art processing units is about ensuring we have the capability not only to meet with today's demands, but will also give us the ability to meet the requirements of our aggressive growth strategy," he revealed.

Mr Henderson also predicted further employment by the company. "In the past two years we have added around 100 jobs and we anticipate increasing by a further 100 in the next two years. We currently employ 265 directly and have about 80 indirect lorry drivers and fitters.

Tobermore has a turnover of around £40m and sells its walling and paving products to both commercial and domestic customers direct from the factory and through a number of sales' outlets in Ireland and Britain. Its products have been used in many high profile locations including The K Club; Hastings' Hotels; major retail parks; a range of housing schemes and one-off projects.

The company has won a string of high profile prizes in the past three years.

For further information on Tobermore and its products log on to www.tobermore.co.uk

Bank of Ireland Reduces Loan Rate for Small Businesses

Bank of Ireland confirmed that it has reduced its interest rate for small business customers with a reduction in the rate of its Developing Business Loan fund to 5.9% for new business with immediate effect. The rate reduction reflects the Bank of Ireland's commitment to be the bank of choice for small business by providing easier access to loan finance for start-up and early stage businesses. The key details of the Developing Business Loan fund are as follows:

- New rate of 5.9%
- Available to businesses less than 5 years old
- Borrow up to €25,000*
- No security required
- Finance available from day one of trading

Bank of Ireland's Developing Business Loan was launched as the first dedicated small business loan fund of its kind in the market in May 2006. The rate cut announced today further supports the Bank's commitment to small businesses and, in particular, to new business start-ups. With the average small business loan currently at €17,000, this fund is a strong offer for the segment and reflects Bank of Ireland's understanding of the difficulties that small and start-up businesses have in accessing finance.

Speaking about the new Developing Business Loan rate, Damian Young, Head of the Small Business Segment at Bank of Ireland, said: "We are very committed to supporting the needs of small businesses in Ireland. This new rate offers further opportunities for businesses to start and grow. There has never been a better time for new start-up companies in Ireland and we are seeing a generation of new businesses with the potential to grow and internationalise. Small business remains the backbone to our vibrant economy and key to the future success of business in Ireland".

Almost half of all businesses have a borrowing requirement, with the average small business loan value being approximately €17,000. Bank of Ireland currently approves in excess of 87% of all small business lending applications, with half of all applications getting an immediate decision in the branch, and the other half within 24 hours.



David Henderson (MD of Tobermore) receives the EFQM Quality award for Business Excellence from George Alogoskoufis, Greece Minister of Economics and Finance.

Tobermore Concrete Products picked up the European Business Award at a glittering ceremony held in Athens in the company of top global brands including Ricoh, TNT, Volkswagen and Siemens. The company also picked up a separate award for its business results.

Managing Director, David Henderson, who attended the ceremony and collected the awards, says they are evidence Northern Ireland manufacturing companies can compete successfully against the best in Europe.

"These awards, organised by the European Foundation for Quality Management are the most prestigious of their kind in Europe and, for our company, this represents another milestone in our journey towards organisational excellence and many years of hard work by our staff," he said today. Two years ago Tobermore picked up the UK Business Excellence Award.

The South Derry company, which has seen massive growth over the past seven years, also confirmed today it was to invest

purchased adjacent to its current site. Phase two, which will begin in Spring next year, will involve the purchase and installation of a new slab making machine which will provide opportunities to extend the company's already wide and successful product range.



The Tobermore staff celebrated their success at the EFQM awards in Athens.

Bank of Ireland 

beyond business...contacts

No matter what your business goals are you need the right contacts to help you reach those targets. Make contact with your local Bank of Ireland business centre to find out how we can provide the right advice and funding to turn your dreams into reality.



Sports and Libraries high on Poots agenda

In a more optimistic and promising era, there is unprecedented opportunity to deliver a better future for Northern Ireland, Culture, Arts and Leisure Minister, Edwin Poots MLA has said.

Addressing the Northern Ireland Government Affairs Group, the Minister said: "Culture, arts and leisure have a huge part to play in that future and people must be able to access arts, sport, museums and libraries.

These activities must become very evident veins across the delivery of the Northern Ireland Programme for Government and contribute to the building of a prosperous, fair and inclusive society for all. The activities of the Department also play a major part in the economy and tourism, particularly the creative industries which are continuing to flourish.

"High on my agenda for the autumn is the introduction of the new Strategy for Sport and Physical Recreation. This is a new vision for sport for the next ten years which will improve our health, tackle obesity, and encourage people of all ages to make sport and recreation part of their lifestyle."

The Minister said that the strategy will inform the direction of investment in sport and physical recreation. "We must be in the best position to draw benefits from the Olympics and Paralympics in London in 2012 and the Strategy, along with investment in first class sports facilities, will help us achieve that aim."

Mr Poots also said that work is continuing on the proposal for a multi-sports stadium for rugby, football and gaelic games. "If it proves to be economically viable and subject to the Northern Ireland Executive's approval, it will be one of several projects that will help to reinvigorate the region's cultural infrastruc-

ture alongside a programme of capital projects for libraries, arts, museums and a new headquarters for the Public Record Office of Northern Ireland.

"Another priority for me involves taking legislation through the Assembly to establish a single Library Authority. This is an innovative proposal, and unique in the UK and Republic of Ireland which is generating considerable interest beyond our shores.

"It will streamline five existing library services, providing a unified, seamless service which can ensure equity in delivery, and transmission of best practice.

"As a non-departmental public body it will be led by a Board made up of people selected specifically for their ability to oversee a library service which meets modern needs and improves the quality of service to the public."

The Minister outlined the way ahead for the Irish Language legislation: "My Department is currently evaluating the outcome of the consultation exercise on the draft Irish Language legislation and following that, further consideration will be given to the issue."

The Minister continued: "These are exciting and, as always, very challenging times but I am confident that the Department is well placed to meet such challenges and I know my staff are already responding with skill and enthusiasm.

"The Department of Culture Arts and Leisure has a remit that impacts on the lives of nearly everyone and every community in Northern Ireland and I look forward to a society which is at ease with itself and where everyone shares and enjoys the cultural benefits of this new opportunity."

BARNARDO'S AND LLOYDS TSB EXTEND HIGH-PROFILE PARTNERSHIP

Barnardo's is delighted to announce that its charity of the year partnership with Lloyds TSB is to be extended by six months. The partnership, originally due to finish at the end of this year, has been extended by Lloyds TSB, giving both parties the opportunity to build upon the strength of the existing relationship. The Charity of the Year Partnership with Barnardo's will now end in June 2008. In future, all Lloyds TSB Charity of the Year partnerships will run for 18 months and Barnardo's is the first charity to benefit from this change.

Steve O'Connor, Barnardo's Director of Fundraising, said: 'Lloyds TSB and their staff have been fantastic in their support of Barnardo's. We look forward to helping them break all previous records for fundraising and most importantly helping more disadvantaged young people to access vital education and training.'

Sally Jones – Evans, Lloyds TSB executive sponsor of their Charity of the Year Programme, said: 'Lloyds TSB is delighted to continue to support Barnardo's until June 2008. We are committed to helping



Barnardo's with the vital work they do for the UK's most disadvantaged young people. This extra time period on the charity of the year relationship is a real boost for both Lloyds TSB and Barnardo's, and it gives all Lloyds TSB staff an extra chance to show much they Believe in Children.'

Lloyds TSB has one of the most successful corporate charity programmes in the UK and this is reflected by the number of charities that compete for selection every year. Barnardo's faced competition from over a hundred charities to secure the relationship for 2007 and a record numbers of staff participated in the voting process. This enthusiastic staff response has continued through the support for Barnardo's, the tireless fundraising of Lloyds TSB staff and their lead sponsorship of Barnardo's Big Toodle, the biggest event for under 5's in the UK.

BT Ireland Head of Marketing Makes Agency Debut at RLA Northern Ireland

Des Brown has recently joined mar-comms specialists, RLA Group from BT Ireland. Appointed as Designate Board Account Director of RLA Northern Ireland, Des brings with him an impressive work history including several years in the marketing departments of TSB and First Trust Bank. His most recent role as Head of Marketing for BT Ireland saw him lead on BT Ireland's Brand and Advertising strategy, Market Insight and Marketing Cost Effectiveness programmes.



Des is a member of both the Chartered Institute of Marketing and the Institute of Direct Marketing and having worked at several large corporate companies since leaving school he is moving to RLA to pursue a more intimate, creative role and is looking forward to getting his teeth stuck into agency life.

Discussing his new role, Des Brown com-

ments, 'RLA is an Agency with high professional standards and an incredibly strong track record over the past 20 years. The agency's business performance and experience across all public and private sectors in Northern Ireland was a strong motivation in my decision to move.'

Des continues, 'Throughout my time at TSB, First Trust Bank and BT Ireland I have always enjoyed developing commercially effective marketing solutions and have experience in all marketing disciplines from research and product development through to integrated communication campaigns and evaluation. My new role at RLA will give me the opportunity to develop my experience further across a range of Public and Private Sector clients. From an RLA point of view, having been on the client side myself for 20 years, I will be able to bring a fresh client perspective to the management team and I'm really looking forward to adding my mark to the company and to continuing the impressive work that RLA produces.'

"On a personal note, I have known Ian for a long time and am really looking forward to working with him and the rest of the team – clearly a very talented bunch."

Ian Erwin, Managing Director of RLA Group Northern Ireland adds, "We have been looking for some time for someone of Des's calibre and are delighted we now have him on board. We are excited about his arrival and with his experience and contacts it gives us the opportunities to drive the business further forward."

ROBINSON PLEDGES ACTION ON LONG-TERM SICKNESS ABSENCE

The Northern Ireland Civil Service has published an analysis of sickness absence of non-industrial staff in all departments during 2006/2007.

The report highlights that during the financial year 2006/2007 there was a sickness absence rate per staff year of 13.7 days. This is above the target of 12.4 days and is a marginal increase on last year's figure of 13.4 days. Overall it represents 6.2% of available working days lost.

Psychiatric/psychological illnesses continue to be the main reason for long-term absence, accounting for 29.2% of working days lost. Absences in this category lasted an average of 37.8 days. More than three quarters of working days lost due to sickness absence are attributable to a relatively small proportion of staff (12.3%), who are absent from work on a long-term basis.

Commenting on the findings today, Finance Minister Rt Hon Peter Robinson MP, MLA, said:

"This report illustrates clearly the extent of the problem with sickness absence across the civil service. While significant efforts have

been made, my ministerial colleagues and I are committed to improving attendance in all departments.

"Clearly, long term absence is an area which we need to target for particular attention and action. I am encouraged to note that just over 40% of staff had no sick absence at all during 2006/2007 and a further 32% of staff had only one recorded absence. However, more needs to be done if we are to see meaningful and sustained reduction and to meet our target of 9.5 days by 2010."

Managing attendance is a key priority within NI departments and there is a comprehensive range of policies and procedures in place to address the problem. Help and support for staff at work and throughout their illness is available, including professional interventions, assistance with rehabilitation and reasonable adjustments.

The report was completed by the Northern Ireland Statistics & Research Agency and is available on the Department of Finance & Personnel's website at: www.dfpni.gov.uk/pub-res-sick-absence

MULTI-MILLION POUND INVESTMENT BRINGS 162 JOBS TO BELFAST

A multi-million pound investment by US telecoms firm Mformation Technologies Inc should create up to 162 new hi-tech jobs in Belfast.

Economy Minister Nigel Dodds announced the investment, secured by Invest Northern Ireland, which will see specialist mobile telecoms firm Mformation establish a centre of technical excellence in Belfast.

Mformation is a global leader in the provision of mobile device management software to many of the world's leading wireless network operators, including Vodafone, Telefonica, T-Mobile, Sprint Nextel and Telus.

Making the announcement, the Minister said: "Mformation's decision to locate in Northern Ireland is testament to our strong knowledge base, ICT infrastructure and talented people.

"This region has a growing cluster of hi-tech companies servicing the international mobile telecoms industry. A firm of Mformation's calibre and global market reach will add significant value to this sector by delivering an estimated £5million per annum in wages and salaries into the local economy, and will ensure that talented local graduates and experienced ICT professionals have an opportunity to showcase their skills at an international level."

Mformation's technology is helping to increase demand for mobile data devices and

services by improving the customer experience, streamlining the delivery of new data services applications as well as lowering costs.

The new Mformation development and technical support centre in Belfast is expected to create up to 162 new high value technical jobs, and will become a primary global engineering and technical services facility for the development of the company's sophisticated device management solutions. Invest NI has offered assistance totalling £2.1million in support of the project.

Mark Edwards, CEO, Mformation added: "Northern Ireland offers us an outstanding location option for our growing company, particularly because of the region's high quality skills, recognized excellence for academic and industry focused research, and a compatible business and legal environment supporting the protection of Intellectual Property.

"The Belfast operation will become a centre of technical excellence and as a key strategic development facility, it will offer advanced career opportunities for skilled people across Northern Ireland. Specifically, this new facility will increase capability in our global engineering and product development functions and ensure that Mformation continues to provide the most advanced and diverse range of Mobile Device Management solutions available in today's global market."

PAID HOLIDAY ENTITLEMENT TO INCREASE FROM 1 OCTOBER 2007

From 1 October, many workers in Northern Ireland will benefit from an increase in paid holiday entitlement.

The Department for Employment and Learning has implemented new Regulations that increase the statutory minimum holiday entitlement from 4 weeks to 4.8 weeks, equi-

alent to an increase from 20 days to 24 days a year for those working 5 days a week (pro-rata for part-time workers).

A further increase, from 4.8 weeks to 5.6 weeks (24 days to 28 days a year, pro-rata), will be implemented from 1 April 2009

A WORD FROM THE EDITOR . . .

Welcome to our final hard copy of Inside Ireland which we believe you have enjoyed according to your very positive feedback. Don't panic however there is no cause for alarm as we will be continuing the magazine, becoming Ireland's first all island b2b e-zine in December 07. Hosted on our state of the art website insideireland.ie, the next issue we hope will have something for everyone. Watch your inbox for more information on this exciting, innovative e-zine. With your feedback we hope to continually add to our content delivering what you the readers want to see. We thank you for your support to date and look forward to keeping you informed in the future. www.insideireland.ie

Publisher:

ADMAN PUBLISHING
5 University Street
BELFAST BT7 1FY
T: (028) 9024 6624
F: (028) 9024 6936
FROM ROI: Prefix (048)

info@admanpublishing.com
www.admanpublishing.com

Company registration: NI035542

PERMISSIONS AND REPRINTS:

Material in the INSIDE IRELAND or BUY&RENT Abroad may not be reproduced in any form without the publisher's written permission. For details contact Adman Publishing Ltd. INSIDE IRELAND is a trademark. BUY&RENT Abroad is a trademark.

DISCLAIMER: The publisher is not responsible for any errors or omissions which may inadvertently occur, nor for any information given, or any claims made in listings or advertisements.

THE ACCOUNTS SHOP

- Accounts Preparation
- Auditing Services
- Payroll Services
- VAT Returns
- Tax Returns & Planning

Bank House, 135 Albertbridge Road, Belfast BT5 4PS

- Tel: 028 9045 6667
- Fax: 028 9045 6679
- Mobile: 07720 431566

email: g.gollogly@ukonline.co.uk



Foras na Gaeilge
developing the business and marketing potential of the Irish language for all sectors.

"Irish is good for business and yet is a good thing to do as well – it is really a win-win situation"

"Is maith an rud úsáid na Gaeilge, go háirithe do ghnó – is ábhar mór buntáiste é"

Superquinn Founder, Senator Fergal Quinn

Tuilleadh eolais / Find out more: ☎ +353 1 6398406 ✉ gno@forasnagaeilge.ie



Gnó MEANS BUSINESS
an Ghaeilge á forbairt mar uirlis ghnó agus mhargaloichta don earnáil ghnó i gcoitinne.

Franchise for business success, says former TV Dragon Rachel Elnaugh

Over 80% of those wanting to start their own business should consider taking up a franchise rather than starting a completely new business from scratch, says former TV Dragon Rachel Elnaugh. Her advice comes following the latest analysis of her Entrepreneurial Profile Test which anyone thinking of going it alone can complete online at www.rachelelnaugh.com. Hundreds have completed the free Test since it was launched in April this year and can testify to its accuracy.

Ms Elnaugh has used her own TV observations of business owners during filming for Dragon's Den as well as extensive research to create the Profiler, an online psychometric test which determines the person's entrepreneurial type and from there the kind of business they are most suited to.

"I'm a great believer that all types of people can and indeed do go into business and be a 'success' but individual motivation and definitions of success are extremely varied. The Profiler Test helps to understand peoples' motivations and drivers, which often conflict," says Rachel. "For example most people want to make money, but when you dig deeper, the reason they want lots of money is that they don't actually want to work. To be hugely successful in business usually requires absolute commitment almost to the point of obsession which is why even highly successful entrepreneurs can't stop even when they have achieved their success."

"While it is brilliant that, following the success of business shows like 'The Apprentice' and 'Dragons' Den' 17 million people in the UK are reportedly currently thinking of start-



ing their own business, the sad fact is that two thirds of these are statistically headed for failure within two years. Franchising offers a much lower risk way of cutting your teeth in business for those just starting out. "

Rachel's next step in developing her Profiling service is to match these would-be entrepreneurs to franchise or other business opportunities. "For many people, a ready-made business with proven processes, training and support is just what they need to put their toe in the water of self-employment," she says. "Whatever the outcome, the Profiler will have averted a few failures, and possibly reassured others that they are in the right career after all."

Ms Elnaugh is currently writing her first book and expecting her fifth child in October. She will be speaking at the Business Start-up Show at Olympia from 2 - 3 November 2007. Visitors will be able to complete the Profiler as well as discuss their business idea personally with Rachel who will be present throughout the Show.

VICTORIA SQUARE GIVES THE UNEMPLOYED A CHANCE

Margaret Ritchie, MLA

An innovative training programme will gear jobless people up to potentially benefit from Belfast's biggest regeneration project, Social Development Minister Margaret Ritchie MLA announced.

The Social Development Minister was launching a pilot retail training programme which will be delivered by Belfast Metropolitan College in partnership with Government. It will give unemployed people the chance to gain vital experience, obtain a recognised qualification and master new skills in retail in readiness for the opening of Belfast City Centre's flagship Victoria Square development on 6 March 2008.

Minister Ritchie said: "Urban regeneration makes a huge contribution to the development of the Northern Ireland economy. It is anticipated that the opening of Victoria Square will create 3,000 jobs in the retail and leisure sectors and my Department is committed to helping unemployed people to prepare for these job opportunities. The pilot Retail Training Programme contributes to tackling disadvantage in Belfast by giving unemployed people essential skills training to apply for the significant number of jobs arising from the regeneration of Belfast City Centre."

The pilot programme will provide 15 unemployed people with foundation skills in retail such as cash handling, communication and interpersonal skills and job search skills. Several modules are accredited and on successful completion of the course, trainees will obtain a recognised qualification in Customer Care, Health & Safety and Selling Skills.

The programme has been designed by Belfast Metropolitan College (BMC) in conjunction with the Department for Social

Development (DSD) and Skillsmart Retail Ltd, the sector skills council for retail.

The seven week course is open to unemployed people from all areas of Northern Ireland who are enthusiastic about a career in retail. Throughout the duration of the programme, trainees' benefits will be protected and financial assistance to meet child care costs will be available to trainees with dependent children.

The Minister said: "This is a practical way of giving unemployed people a better chance of gaining jobs in Victoria Square and is a good example of partnership working between Government, BMC and the private sector to ensure that regeneration schemes like Victoria Square derive benefits for the whole community and result in opportunities for all."

Paul Sargent, Multi Development UK Managing Director added: "Multi Development UK Ltd has always been committed to ensuring that the regeneration benefits derived from Victoria Square should be accessible to all members of the community. With 15 places on the retail course to be filled by unemployed people, this is a genuine opportunity for those removed from the labour market to consider their future employment and skills base. Multi is delighted that the retail programme is underway - I'm confident the pilot will be a success and will monitor uptake closely."

Brian Turtle, Director of BMC said: "Our involvement as the training provider demonstrates Belfast Metropolitan College's pivotal role in building individual careers and at the same time supporting retail employers in creating a world class workforce."

ing party Chairman. She thanked the working party for their thoroughness and diligence in researching and consulting on the issues and she said she appreciated that its members had given considerable time and effort freely.

Arlene Foster said: "I recognise the challenges countryside access presents and I want to support projects to improve access while addressing these challenges. I have asked my Environment and Heritage Service to commit a further £500,000 over three years towards developing and improving access facilities, providing better information for walkers and helping landowners deal with the problems they face."

Arlene Foster said she recognised that

there are significant visitor pressures on the Mourne. It had become clear for example, during the course of the Working Party's consultation, that access to the countryside is a major concern to farmers and landowners. In response her department commissioned a study of access issues in the Mourne area which identified some management needs.

The Minister said that she will consider the working party's recommendations and the consultation report carefully and seek the views of others including the Environment Committee, the Committee for Agriculture and Rural Development and the DOE's statutory advisory body, the Council for Nature Conservation and the Countryside.

FOSTER PLEDGES HALF A MILLION POUNDS FOR MOURNES ACCESS MANAGEMENT

Environment Minister Arlene Foster has received reports on the proposed Mourne National Park and has offered £500,000 for access management in the

Mournes.

The Minister received the reports and recommendations of the Mourne National Park Working Party from Harvey Bicker, the work-

Foras na Gaeilge
developing the business and marketing potential of the Irish language for all sectors.

"The Irish language is unique to this country and in it we have a marketing tool that no-one else has and there are hundreds of ways in which it can be used in our marketing"

"An Ghaeilge. Níl sí ag tír ar bith eile. Thig linn uirlis mhargálachta a bheith againn nach bhfuil ag aon duine eile agus ní na céadta dóigheanna chun í a úsáid inár gcuid margálachta"

The Marketing Institute Chief Executive, Tom Trainor.

Tuilleadh eolais / Find out more: ☎ +353 1 6398406 ✉ info@forasnagaeilge.ie

Go
MEANS BUSINESS
an Ghaeilge á forbairt mar uirlis ghnó agus mhargálachta don earnáil ghínó i gcóitíne.

FSB Express Concern Over Belfast City Council Congestion Charges

The Federation of Small Businesses has expressed concern that the local economy could suffer if Belfast City Council introduces Congestion Charges and Road Tolling.

Belfast City Council made the proposal in a submission to the Department of Finance & Personnel as part of a review into possible changes to the rates.

A recent FSB survey found that vehicles are crucial to over 90% of businesses and 70% could not reduce their usage.

Wilfred Mitchell, FSB Policy Chairman said:

"Transport, especially road transport, is fundamental to business. Almost half of small businesses carry out their trade within twenty miles of their base and congestion charges would have a detrimental effect on them.

"Businesses across Northern Ireland who regularly trade or make deliveries to Belfast City Centre will face a considerable financial

burden in the running of their business. Many of these businesses are already paying extremely high insurance, energy and rates bills"

"Only this week the Federation of Small Businesses wrote to the Secretary of State for Transport, Ruth Kelly, to call on the Government to follow the lead of the Scottish Government, which recently published a bill to abolish road tolls across Scotland. Clearly our own Minister for Finance and Personnel, Peter Robinson should make it clear that the Executive will not allow local councils to introduce such charges in Northern Ireland"

"Road Tolls and Congestion charging are nothing more than stealth taxes which are a significant barrier to business growth, dressed up as tackling Climate Change"

"Transport presents a significant cost for small businesses and it is essential that the Government finds ways to relieve this burden to increase competitiveness"

Sports and Libraries high on Poots agenda

In a more optimistic and promising era, there is unprecedented opportunity to deliver a better future for Northern Ireland, Culture, Arts and Leisure Minister, Edwin Poots MLA has said.

Addressing the Northern Ireland Government Affairs Group, the Minister said: "Culture, arts and leisure have a huge part to play in that future and people must be able to access arts, sport, museums and libraries.

These activities must become very evident veins across the delivery of the Northern Ireland Programme for Government and contribute to the building of a prosperous, fair and inclusive society for all. The activities of the Department also play a major part in the economy and tourism, particularly the creative industries which are continuing to flourish.

"High on my agenda for the autumn is the introduction of the new Strategy for Sport and Physical Recreation. This is a new vision for sport for the next ten years which will improve our health, tackle obesity, and encourage people of all ages to make sport and recreation part of their lifestyle."

The Minister said that the strategy will inform the direction of investment in sport and physical recreation. "We must be in the best position to draw benefits from the Olympics and Paralympics in London in 2012 and the Strategy, along with investment in first class sports facilities, will help us achieve that aim."

Mr Poots also said that work is continuing on the proposal for a multi-sports stadium for rugby, football and gaelic games. "If it proves to be economically viable and subject to the Northern Ireland Executive's approval, it will be one of several projects that will help to reinvigorate the region's cultural infrastruc-

ture alongside a programme of capital projects for libraries, arts, museums and a new headquarters for the Public Record Office of Northern Ireland.

"Another priority for me involves taking legislation through the Assembly to establish a single Library Authority. This is an innovative proposal, and unique in the UK and Republic of Ireland which is generating considerable interest beyond our shores.

"It will streamline five existing library services, providing a unified, seamless service which can ensure equity in delivery, and transmission of best practice.

"As a non-departmental public body it will be led by a Board made up of people selected specifically for their ability to oversee a library service which meets modern needs and improves the quality of service to the public."

The Minister outlined the way ahead for the Irish Language legislation: "My Department is currently evaluating the outcome of the consultation exercise on the draft Irish Language legislation and following that, further consideration will be given to the issue."

The Minister continued: "These are exciting and, as always, very challenging times but I am confident that the Department is well placed to meet such challenges and I know my staff are already responding with skill and enthusiasm.

"The Department of Culture Arts and Leisure has a remit that impacts on the lives of nearly everyone and every community in Northern Ireland and I look forward to a society which is at ease with itself and where everyone shares and enjoys the cultural benefits of this new opportunity."

Limerick Firm wins major Chicago parking contract - Second Limerick Firm to do deal on Trade Mission

Limerick based company Parkmagic has secured a multi million dollar deal with Chicago which will see Irish technology being used to collect parking fees in America's third biggest city, according to the Minister for Enterprise, Trade and Employment, Micheal Martin.

Details of the deal were announced as an Enterprise Ireland Trade Mission to the East Coast of the US came to an end in Boston. Minister Martin said the fact that Parkmagic saw off competition from 13 international rivals shows Irish firms can compete for key business in major markets.

"Parkmagic and its team of 12 employees have been at the forefront in rolling out the use of mobile technology to pay parking fees in major cities. Not only does its technology end the need for drivers to carry around bundles of change it also allows the removal of unsightly parking meters from streets."

"I note that the City of Chicago \$165 million a year in parking fees so the potential for Parkmagic is huge. This is an Irish company that is at the forefront of its field and has been

fully supported by Enterprise Ireland in its efforts to break into major markets."

"This deal comes at the end of a highly successful trade mission to the Eastern United States. Irish companies which are offering business solutions in a wide range of areas are receiving a broad welcome here. Already our firms employ over 80,000 people in the US and I am confident this figure will grow."

"It is also worth noting that Parkmagic is the second Limerick company to secure a major deal during this mission, earlier this week in Washington Advanced Innovations from the Technology Park secured a \$29 million contract which will see the use of satellite technology to remotely monitor the health of cattle."

"The Irish Government through Enterprise Ireland is committed to continuing support companies like this as they show to the US that we have the people with the skills and the talents that can compete and deliver in every area of industry", concluded Minister Martin.

FRAUDSTERS GO UNDERGROUND Chip and PIN Drives Card-Not-Present Fraud To All Time High

York, 3 October 2007 – Today, APACS released its latest statistics regarding card fraud in the UK. The report reported a massive rise in card-not-present (CNP) fraud, to £137m in the first six months of 2007, whilst face-to-face, or UK retailer fraud, continues to decline, this year by 11%.

CNP fraud involves stolen card details being used to pay for goods and services over the internet, by phone or by mail order. It is now the largest type of card fraud in the UK and has grown by a significant 44% during the first half of the year.

Zoe Manton, Head of Card Protection at Life Assistance firm CPP, says these statistics are not surprising. "The introduction of Chip and PIN has seen fraudsters migrate their activities to easy targets, such as online, mail order and telephone fraud. By eliminating the need to enter a PIN when undertaking a transaction, it becomes easier for criminals to use stolen card details for fraudulent purchases."

This rise in CNP fraud is a direct result of fraudsters migrating to the path of least resistance when it comes to card fraud.

"Often the genuine cardholder has no idea of CNP fraud until they check their bank statement or the criminal has exceeded the limit on the card," says Manton. "There are a number of industry schemes to counter the boom in CNP fraud such as Verified by Visa or MasterCard SecureCode for safer online

transactions. If you haven't signed up to these schemes you should regularly check your bank statements for any unusual spending patterns and consider signing up to a card protection service."

Currently protecting over six million consumers in the UK from card loss and fraud, providing replacement and resolution services, CPP has an unparalleled level of insight and expertise on this issue.

In the wake of the research from APACS, Zoe Manton is available for comment and can discuss a number of areas including:

- Card-not-present fraud
- Trends in card fraud and theft – including links to identity theft
- Card loss and theft statistics
- Consumer perception of and reaction to the risks involved with card theft and fraud
- Latest statistics
- CPP research
- Tips that people can use to protect themselves and their bank accounts

Manton is media trained and is comfortable across print, radio and television.

The CPP Group Plc is the UK's leading life assistance business and helps over 10 million customers, works with over 280 business partners and has offices in the Europe, North America and Asia.

Monday 15 October – Friday 23 November 2007

Borderlines

The exhibition is an oral and photographic archive recording stories from people with experience of life along the border. The project includes people from Armagh, Cavan, Derry/Londonderry, Donegal, Down, Fermanagh, Leitrim, Louth, Monaghan, Sligo and Tyrone. It is a significant collection of recordings and images which records the voices of 100 people who give their own unique views of experiences connected to the border.

Monday 29 October – Friday 16 November 2007

Northern Ireland Press Photographers Association

Exhibition based on Vodafone top entries and winners of the 2007 NI Press Photographer of the Year Competition. Every year the association holds a competition based on the previous year's work. Photographic entries cover many different categories including Politics, Sport and People, focusing on everyday life in Northern Ireland.

Exploris Aquarium

Exploris in Full Swing!

Staff at Exploris Aquarium in Portaferry are working round the clock in preparation for the busy summer ahead. Artefacts are arriving daily to be included in the summer exhibition later in the month.

As part of the Worlds Ocean Day events new displays have been put in place to showcase important protected habitats that exist on our doorstep.

New species such as the Lionfish have arrived for a temporary stay as part of the summer exhibition. Not to be tangled with, it has been reported that an encounter with the Lionfish's venomous spines has had the unfortunate victim wanting to sever the affected limb because of the level of pain inflicted. Thankfully this is not a species indigenous to our waters!!

The opening times of Exploris are; Monday to Friday 10am to 6 pm, Saturday 11am to 6 pm, and Sunday 12 midday to 6pm. For more information contact 028 4272 8062

New Light Through Old Windows -

15 September - 18 November

A beautiful and intriguing exhibition of photographs from University of Ulster microscopist Steve Lowry. Steve has created an exhibition based on photographic images by Victorian microscopists. The Victorians had a passion for producing visually stunning microscopic preparations, largely for their aesthetic appeal. With his extensive experience as a photographer, Steve has used modern photographic technology to bring the wealth of hidden beauty in these slides to a wider audience.

Ulster American Folk Park

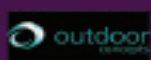
Pretty in Print

An Exhibition from the collections of the Ulster Museum. Pretty in Print features 19th century day dresses and accessories. The exhibition continues until January 18th 2008.

An Exhibition Celebrating The First Year Of ACNI Business Membership
 Entrance Fee (including refreshments)
 ACNI Business Members - £5
 Non Members - £10

Guest Speakers
 LMI Workshop "Flexing Your Communication Style"
 Laser Clay Pigeon Shooting

To confirm attendance please ring on 028 9024 5729
 Or alternatively email info@ageconcernni.org



Further details from Ulster American Folk Park, 2 Mellon Road, Omagh, Co. Tyrone. Tel: 028 8224 3292.

Gala Opera - 13 October

Enjoy a champagne reception, followed by a sumptuous 5 course candelit dinner and opera performance in the splendour of the Grand Hall. Booking Essential. Contact 028 6632 2690 7.30pm Adult £65 Member Adult £65

CASTLE WARD - 6-7 October

Autumn Pumpkifest and Craft Fair

Come and pick your own pumpkin, sample our organic pumpkin soup, follow the pumpkin trail and browse an extensive display of local crafts, demonstrations and much more! 1-5pm Normal Admission Members Free.

Harvest Food Fair - 13-14 October

Taste, talk about and buy home produced traditional and unusual ranges of food and drink direct from the producer. 10am-4pm Normal Admission Members Free

Autumn Colour - 21 October

Garden walk with an experienced guide to look at the ranges of autumn colour. Booking Essential. Contact 028 4278 8387 2pm Includes refreshments. Adult £10 Member Adult £10

Guilty or Not Guilty - 27 October

Do you have the deductive powers of Sherlock Holmes? All would-be sleuths welcome. Includes hot fork supper. Booking Essential. Contact 028 4278 8387 7.30pm Adult £40 Member Adult £40

19/10/2007 - 04/11/2007

Belfast Festival at Queen's

The largest festival of its kind in Ireland encompasses dance, theatre, new music, jazz, blues and world music, folk and roots, exhibitions, comedy, film and education. www.heritageisland.com

16/11/2007 - 18/11/2007

World Rally Championship

Breathtaking landscapes, unbridled excitement and the deep roar of the engines as they hurtle past – what more could you ask from the Irish leg of the World Rally Championship? World Rally Championship – Belfast, Fermanagh, Tyrone, Sligo, Leitrim, Donegal, Cavan and Roscommon 16th to 18th November 2007 If witnessing rally cars hitting speeds of up to 200kph gets your pulse racing, then book your trip now to see the Irish leg of the FIA World Rally Championship 2007! This is motor racing as it should be – a championship to find the world's greatest driver and some of the most visually compelling sporting moments combined. Located around seven counties in the North West of Ireland, not only do you have some revved up action on the roads, you'll be surrounded by some of the most splendid countryside in the world. The details: www.rallyireland.org

04 Oct 2007 - 20 Oct 2007

Artisit Festival

Artisit is a new and alternative festival which will take place in various venues around Galway City in October 2007. The f... Location: Galway City

05 Oct 2007 - 07 Oct 2007

Ballyshannon Street Arts Festival Weekend

The Ballyshannon Street Art Festival is a fun filled weekend including a theatre production for children, street theatre performances, art e... Location: Ballyshannon

06 Oct 2007 - 13 Oct 2007

Impressions Writer's Festival

Readings, workshops and debates with national and internationally known authors. Also includes annual Sterne Lecture and START chapbook competition. Location: Clonmel

06 Oct 2007 - 22 Oct 2007

The Eternal Now Warhol And The Factory 63-68

The major exhibition marks the work of Andy Warhol and those involved in his expansive studio, the Factory. Location: Sligo Town www.discoverireland.com

7 - 8 Oct Fingal Walking Festival, Fingal, Dublin

Two day walking festival exploring Fingal, North County Dublin countryside and coastline includes easy and moderately strenuous walks.

13 - 15 Oct Nire Valley Comeragh Mountains Walking Festival

Old School House, Ballymacarbry, Waterford
One of Irelands best walking festival weekends with walks to suit everyone including ridge, mountain, low-level, forest and country lane.

14 - 15 Oct Master Angler Shore Championship, Kilmore Quay, Wexford

Fishing Competition

27 - 30 Oct Kerry Walking Festival, Glenbeigh, Kerry

Guided walks. Accommodation and transfers with Go Ireland on some of the best walks.

27 - 29 Oct Wicklow Autumn Walking Festival 2006, Wicklow, Wicklow

The festival is one of the most successful, long running festivals of its kind anywhere in Ireland. It attracts up to 600 people annually & provides a healthy boost to the local economy off-season, whilst the venue for this years is still to be confirmed.

29 Oct Irish Conker Championships, Freshford, Kilkenny

An event for all ages, activities with food and country market to distract you between heated competitive conker games.

29 - 30 Oct Galway Races October Meeting

Race Course, Ballybrit, Galway

Race Meeting

30 Oct Adidas Dublin Marathon

Dublin City, Dublin City, Dublin

The 27th year of the Adidas Dublin Marathon which runs through the historic streets of Dublin.

27/09/2007 - 14/10/2007

Dublin Theatre Festival

Bringing together some familiar faces, and maybe even a few familiar characters, the Dublin Theatre Festival boasts oodles of charm and plenty of passion during its excellent run of shows.

Highlighted Events

16/11/2007 - 18/11/2007

World Rally Championship

Breathtaking landscapes, unbridled excitement and the deep roar of the engines as they hurtle past – what more could you ask from the Irish leg of the World Rally Championship?

World Rally Championship – Belfast, Fermanagh, Tyrone, Sligo, Leitrim, Donegal, Cavan and Roscommon

16th to 18th November 2007

What's it all about? If witnessing rally cars hitting speeds of up to 200kph gets your pulse racing, then book your trip now to see the Irish leg of the FIA World Rally Championship 2007! This is motor racing as it should be – a championship to find the world's greatest driver and some of the most visually compelling sporting moments combined. Located around seven counties in the North West of Ireland, not only do you have some revved up action on the roads, you'll be surrounded by some of the most splendid countryside in the world.

The details: www.rallyireland.org

26/10/2007 - 29/10/2007

Cork Jazz Festival

Cork city takes its jazz very seriously indeed, however, this smooth festival has been blessed with the reputation as one of the friendliest jazz festivals in Europe.

Insight Web Marketing Ltd - Killarney56201

www.discoverireland.com

OSCAILTE OPEN

Scéimeanna Tacaíochta & Áiseanna Gnó ar Fáil Saor in Aisce – Déan Teagmháil:
Support Schemes & Business Resources Freely Available -
Just Contact: +353 1 6398400 or gno@forasnagaeilge.ie

Order Now! Déan Ordú Anois!

Is mó do Ghnó le cúnamh ó

Foras na Gaeilge

Top-up and reconnect with Phoenix solar warmth

Energy Minister Nigel Dodds launched 'Solar Warmth', a joint grant initiative between the government's renewable energy grant programme, Reconnect and Phoenix Natural Gas.

Solar Warmth is a grant-aided scheme offering new Phoenix Natural Gas customers and Reconnect applicants an additional £400 top up grant. It is limited to 50 grant payments from 1 October 2007 until 31 January 2008 and will assist customers who wish to install a high-efficiency natural gas condensing boiler alongside a Reconnect solar water heating panel installation.

The £400 grant from Phoenix is available alongside the existing Department of Enterprise Trade and Investment's Reconnect solar panel grant of £1,125.00. This makes the total grant available for a

combined system now £1,525.00.

Minister Dodds, speaking at the 11th Northern Ireland Gas Industry Conference at the Hilton Hotel in Templepatrick, said: "Solar Warmth provides an excellent opportunity for Northern Ireland to reap the benefits that combining natural gas and renewable technology can bring both for consumers, and in reducing Northern Ireland's carbon emissions.

"I hope the scheme can build on the good work carried out to date through Reconnect and that it will encourage even more householders to integrate renewable technologies with the low carbon benefits of natural gas."

The Reconnect scheme is administered by Action Renewables on behalf of the Department of Enterprise Trade and Investment.

Irelandboinc.com launches new website: Volunteer Computing for Science in Ireland

A new website has just been launched, www.irelandboinc.com that will allow people to volunteer some of their Home, Work, School or Collage computing power to help in things like Cancer and HIV research, Human Protein research, Climate Change and many more World Science projects, all from one website.

Irelandboinc.com is a website that is registered on over 50 World Science projects. This is the first time that Irish computer users have the ability to volunteer some of their home or work computing power to any number of "Real Time" World science projects in one website. Using simple computer technology, people can visit the website and download a program called "BOINC" that will allow any member of the public to use their home or work computer to do real science research. Irelandboinc.com is a support website run by volunteers and the aim of the website is to promote science in Ireland and to bring real life science projects into Schools, Collages, and Universities and into people's homes.

Some of the world science projects that peo-

ple can get involved in are Rosetta@home that carries out Cancer and HIV research. Predictor@home does work on protein related diseases and World Community Grid does work on several different areas in Medicine. SETI@home, Einstein@home and LHC@home are involved in Astronomy and Physics related science. Climate Prediction uses computers to predict future weather patterns. There are many more science projects and all are good causes to get involved in with interesting goals.

All the instructions on how to get involved are on the website www.irelandboinc.com and if you register, help and support are provided on the website.



Minister praises Omagh college's work on renewable energy

Environment Minister, Arlene Foster, called at the South West College Omagh today to see for herself its work on renewable energy.

After a tour of the campus facilities with College Director Victor Refausse, who showed her various examples of the college's work in the subject, the Minister said: "This is tremendously encouraging. I have had the opportunity to speak with staff and students at the college and it is clear that there is a real understanding of the need to develop and nurture the whole concept of renewable energy.

"This is important because one of the key

targets in our Sustainable Development Strategy is to ensure that beyond 2025, forty per cent of electricity consumed in Northern Ireland is obtained from indigenous energy sources.

"That is why I am very encouraged by the dedicated training that the South West College is providing in this field. Its focus on design delivery, support and management of sustainable activities will undoubtedly help to raise awareness of renewable energy. In addition, and crucially, it will help to ensure the availability of a competent pool of renewable energy installers."



June can't get up and no-one can hear her...

...thank goodness for her Aid-Call.



With Aid-Call, a press of a button is all it takes to summon help at any hour of the day or night. So if you or someone close to you live alone, be sure that help is always at hand when it's needed. Call us today or pop in for a free brochure.

AGE Concern

Call Age Concern Northern Ireland on:

0808 100 45 45

10 College Street, Belfast BT1 6BT

Please quote 'AID700'

AC89V1APR04

Aid-Call. Don't leave safety to chance.

Foster pledges £500m for Mourne Access Management

Environment Minister Arlene Foster has received reports on the proposed Mourne National Park and has offered £500,000 for access management in the Mournes.

The Minister received the reports and recommendations of the Mourne National Park Working Party from Harvey Bicker, the working party Chairman. She thanked the working party for their thoroughness and diligence in researching and consulting on the issues and she said she appreciated that its members had given considerable time and effort freely.

Arlene Foster said: "I recognise the challenges countryside access presents and I want to support projects to improve access while addressing these challenges. I have asked my Environment and Heritage Service to commit a further £500,000 over three years towards developing and improving access

facilities, providing better information for walkers and helping landowners deal with the problems they face."

Arlene Foster said she recognised that there are significant visitor pressures on the Mournes. It had become clear for example, during the course of the Working Party's consultation, that access to the countryside is a major concern to farmers and landowners. In response her department commissioned a study of access issues in the Mourne area which identified some management needs.

The Minister said that she will consider the working party's recommendations and the consultation report carefully and seek the views of others including the Environment Committee, the Committee for Agriculture and Rural Development and the DOE's statutory advisory body, the Council for Nature Conservation and the Countryside.

Think Pink! and join the Pink Link

The Ulster Cancer Foundation (UCF) has teamed up with Gordons Chemists to celebrate the 10th anniversary of the charity's Think Pink! Campaign which runs during October, breast cancer awareness month.

Together the charity and the leading pharmacy chain are encouraging people to Think Pink! Throughout the month and support their joint awareness and fundraising initiative called PINK LINK, which helps local women with breast cancer.

Over the past three years Pink Link has raised a total of £106,000 for the charity and with support from the public it is hoped that this year's event will be a great success.

This year the official Pink Link Day will take place on Friday 19th October at 1.15pm* outside your local Gordons Chemists and you can join in the fun too!

with a diagnosis of breast cancer living in Northern Ireland.

Joyce Savage, Head of Appeals and Marketing, UCF said, "Our award-winning partnership with campaign sponsor Gordons Chemists helps to educate women on being 'breast aware', highlighting the importance of screening and early detection and takes this lifesaving message to women in every major town across Northern Ireland.

"The money raised from this year's Pink Link will be invested in our Bra and Swimwear Fitting service, which we provide on a personal basis for women who have had breast cancer surgery. Consultations take place in a sensitive and caring environment in three locations – at our service centre 40/44 Eglantine Avenue, Belfast, Altnagelvin Hospital and Dove House in L'Derry. Women can choose from a wide range of pocketed



Joyce Savage, Head of Appeals and Marketing, Ulster Cancer Foundation joins Neil Gordon, co-founder of Gordons Chemists to celebrate the 10th anniversary of the charity's Think Pink! Campaign which runs during October, breast cancer awareness month. The public are encouraged to support PINK LINK, a joint awareness and fundraising initiative, on Friday 19th October at 1.15pm outside your local Gordons Chemists to raise funds to help support local women with breast cancer.

The public are invited to join Pink Link, where supporters will be encouraged to sign the 'pink ribbon of hope' or write a short dedication in memory of a loved one, or in support of a family member or friend currently undergoing treatment. Supporters will also be encouraged to give a donation of their choice to the campaign to raise vital funds to support and care for women with breast cancer in Northern Ireland.

Breast cancer is now the most common form of cancer amongst women in Northern Ireland. Every year there are around 1,000 new cases of breast cancer diagnosed with one in 11 women developing the disease before the age of 75.

In recent years, due to increased awareness and early detection, more women have been diagnosed with breast cancer; but the good news is that survival rates are improving. Today, there are around 6,000 women

bras and swimwear in the latest styles and a selection of headwear is also available for any woman who is experiencing hair loss due to chemotherapy treatment. We provide this service free of charge and items can be purchased at cost price.

"To meet increased demands we aim to extend the service provision at Altnagelvin Hospital L'Derry and we are expanding our current range of fashionable, functional products providing a wider choice for our customers. We will be also be extending our product range to include nightwear, swimwear and underwear for patients with stomas.

"With any change of body image women can experience feelings of anxiety, loss of femininity and a lack of confidence; however it is rewarding to see women leave the Fitting Service feeling more confident and happy. We would like to thank Gordons Chemists staff and customers for their continued sup-

Consultation To Be Held On Future Management Of Clare's Water

A public consultation on the future management and protection of County Clare's inland and coastal waterways will take place at 8pm in the West County Hotel, Ennis on Tuesday 9th October 2007.

The consultation follows on from the introduction of new legislation requiring that local authorities in the Shannon International River Basin District (IRBD) devise a management plan for the whole of the Shannon river basin by 2009.

95% of County Clare's waters are included in the Shannon International River Basin District with the remaining 5% in the Western River Basin District, which will also be the subject of a public consultation in Ballyvaughan this November. There will be two public consultation periods before the final management plans are in place.

Mayor of Clare, Councillor Patricia McCarthy is encouraging members of the public to participate in the consultation workshops.

"Water is a fragile resource that needs to be protected. This is an ideal opportunity for people voice your views on how best to manage this important resource", she stated.

The first consultation period relates to the key management issues, which affect the water in the Shannon district. A new booklet called 'Water Matters' sets out these issues in a very easy-to-read manner and explains how they affect water quality, what controls are in place to deal with these issues and if they are adequate to meet the required standards. The second consultation period will take place before the draft River Basin Management Plan after it is published in 2008.

Speaking at the launch of the Water Matters booklet the newly-elected Chair of the Shannon IRBD Advisory Council, Cllr. Albert Higgins said, "For too long it has been somebody else's responsibility but now our

Governments here and throughout the European Union have handed us all a way to get involved and have a say into what the problems are and what actions should be taken to put things right."

The 'Water Matters' booklet is available to download for free from http://www.clarecoco.ie/Environment/River_Basin.html. The consultation period last until 22nd December 2007 and all comments received will feed into the draft management plan for the Shannon basin.

The Shannon River Basin District Advisory Council was established under S.I. No. 722 of 2003 (and as amended by SI 413 of 2005) to consider matters relating to the preparation of river basin management plans and other matters relevant to the protection and use of the aquatic environment and water resources in the river basin district and to advise and make recommendations on these matters to the relevant public authorities. Membership consists of two elected members from each of the constituent local authorities in the RBD, and a number of co-opted members from various sectoral interest groups.

The Shannon International River Basin District (IRBD) includes large areas of counties Limerick, Clare, Tipperary, Offaly, Westmeath, Longford and Roscommon as well as significant portions of counties Kerry, Galway, Leitrim and Cavan. Other counties that have smaller portions in the Shannon District include Sligo, Mayo, Cork, Laois, Meath and Fermanagh, while all of Limerick City is located within it.

The local authorities in the Shannon IRBD are: Cavan, Clare, Cork, Galway, Kerry, Laois, Leitrim, Limerick, Longford, Mayo, Meath, Offaly, Roscommon, Sligo, North Tipperary, South Tipperary, and Westmeath County Councils, and Limerick City Council.

port of Pink Link, now in its fourth year, and which makes a real difference to local women with breast cancer."

Neil Gordon, co-founder of Gordons Chemists said, "The Pink Link event is something which both our staff and customers look forward to supporting annually. The campaign has been tremendously successful in the past three years and we are very proud, not only of the huge contribution we have helped to make but also the awareness we have raised at a community level during this time.

"We have no doubt this year's event will be equally successful and we are delighted to be partnering with UCF once again."

Gordons Chemists staff will be holding a variety of pink themed fundraising events during the month of October so if you can't lend your support on Pink Link day (Friday 19th October) we welcome your donations at any time – just Think Pink!

You can also show your support by signing the 'pink ribbon of hope' online at www.ulster-cancer.org Click on the Think Pink! button and follow the simple guide to lend your support to the campaign.

UCF recognises that when women are diagnosed with breast cancer, having someone to speak to or knowing where to get support is very important. UCF provides a free and confidential breast cancer helpline on 0800 783 3339 for anyone who is concerned or worried about the disease. Callers speak directly to a cancer information nurse who specialises in providing information, support and advice on a whole range of services for patients, their families and friends. The helpline operates Mon – Fri from 9am – 5pm. Call 0800 783 3339 or alternatively you can email your queries or concerns to infocis@ulstercancer.org



sales@tobermore.ie

Tobermore
 Paving & Walling Centre
 2 Lisnamuck Rd,
 Tobermore
 Tobermore Sales
 028 7964 2411

Bangor
 Paving & Walling Centre
 The Dickson Home
 & Garden Complex
 Bangor Sales
 028 9185 2545

Dublin
 Paving & Walling Centre
 Blakes Cross, Lusk
 County Dublin
 Dublin Sales
 01 8437 440

Galway
 Paving & Walling Centre
 Woodstick, Bushy Park
 Galway, County Galway
 Galway Sales
 091 584 208

Cork
 Paving & Walling Centre
 Mill Road, Irishtown, Cross
 Bandon, County Cork
 Cork Sales
 02 343046

design your perfect space

Your home is the most valuable thing you own. So why not make the most of the space you've got with a landscaped patio or driveway?

The new focus on outdoor living has seen an explosion in demand for landscaped gardens in recent years right across Ireland.

It is not just lifestyle opportunities offered by creating an extra "room" in your garden which has led to such an upsurge in interest, but many people are realising that spending money on the grounds of your home can also enhance your overall property value.

The good news is that you don't have to spend a fortune to create a functional, attractive outdoor space around your home.

The experts at Tobermore have a wealth of design ideas and products to choose from which can be tailor-made to suit your budget.

The first step in making the most of your space and hard-earned cash is to consider the size and scale of your area and get advice (which comes free from the designers at Tobermore) on how best to use it.

Invaluable design advice which helps you make the most of your space includes everything from where to place functional features like patios to best use of colour and texture in products. Small details properly weaved into your garden can make big style statements and act as a focal point, as well as being cost-effective.

A simple way to achieve this is to incorporate a circle in your driveway or semi-circle steps to the front door. Or you could consider an alternative design for your path, for example a meandering path rather than straight, can also add instant impact.

Other clever design ideas to enhance the look include raising levels, plus use of edging details which also cuts down on garden maintenance. Less expensive materials used creatively can work just as well as very expensive product and again, save you pounds!

A walk around Tobermore's fully landscaped Paving and Walling Centres at Tobermore, Bangor, Dublin, Galway or Cork can give you instant inspiration. The company stocks a large range of manufactured and natural stone products in a vast range of colours and textures.

The Paving and Walling Centres are themselves a great source of inspiration with their careful landscaping showing exactly how to put the many beautiful products to best use.

Spring is the perfect time to plan your new outdoor space. The lifestyle benefits which can be enjoyed during the summer months are enormous. Simply creating a patio in the sunniest part of your garden will allow you to eat out and relax, making the most of the warmer days.



With people now latching onto the investment potential, as well as something which will enhance their lifestyles, Tobermore has a team of people now working flat out to meet demand.

So while summer may seem a little way off still, now is the time to plan for it and create your outdoor "room" to enjoy throughout the season. Tobermore offer a free half hour consultation with a member of the Landscape Architect design team, so go along and discuss your ideas and requirements.

You can also log onto www.tobermore.ie for ideas.

WHO IS ActionCOACH?

ActionCOACH is a business coaching company, started in 1993. With offices around the globe and business coaches from Australia to America in five continents, ActionCOACH has been set up with you, the business owner in mind.

Unlike traditional consulting firms ActionCOACH is designed to give you both short term and long term assistance and training through its affordable mentoring approach. 6000 clients can't be wrong!

Your Action COACH is trained to show you how to increase your business revenues and profits, and how to develop the business so that you can work less and relax more.

Why Do I Need A Business Coach?

Every great sports star, business person and superstar is surrounded by coaches and advisors.

Having a business coach is no longer a luxury, it's a necessity. It's impossible to get an objective answer from yourself. You can survive in business without the help of a coach, but it's difficult. A Coach will make you focus on the business, give you small pointers, will listen, will be your marketing manager, your sales director, your training co-ordinator, your partner, your confidant, your mentor... and, an ActionCOACH Business Coach will help you make your dreams come true.

Worried about staying out of industrial tribunals?



all about people

Angry because you can't get your staff to do things to your standards?

Uncomfortable about running a Disciplinary Interview?

Frustrated and stressed because of poor team relationships?

Get down to some real management of some real problems with one-to-one people management coaching.

Checkout the All About People website at www.allaboutpeople.co.uk contact Kate Elliott on info@allaboutpeople.co.uk or phone 028 9042 8088 to have a confidential chat about your people management difficulties.

'I nearly threw the towel in, thankfully my belief in myself has come back, and this has relieved stress in so many other areas of my life.'

Financial Director, Co. Down

all about people

ActionCOACH
business coaching



Does YOUR BUSINESS drive you?

Or do YOU drive your business?

Do you work **IN** your business instead of working **ON** it?

Do you want to make **MORE MONEY** and work **LESS HOURS**?

Do you know how to **RECRUIT, MOTIVATE** and **RETAIN** exceptional employees?

Build a BETTER BUSINESS with the World's Number 1 Business Coaching Company

ActionCOACH Business Coaching
www.actioncoach.com
Call today to contact a business coach
028 4278 8460.



Carlingford Adventure Centre

ACHIEVE NEW HEIGHTS!
Team Building Programmes



Your company can choose from a variety of options... from the more formal **Team Development Workshops**, to **Fun Outdoor Adventure Days**.

Over 20 land and water based activities to choose from.

"We were all pleasantly surprised by how much enjoyment we got from the day. We also found the staff at your centre to be more than helpful and we as a group gained a great deal from the experience. We fully intend to make a return visit...". North County Leader.

Our friendly and enthusiastic staff are ready to make your stay a memorable one. No experience necessary and all equipment is supplied.

Contact us on
00353 (0) 42-9373100
or www.carlingfordadventure.com

Carlingford Adventure Centre, Tholsel Street, Carlingford, Co. Louth, Ireland
Tel: 00 353 (0) 42 93 73 100 Fax: 00 353 (0) 42 93 73 651
Email: info@carlingfordadventure.com Web: www.carlingfordadventure.com

THE ARDILAUN HOTEL, GALWAY For Your Autumn/Winter Breaks

Galway city's well established four star Ardilaun Hotel have celebrated 45 years in business this year along with the launch of the €9 million redevelopment programme which has just been completed. The Ardilaun has lots of Autumn/Winter Break Packages to offer including staying in luxurious accommodation, dining in the Camilaun restaurant, chilling out in the Leisure Club and a spot of shopping will give you a memorable break away. Special discounts are available to guests of the Ardilaun for the Avalon Health & Beauty Salon and at a number of the city's major retail outlets - Anthony Ryan's, The Homestore, Claddagh & Celtic Jewellery and McCambridges.

LUXURIOUS SURROUNDINGS AND A WARM WELCOME

Spacious grounds and restful lounge areas will welcome you from the hustle and bustle of the city. A warm and hospitable ambience prevails at The Ardilaun Hotel on Taylor's Hill which is only a quick hop from the shops. Autumn/Winter Breaks start in November midweek from €109 pps offering two nights accommodation, full Irish breakfast and dinner at the Hotel's Camilaun restaurant. This also includes complimentary use of the luxurious leisure facilities, and carparking onsite. This offer is subject to availability. You can also upgrade to the new executive and garden rooms for just €20 per person supplement per night. For more information on Special Offers for the Winter, Mini Spa and Family Breaks, New Years and Golden Years Breaks on www.theardilaunhotel.ie; or telephone reservations 091 521433, or visit www.selecthotels.ie of which the Ardilaun is a member of Select Hotels of Ireland, a collection of 22 uniquely tempting Irish independently owned hotels.

FAMILY BREAKS AT THE ARDILAUN

The Koala Kids Club runs during the October half term break and offers activities for Children aged four to eleven years. Activities run on Tuesday, Wednesday, Thursday & Friday starting at 10.00 am run through lunch and finish at 2.00pm allowing Mums and Dads time to themselves and even to have a leisurely lunch on their own. Benefiting from the trained sports professionals as well as the 5 acres of grounds at the Ardilaun Hotel and the state of the art Leisure Club with swimming pool and fitness suite, the children won't have a moment to think, just to enjoy and get involved. There is also a fun evening of activities from 6.30pm-9.30pm while the parents dine themselves. The Koala Kids Club costs €38 per day per child and includes activities throughout the day and evening, packed lunch, and bed & breakfast daily. The family-run Ardilaun Hotel welcomes families especially with smaller children, experienced babysitters are available on request as well as travel cots, interconnecting rooms, high chairs, childrens menus, a fridge, and baby changing facilities. The Leisure Club with its kiddies pool provides baby changing, playpen

and baby equipment.

Guests may avail of the state-of-the-art Ardilaun Health and Leisure Club which includes a Greco-roman deck level swimming pool, hydro spa pool, jacuzzi, steam room, sauna, fitness suite and aerobics room. Just the remedy after a long day's shopping! The in-house solarium and Avalon beauty salon is for the convenience of guests also, with the very latest in YonKa Aroma stone massage treatments.



THE GREAT OUTDOORS CALLING YOU

Using the Ardilaun Hotel as a base to visit Connemara and the western seaboard there are a multitude of options within a stones throw. Beaches at Salthill, windsurfing, tennis, squash and badminton facilities are all within walking distance. Hire a boat, bring a picnic and make your way up the Corrib in a row boat. Walk the famous promenade and kick the wall at Blackrock as you will see the locals do.

Golfing enthusiasts have a choice of several well-known Golf courses within a fifteen mile radius. Just down the road in Salthill is the Galway Golf Club, an 18 hole championship golf course. Special concessions and tee times can be arranged for Ardilaun Golfers. Barna, Oughterard, Athenry and Galway Bay are among the West's finest golf courses and links.

THE PERFECT CHOICE

The hotel is renowned as a unique Wedding Venue for up to 370 Guests. Our Idyllic setting offers tranquil grounds, expert service and personal attention to detail. At the Ardilaun Hotel every effort is made to ensure that each wedding reception is a most memorable occasion for both the couple and guests and that every need is given the utmost care and attention by the dedicated banqueting staff and management. All the little touches that make a wedding day all the more special from the red carpet on arrival, floral table arrangements, complimentary bridal suite for the night of the wedding and the night after, 20% discount for all brides in Avalon Health & Beauty Salon, one months complimentary leisure club membership, special accommodation rates for guests and a specialist wedding team on hand to cater for every need.

Preparing for a wedding can be a most exciting and enjoyable experience and after all it usually only happens once in a lifetime so it's got to be special. The Wedding and Banqueting team at the Ardilaun go to great

lengths to cater for couples and guests alike.

CONFERENCE CENTRE & LEISURE CLUB

Galway's most well established Ardilaun Hotel, Conference Centre & Leisure Club has recently completed a €9 million redevelopment and is well worth a visit. While modernising the facilities major attention was paid to retaining the luxurious and warm traditional atmosphere so you get the best of both worlds.

The hotel now offers 32 additional corporate executive bedrooms, 4 executive suites, 4 garden rooms and a large restaurant with new terrace overlooking the gardens. While providing the latest in modern technology great emphasis has been kept on the sense of hospitality and excellent customer service. It is this exceptional personal approach that has guests returning again and again.

The hotel conference features include two main conference rooms accommodating from 2 to 650 delegates and six syndicate rooms including fully equipped board room as well as banqueting facilities for up to 400 people. A new dedicated business centre allows broadband and internet access to delegates as well photocopying facilities and facsimile services. Audio visual equipment, complimentary

broadband and a multi-media projection as well as tele-conferencing facilities are all on site.

A stay at The Ardilaun isn't complete without a visit to the hotel's award winning leisure club facilities including an 18m Greco-roman swimming pool, hydro spa and Jacuzzi, and hi-tech gymnasium and also Avalon Beauty Salon specialising in Yonka Pamper packages.

The Ardilaun is ideally located in relaxing surroundings with secluded grounds, free parking adding to the overall city sanctuary only minutes from Galway city centre. The award winning Camilaun Restaurant with its extensive range of fine wines provides the business traveler with a sumptuous meal, while Blazers Bar will provide evening entertainment.

With direct flights into Galway from Belfast with Aer Arann Express, Galway is the ideal choice for the business community. For reservations email info@theardilaunhotel.ie, call 091 521433 or visit www.theardilaunhotel.ie. Full Christmas Programme now available online.

**For Reservations call 091 521 433 or
online: www.theardilaunhotel.ie or
info@theardilaunhotel.ie**

THE ARDILAUN

always happy to serve

HOTEL, CONFERENCE CENTRE & LEISURE CLUB

Come West...

Midweek Breaks

2BB1D from €135pps

Golden Breaks

3DBB From €215pps

Midterm Breaks

Available from €145pps, inclusive of 2BB1D

Koala Kids Club

Koala Kids Club - Includes Activites,
Games, Fun and Much More

For Reservations, call: 091 521433 or
Book Now & Gift Vouchers also available online

Taylors Hill, GALWAY CITY

Email: info@theardilaunhotel.ie
www.theardilaunhotel.ie www.selecthotels.ie

★★★★

Mr. Michael Ahern T.D., Minister for Innovation Policy, addresses the launch of Enterprise Ireland's Informatics Technology Showcase

"The generation and focussed application of innovation is one of the central tenets of the Governments Strategy for Science Technology & Innovation 2006 to 2013.

Transferring knowledge and new technologies developed in Ireland's third level research institutions into the marketplace is a critical process and as I have already seen on my tour of the exhibitions outside, there is a great deal of this type of activity happening in colleges around the country.

ForfIDs recently published figures indicating that Ireland's third level sector's expenditure exceeded €600 million for the first time in 2006.

A recent EU report published in June noted that EU R&D intensity has been stagnating but recognises that Ireland is amongst a small group that is catching up. Like many aspects of change in Ireland, this catch-up is happening very rapidly.

The imperative now is that we extract maximum value from this research spend. This requires that the enterprise agencies work closely with companies to enhance their competitiveness, driven by greater investment in R&D. This is Enterprise Ireland's mandate in together with that of state agencies including IDA and Science Foundation Ireland.

Over the past six years, Enterprise Ireland has invested over €150 million from the commercialisation fund in 25 Irish third level institutions.

In addition to funding, Enterprise Ireland employs teams of commercialisation experts to forge links between industry and researchers in the Informatics sector who act as brokers between researchers and the marketplace.

It was a pleasure to meet with the Industry Liaison Officers and Technology Transfer

Managers who are representing their respective Universities and Institutes of Technology here today. Their work is invaluable and I encourage you all to pay a visit to their exhibits and familiarise yourselves with the many services the industry liaison and technology transfer offices have to offer companies.

Events like today's Technology Showcase play a crucial role in ensuring that companies are aware of the potential in the third level research community. The event, as you probably know, is organised by Gearoid Mooney and his team in the Informatics Directorate at EI. It is designed to bring fresh opportunities from the Irish informatics research landscape to the attention of companies in the sector.

As I indicated earlier, this is the third technology showcase organised by Enterprise Ireland's Informatics Team and I am very impressed by the success that participants in previous showcases have enjoyed.

To give you an example, of the 22 prospects presented at this event over the last 2 years;

- 7 companies have either been formed or are in the process of being set up;
- 5 researchers have negotiated licences, including two deals with large multinational companies to use the technology presented here;
- One researcher, John Ghent, has even been nominated for the David Manley Emerging Entrepreneur Award;
- A further 4 researchers are in the process of trialling and verifying the technology with commercial partners.

That gives you a sense of some of the numbers involved and the achievements that are possible.

Furthermore the researchers who have



presented at this event in 2005 and 2006 previously have also:

- had their technology trialled by commercial partners from the Czech Republic to the US;
- had trials with laboratories and hospitals both in Ireland and overseas;
- undertaken discussions with multiple potential licensees, funders, customers and partners globally;
- and through all of this exhibited real dedication to commercialising their technology.

All of these researchers are role models for their peers in pursuing a commercial agenda for their research and the collective experience gained over the past two years will be used to encourage and inform those involved in other projects currently underway in their institutions.

At this point, I must say a few words about Neosera Systems, an electronic design automation tool company that spun out of UCD's School of Computer Science and Informatics, by Senior Lecturer, Dr. Damian Dalton. Dr. Dalton's research has been funded under Enterprise Ireland's Commercialisation Fund.

Neosera is launching its new system-level power analysis tool RHEiMS at the UK's National Microelectronics Institute's industry symposium in Bristol.

The technology developed by Dr. Dalton is incorporated into the RHEiMS tool through a licence acquired by Neosera Systems, a UCD campus company of which Dr. Dalton is CEO.

Enterprise Ireland through their Dublin and London headquarters, gave invaluable assistance and support in commercialising this very innovative intellectual property that will be used in designing the next era of microchips. NovaUCD, University College Dublin's Innovation and Technology Transfer Centre, also strongly assisted Dr. Dalton with the commercialisation of the intellectual property arising from his research.

This concrete result from the strong partnership between NovaUCD, Enterprise Ireland and Neosera is an excellent example of the type of result that can be generated here in Ireland with the support of the various research programmes and further similar outcomes are required."

GIFTS.IE CONTINUES TO EXPAND AS IRISH SHOPPERS GO ONLINE FOR CONVENIENT GIFT SHOPPING

The Irish online gift market is growing rapidly with consumers spending an average of €60 on a recipient throughout the year and €100 at Christmas time according to Mr Anthony Birchall, Managing Director of online gift provider gifts.ie. He was speaking today after the successful expansion and move to their new facility in Ballymount, Dublin.

The family-run Irish business was setup in January 2004 and has seen average growth of 100% per annum since then. "The move from several units in an enterprise centre to one larger warehouse and offices over the summer will allow us to meet the demands of our up-and-coming Christmas season which accounts for 50% of annual revenue." As well as the Internet, the Company also sells via their mail order catalogue and from their call centre.

Mr. Birchall attributes the Irish online gift market's rapid increase growth to the convenience factor and the continued rollout of broadband. "When we setup over three years ago, our primary market was to the Irish Diaspora sending gifts home to family and friends. The orders were fulfilled much quicker than having to shop in their local country for a suitable gift, gift-wrap the item, go to the post office, pay expensive shipping charges and then finally wait and hope for it to arrive in time. This market is still as big as ever however in the past year gifts.ie has seen a massive increase in Irish shoppers buying gifts online and sending them to local recipients or themselves for personal gift giving. I believe this is due to Irish shoppers having less time to battle against the traffic and in store queues whilst the continued rollout of broadband gives them easy access to this convenient solution."

"gifts.ie now have over ten thousand online customers who shop on a regular basis for their family, friends and business colleagues" Birchall adds. "We've added features such as an online gift reminder service which once setup, emails you just before your recipient's occasion (birthday, anniversary, etc) with a reminder and suggests suitable gifts for that occasion. The new premises also allows us to introduce a pick-up facility for local customers wishing to avoid delivery charges".

When asked which were the most popular items Mr Birchall says "gourmet hampers and gift baskets account to 55% of sales. So popular were they, that last year we launched the Birchall's Gift Basket brand and partnered with Irish ecommerce company Buy4Now in creating a second website accessible to all Buy4Now customers from their portal homepage. That said, other popular gifts include plush Teddy Bears, our Balloon-In-A-Box (an inflated occasional helium balloon), Bath and Beauty products, gadgets and personalised gifts."



Anthony Birchall

tenders
IRELAND

**ONE MONTH
FREE TRIAL**

CONTACT

028 90 755100

Email

info@tendersireland.com

www.tendersireland.com

• COMPANIES WILL HAVE TO EMAIL / PHONE QUOTING
INSIDE TO AVAIL OF THE 1 MONTH TRIAL

Young Guns are the future of social innovation

Thirty of the UK's most successful and ambitious young entrepreneurs have been named Young Guns for 2007.

Now in its fifth year, the list created by Growing Business magazine has an unrivalled track record for unearthing phenomenal business talent. From Innocent Drinks' Richard Reed and Nails Inc's Thea Green to Paul Hawkins who created the Hawk-Eye technology used at Wimbledon and Seb Bishop, who sold his advertising business for \$200m, there are now 150 entrepreneurs who have been caught early in their ascent to greatness. But in addition, this year's search has unveiled something new - individuals, whose fresh way of thinking challenges and changes UK entrepreneurship as we know it.

There is no doubting that these Young Guns are all immensely successful financially. Gemma Bertenshaw, 29, co-founded luxury property business Qdos Developments last year, which will turn over £7m after just 18 months rising to £15m by 2009. And, Rob Small's online gaming company Miniclip is second only to Facebook as the biggest privately-held website in the world, with a staggering 36 million users across the globe. This year's turnover should hit £24m!

But these exceptional young business men and women aren't just running highly successful, profitable businesses with immense scope for growth, carving a niche in their specific industries. Many of them are actively investing in initiatives with social aims and encouraging others to do the same. Here's a snapshot of their activities:

Raj Rana The founder of award-winning fine dining Indian restaurant Itihaas donates curries to a local Salvation Army hostel once a week. www.itihaas.co.uk

Alexander Amosu The ringtones and mobile handsets entrepreneur runs not-for-profit events to inspire young entrepreneurs in local

communities. The charity project is called Mind of an Entrepreneur. www.moae.co.uk

Ben Way The 27-year-old made the Sunday Times Rich List as a teenager. The serial entrepreneur was the technical architect for Horseshmouth, where social networking meets social enterprise through e-mentoring for adults. www.horseshmouth.co.uk

Matthew Riley The founder of Daisy Communications (a business communications provider for SMBs) exhibits green credentials by e-billing to save the trees.

Tom Savage The winner of a young social entrepreneur of the year award has created a business running marine conservation trips to Madagascar called Blue Ventures, runs a scheme to inspire young enterprise called Make Your Mark with a Tenner, and has launched two green ventures - one an eco-friendly 'wiki', the other a recruitment agency with an environmental agenda. www.makeyourmark.org.uk

These are just some of the 30 outstanding, socially and environmentally conscious Young Guns that attended a lunch and photo-shoot at Kensington Roof Gardens on 14 September.

"Each year we're quite simply astonished by the level of entrepreneurial talent out there. We shouldn't be, of course, as these youthful dynamos are driving the UK economy and will be the business minds behind many of the country's most recognisable brands for years to come," said Ian Wallis, editor of Growing Business magazine. "In a time of heightened concern for the environment and a sense that profit can combine innovatively with social good it's appropriate that the next generation of entrepreneurs are revolutionising this space and carrying on the pioneering ethos of the late Dame Anita Roddick."

Limerick Firm wins major Chicago parking contract - Second Limerick Firm to do deal on Trade Mission

Limerick based company Parkmagic has secured a multi million dollar deal with Chicago which will see Irish technology being used to collect parking fees in America's third biggest city, according to the Minister for Enterprise, Trade and Employment, Micheal Martin.

Details of the deal were announced as an Enterprise Ireland Trade Mission to the East Coast of the US came to an end in Boston. Minister Martin said the fact that Parkmagic saw off competition from 13 international rivals shows Irish firms can compete for key business in major markets.

"Parkmagic and its team of 12 employees have been at the forefront in rolling out the use of mobile technology to pay parking fees in major cities. Not only does its technology end the need for drivers to carry around bundles of change it also allows the removal of unsightly parking meters from streets."

"I note that the City of Chicago \$165 million a year in parking fees so the potential for Parkmagic is huge. This is an Irish company that is at the forefront of its field and has been fully supported by Enterprise Ireland in its efforts to break into major markets."

"This deal comes at the end of a highly successful trade mission to the Eastern United States. Irish companies which are offering business solutions in a wide range of areas are receiving a broad welcome here. Already our firms employ over 80,000 people in the US and I am confident this figure will grow."

"It is also worth noting that Parkmagic is



Enterprise Minister Micheal Martin with James O'Connell of Parkmagic

the second Limerick company to secure a major deal during this mission, earlier this week in Washington Advanced Innovations from the Technology Park secured a \$29 million contract which will see the use of satellite technology to remotely monitor the health of cattle."

"The Irish Government through Enterprise Ireland is committed to continuing support companies like this as they show to the US that we have the people with the skills and the talents that can compete and deliver in every area of industry", concluded Minister Martin.

Innovation Culture Spreads Nationwide

"Use Enterprise Ireland's Innovation Vouchers to Grow Your Business" Minister Tells Small Companies

Applications from small firms seeking solutions to their knowledge questions are now being sought for the third round of Enterprise Ireland's Innovation Vouchers initiative.

To date over 350 small companies across the State have been given Innovation Vouchers which provide €5,000 worth of funding to access the expertise in third level knowledge providers to help companies address challenges in their specific development.

The programme which has been running for six months now has 22 knowledge providers offering their research, technical and business expertise to companies across the country.

These Knowledge Providers are primarily

institutes of technology and universities and a number of public research bodies.

Michael Ahern T.D, Minister for Innovation Policy announced the opening of round 3 of Enterprise Ireland's Innovation Voucher initiative in Dublin today 1st October 2007.

Making the announcement Minister Ahern said;

"Building productive relationships between companies and the third level institutions in their region is a critical strand of the Government's Strategy for Science, Technology and Innovation. Enterprise Ireland is the interface between these two communities and is in the best position to develop collaborative linkages".

Many of the Innovation Vouchers that were awarded in earlier rounds are about to be

cashed in as knowledge projects around the country near completion.

A typical project can be completed in two weeks. One recently completed project was delivered by a research group based at Waterford IT for a busy local admin services company that had worked its existing telephone system to full capacity. Collins Administration Services asked the TSSG research team at Waterford IT to help them access new technologies that will scale with their business, removing a legacy solution that was proving to be a key growth inhibitor for them. The research team were able to leverage knowledge that was generated during earlier research to the benefit of local business, while also raising the profile of the research team amongst the local business community.

Reflecting the higher concentration of companies based in Ireland's cities, the counties with the highest participation rates to date are Dublin, Cork and Galway. "These areas are well served by third level research institutes and other public research bodies which is very encouraging from an industry-research collaboration perspective" said Minister Ahern.

He continued "I am very encouraged by the strong level of activity in counties Waterford, Tipperary, Kerry and Donegal. Our institutes of technology and universities have a vast amount of knowledge to offer companies outside the main cities and I am calling on every small company across the country to apply for a voucher and use it to learn about the potential in Ireland's research community and what it can do for your business".

New watchdog unit could enforce efficiency - Robinson

Civil Service reform and efficiency savings will be crucial in delivering the Executive's Budget priorities, the Finance Minister emphasised.

The Rt Hon Peter Robinson MP, MLA told members of the Chartered Institute of Public Finance & Accountancy at their annual conference in Newcastle, that government should be prepared to do more to produce tangible dividends. This should include establishing an all-powerful scrutiny body to seek out efficiency savings and ensure delivery throughout the public sector.

The theme of the conference was, appropriately, 'Surviving the Big Squeeze' and the Minister began by setting out the resource constraints facing the Executive:

"Treasury plans assume current spending to grow by just under 2%, in real terms, per year. At this stage and alongside colleagues in Scotland and Wales, we do not know the exact outcome for the Devolved Administrations. However, our expectation is in the region of real growth of around 1% per annum.

"To put this into context, growth in public spending here since the start of the decade has been around 4% a year. However, this figure will be supplemented by cash-releasing efficiency savings of 3% per year across central government. In terms of Departmental aspirations for the Budget process there is a significant mismatch between the level of resources likely to be available and indicative bids.

"Delivery of the required level of efficiency savings will be critical in delivering the Executive's priorities. Delivery of 3% annual cash-releasing efficiencies will produce more than £700m by 2010-2011 for reinvestment in the Executive's public expenditure priorities. Hence, delivery of this efficiency programme, and indeed, identifying additional efficiencies, is critical.

"I believe we need to become more radical in our approach to identifying ways of improving the efficiency, performance and delivery of the public sector in Northern Ireland.

"For that reason I want to suggest today the creation of a new high level efficiency taskforce – the Performance & Efficiency Delivery Unit (PEDU) – supported by a small number of staff, to re-examine the scope for generating cash-releasing efficiencies and improving delivery and performance within Departments and across the wider public sector."

Mr Robinson said that while its composition would have to be finalised, it must have clear objectives:

"The PEDU will have authority to scrutinise and review, critically, the nature of spending in all areas. It will be asked to identify radical options to produce deliverable efficiency savings over and above the 3% level already set by direct rule Ministers. It may be that differential savings levels across the public sector will result from this.

"Membership will be limited to a few respected individuals with a strong track record in overseeing successful organisational change involving the delivery of greater effi-

ciency and better quality services. The unit should include individuals from outside the public sector.

"I am particularly keen that the PEDU will look at how we spend our money at present and what we achieve in terms of quality public services. It should be prepared to challenge even the most widely accepted assumptions about how we are organised and how we go about the business of delivering services.

"What I want from the process is challenging recommendations as to what we should and should not be doing within the public sector, as well as plans to ensure that those services we must deliver are provided cost-efficiently.

"The Unit will also need to consider how our public spending programmes impact on securing growth in our wider economy, including the gap in productivity levels, in both the public and private sectors here, compared to the rest of the UK. This may involve scaling back programmes where the original policy objective has changed, or where there has been a failure to deliver those objectives."

Mr Robinson said that Civil Service reform is a top priority for government, including the reduction of administrative costs and absenteeism. He said that there is already a programme of work well underway to focus energy and resources on frontline priorities through improving efficiency, rationalising support services and harnessing technology:

"We are reducing the costs of corporate services by sharing services across Civil Service Departments such as human resources, finance and accounts, records management, staff training and ICT. The Workplace 2010 programme will also enable us to be much more efficient about how we manage the government estate.

"People in Northern Ireland are quite rightly demanding better quality services and more flexibility and choice in how they interact with government. I have visited New York and have seen for myself the way in which the '3-1-1' initiative has transformed how people talk to government and get things done.

"What this means is that any member of the public who wants to contact a public service within central government can do so by dialling just one telephone number. I expect to see this delivered during the early part of the Comprehensive Review period and then extended to all parts of the public sector."

The Minister stressed that the upcoming budget would involve difficult choices as available resources would not allow all potential bids to be met. He explained that the Executive had already begun the process of producing priorities for the next few years and the budget would reflect this. It would also look at practical ways of raising additional cash for public services:

"The Budget context emphasises that all parts of the public sector need to look carefully at the disposal of surplus assets. If there are assets that are not required to deliver services, why not sell them and put the money to better use on behalf of everyone in Northern Ireland," he proposed.

Bank of Ireland projects 15-20% returns from equity markets over the next 12-18 months

Investors advised to concentrate on buying quality stocks



Bank of Ireland Private Banking (Friday 28 September 2007) said that recent turbulence in equity markets now presents a compelling buying opportunity for private investors. It is confident that returns of between 15-20% are achievable over the next 12-18 months from global equity markets but warns that investors must be cautious of the opportunities presented.

Speaking at a media briefing Kevin Quinn, Director, Bank of Ireland Private Banking said: "Recent market volatility has caused many potential investors to take a long hard look at equity markets. It is our strongly held belief that this recent volatility has led to an opportunity that private investors cannot ignore. With valuations both in Ireland and in international markets nearing multi-year lows, our view is that most investors should be considering equities at this stage as there is substantial upside from these levels.

"The recent credit market turmoil may be a catalyst for a flight to quality. There are aspects of current market conditions of which private investors need to be very mindful, as the rules of the game may be changing. As risk is re-priced investors may look to the safer, less leveraged parts of the market and quality will become a watchword. An excellent example of this in the recent past was the huge appetite for highly leveraged products that offered impressive returns but also harboured significant risk. Certain of these products e.g. CFD's were unable to withstand the recent market volatility and some investors have suffered significant losses as a consequence.

"With Banking of Ireland Private Banking, our policy was, and still is, that the risk on these products outweighed the potential return and we never recommended invest-

ment in such propositions. We viewed much of this as speculating rather than investing and we were always uncomfortable recommending them to our clients because of the associated risks. However we believe that there is an enormously compelling reason for the long-term investor to enter the market right now – principally cheap valuation and continued earnings growth. Our advice now is to buy with a 12 to 18 month time horizon and beyond. I would equally advise clients to continue to avoid CFD's and other riskier parts of the market as continuing volatility may be just too damaging", added Kevin Quinn.

In a move designed to provide its clients with an enhanced range of investment opportunities Private Banking is launching a suite of new and existing equity products designed to appeal to all risks/return appetites.

New Global equity multi-manager fund: Private Banking introduces its new Global equity multi-manager fund, providing access to a selection of the world's leading equity managers.

Newgrange Fund; A specialised fund launched at the end of '06 and managed by Chris Reilly, Ireland's most experienced investment manager will be open for a further €50m investments until December '07 when the fund will close to new monies.

Two Irish opportunities: Private Banking plans to launch a bond linked to the performance of the top 10 Irish stocks and will continue to offer its Irish equity fund within the multi-manager range.

"Ranging from concentrated stock portfolios through to our Irish market linked bond, we have a range of investment alternatives that can meet the requirements of a variety of clients of differing risk appetites", concluded Kevin Quinn.

Finding the right home can
take some time.



Now you can find
the right mortgage in minutes.

www.gmcmortgages.ie

instant mortgage approval online,
available anytime.



NATIONWIDE BROKERS

looking after your interest

General Mortgage Corporation (Ire) Limited (T/A GMC Mortgages and GMC Life and Pensions) is regulated by the Financial Regulator. Lending Terms and Conditions Apply.

Another espresso delivery from Mercedes Vito

Café culture is moving from the pavement to the road with the UK's premier mobile coffee franchise Cafe2U and its fleet of Mercedes-Benz vans.

The burgeoning brand has just bought its 24th Mercedes Vito 109CDI Long in the last two years, the vehicle being allocated to recently-appointed Belfast-based mobile franchisee Jeff Peters.

Supplied by Mercedes-Benz of York, Cafe2U's Vitos are specially adapted and fitted with thousands of pounds worth of equipment, including coffee-making machines, allowing franchisees to serve the finest coffee to customers of out-of-town retailers and other businesses.

Managing Director Tom Acland believes the three-pointed star is the perfect accompaniment to Cafe2U's own corporate image. "We have positioned our brand as a purveyor of gourmet, high quality espresso coffee which is a cut above the high street chains," he says.

leading standard safety equipment, including the ground-breaking Adaptive ESP® anti-skid program, and also comes with long service intervals and a three-year, unlimited mileage warranty.

"Whether in terms of its appearance, comfort, safety or operating costs, the Vito has a definite edge over its rivals," Tom Acland adds. "It is compact and manoeuvrable but also very practical – the fact that it has sliding load doors on both sides is a key attraction for us.

"Our striking red livery really stands out too; when people look out of the window and see a red van they know it's either us or the postman!"

Cafe2U launched its first van in Sydney, Australia, in 2000, and five years later expanded into the UK. Today, it has a base in Leeds and 24 British franchisees who are located from London to Edinburgh, Belfast and even Guernsey, serving its specially blended and roasted beans.



"Coffee is becoming such a trendy product to be associated with that major businesses increasingly want our vans to be positioned at their events or conferences all day."

Stylish, comfortable and car-like to drive, the Vito is the 'baby' of the Mercedes commercial vehicle range. It bristles with class-

Mr Acland adds: "We are providing a service that has not been offered before. Ours is now one of the fastest growing franchises in the country and next year we are looking to expand into Europe."

www.cafe2u.co.uk



NEW SALES EXECUTIVE SCORES WITH BENTLEY



Former rugby professional - Andy Ward - has joined Charles Hurst Bentley as sales executive with responsibility for sales of new and pre-owned cars.

Originally from New Zealand, Andy has lived in Ireland for 14 years where he was captain of Ulster for four years and won the European cup in 1999. He achieved 28 caps for Ireland and played for Ulster Rugby Club for over 11 seasons.

His new role is quite a departure from his previous career, but Andy is happy to replace

his tries on the field with new relationships with his growing customer base.

Andy commented: "I am delighted with my new role. We have an excellent professional team of people here and it is a delight to be selling such a well known, prestigious brand. Our intention is to surpass our customers' expectations at every level."

Andy lives in Belfast and still operates the Andy Ward Leisure Gym in Belfast in his spare time.

BULLETIN OF VEHICLE AND DRIVER STATISTICS 2006

The Department of Transport has published the Bulletin of Vehicle and Driver Statistics, 2006.

The bulletin contains a broad range of statistical tables covering:

- the size, composition, age and fuel type of licensed vehicles;
- details on the first licensing of new and imported used vehicles;
- national car test results;
- driver licensing;
- driver testing results.

Some key Statistics:

- the total number of licensed vehicles at 31st December, 2006 (2,296,393) represents an increase of some 157,713 units (7.37%) on the 2005 return.

In the private car category the number increased from 1,662,200 in 2005 to 1,778,900 in 2006 (7.02% increase).

233,700 new vehicles and 82,400 imported used vehicles were licensed for the first time in 2006.

681,800 car tests were carried out by NCTS in 2006. An overall pass rate of 95% resulted - 42.2% being passed after defects discovered on the initial test had been rectified.

There were 2.45 million driving licences current at 31 December 2006 of which 431,900 were provisional licences.

Driving tests conducted in 2006 totalled 158,700. An overall pass rate of 52% (83,200) was achieved while in the case of repeat tests a pass rate of 55% was achieved.

Details of the bulletin appear on the Departments Website at www.transport.ie and copies are available from the Vehicle Registration Unit, Dept. of Transport, Shannon, Co. Clare.

BENTLEY GOLF CLASSIC UK FINAL

Golfers Michael Keating, Chris Celbridge, Paul Allum and Robert Sinclair represented Bentley dealership Charles Hurst at the Bentley Golf Classic 2007 UK Final which was held at Bovey Castle. A trip to America and a place in the Bentley Continental Cup awaits the top four players of the competition. The five-day World Final, the Bentley

Continental Cup, will be held at the magnificent Pebble Beach Resort, California in March 2008. The four successful UK Finalists will be joined by four of Bentley's European customers to compete on two of America's finest courses against a team of eight golfers from the US.



Result	Event	Handicap	Points	Back 9	
1	Mr James Edwards	Bentley Norwich	23	39	19
2	Mr Paul Le Chevalier	Bentley Channel Islands	plus 1	38	21
3	Mr Neville Leonard	Bentley Birmingham	12	38	18
4	Mr Jay Morris	Bentley Cardiff	5	35	17
5	Mr Malcolm Hobbs	Bentley Essex	18	34	18
6	Mr Martin Wild	Mere Club Qualifier	0	34	15
7	Mr Alan Stoker	Bentley Ribble Valley	12	33	15
8	Mr Peter Diprose	Bentley Kent	11	32	14
9	Mr John McGuinness	Bentley Glasgow	11	31	19
10	Mr Richard Dixon	Bentley Birmingham	20	31	18
11	Mr Michael Cloude	Bentley Kent	9	31	16
12	Mr Stephen Friend	Kent Club Qualifier	9	31	16
13	Mr Charles Grunweg	Alwoodley Regional Qualifier	20	31	14
14	Mr Jim Melrose	Woburn Regional Qualifier	5	30	17
15	Sir Richard George	Bentley Edinburgh	5	30	14
16	Mr Steve Hector	Bentley Hampshire	5	30	10
17	Mr Nigel Farnfield	Stoke Park Club Qualifier	10	29	17
18	Mr David Fulton	Bentley Newcastle	11	29	14
19	Mr Ben Dixon	Bentley Manchester	15	29	11
20	Mr Mark Shaw	Bentley Norwich	11	29	11
21	Mr Guy Morgan	Bentley Pangbourne	6	28	16
22	Ms Gillian Griffiths	Kent Club Qualifier	14	28	16
23	Mr Ken Evans	Bowood Regional Qualifier	10	28	15
24	Mr Nigel Summers	Broughtons of Surrey	10	28	15
25	Mr Darren Barnard	Broughtons of Surrey	8	28	15
26	Mr Rupert Hessian	Jack Barclay	18	28	14
27	Mr Gordon Gilhooley	Bentley Edinburgh	13	28	13
28	Mr Jeremy Parrott	Broughtons of Cheltenham	5	28	13
29	Mr John Pulford	Bentley Leicester	11	27	17
30	Mr David Myers	Bentley Hadley Green	19	27	14
31	Mr Peter Browning	Jack Barclay	8	27	14
32	Mr Ian Doyle	Bentley West Country	6	27	14
33	Mr Alan Shearer	Bentley Newcastle	6	27	13
34	Mr Michael Rees	Broughtons of Cheltenham	20	27	13
35	Mr David Gillanders	Archerfield Regional Qualifier	17	27	12
36	Mr Alex Trifunovic	JCT 600	5	27	12
37	Mr Darren Lowe	Bentley Essex	12	26	14
38	Mr Darren Stevenson	JCT 600	8	26	14
39	Mr Michael Keating	K Club Club Qualifier	12	26	11
40	Mr Greg Birchmore	Bentley West Country	11	25	16
41	Mr Andrew Talbot	Harwoods of Sussex	8	25	15
42	Mr Steve Grindle	Bowood Regional Qualifier	16	25	12
43	Mr Bob Kemp	Bentley Hampshire	12	24	13
44	Mr Mike Gardner	Bentley Cardiff	11	25	16
45	Mr Rodney Powell	Bentley Motors Ltd	14	24	12
46	Mr Robert Sinclair	Charles Hurst	13	24	11
47	Mr Stefano Ravagnan	Stoke Park Club Qualifier	20	23	14
48	Mr John Wright	Mere Club Qualifier	16	23	12
49	Mr David Dalley	Harwoods of Sussex	9	23	12
50	Mr Phil Frost	Bentley Leicester	18	23	11
51	Mr Nick Freeman	Bentley Manchester	3	23	8
52	Mr David Hibbert	Bentley Pangbourne	13	22	10
53	Mr Stuart Galbraith	Bentley Glasgow	9	22	8
54	Mr Richard Armitage	Bentley West Country	3	21	11
55	Mr Paul Allum	Charles Hurst	22	21	10
56	Mr David Bond	Bentley Ribble Valley	16	20	10
57	Mr Gary Thomas	Archerfield Regional Qualifier	16	20	8
58	Mr Paul Cowieson	Bentley Channel Islands	12	20	8
59	Mr Gary Broadley	Woburn Regional Qualifier	15	19	9
60	Mr Michael Matthews	Bentley Hadley Green	20	15	6
	Mr Chris Porter	K Club Club Qualifier	Unable to participate		
	Mr Paul Bailey	Bentley Cardiff	Unable to participate		
	Mr Richard Goldberg	Alwoodley Regional Qualifier	Unable to participate		



- Promotional Clothing
- Full Sportswear Range
- Golf Clothing
- Golf Accessories
- Branded Gifts
- Promotional Items
- Uniforms



www.oneills.com
Contact Sales on: +353 (0)1 429 3500

DUBLIN:
O'Neills International Sports Co. Ltd
O'Neills House of Sport
Walkinstown Avenue,
Dublin 12, Ireland
Tel: +353 (0)1 4293500
Fax: +353 (0)1 4293597
E-mail: info@oneills.ie
Web: www.oneills.com

BELFAST:
O'Neills International Sportswear
Unit 2, 14 Andersonstown Road,
Belfast, BT11 9AJ
Tel: +44 (0)28 9062 7032
+44 (0)28 9062 9879
Fax: +44 (0)28 9062 6164
E-mail: info@oneills.ie

O'NEILLS®
CORPORATE & PROMOTIONS

Outline Planning Permission is to be granted for Phase Two of Titanic Quarter announced

The scheme, which in terms of the development proposed is the largest application ever dealt with by the Northern Ireland Planning Service, will provide a total of approximately three million sq feet of new floorspace in the centre of Belfast.

Arlene Foster said: "I am delighted to make this announcement today. It is a major boost to Belfast and is a further indication that Northern Ireland is leaving its troubled past behind and is now very much open for business. I congratulate all involved in both the private and public sectors and in particular, my own planners in the Belfast Divisional Planning Office and Strategic Projects Division, who all worked together to make it possible.

"I am particularly pleased that this major planning application, received at the turn of the year, was processed in such a timely and efficient manner. Extensive pre-application discussions took place between the applicant and the Planning Service to ensure that a

good quality application which included the necessary environmental information was submitted. In addition, throughout the processing of the application, continual contact between the applicant and my planners ensured that issues were dealt with as they arose. This demonstrates once again that when an applicant submits a high quality proposal, and works with the Planning Service, a positive result can be produced with dispatch.

"This major proposal is a mixed-use development that will provide some 2000 residential units including affordable housing and an element of social housing. It will include a mix of employment, leisure and cultural tourism uses, with the latter centred on the Titanic Signature Project, the subject of a Lottery bid, which will showcase Belfast's maritime and industrial heritage.

"The development of this 16.5 hectare site, including the restoration of the Titanic and Olympic slipways, represents a further step in the development of the City. It is a major con-

fidence boost for the economy and the building industry which will provide long term economic benefits to the whole of Northern Ireland."

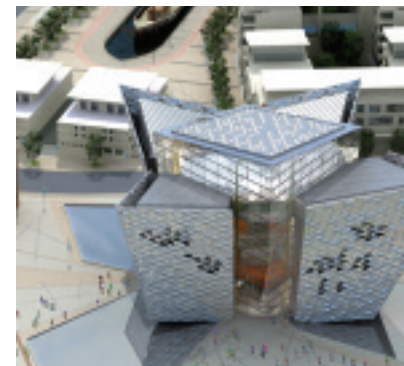
Mike Smith, Chief Executive of Titanic Quarter, said: "We are delighted to receive planning permission for the next phase of development at Titanic Quarter. With construction of Phase One well underway we are very excited about getting started on Phase Two which incorporates the Titanic Signature Project, as well as additional residential, office, leisure and public realm space.

"In particular I would like to thank the Planning Service for their pro-active approach to the application. Over the years they have come in for much criticism but their interaction with Titanic Quarter has been very encouraging."

Len O'Hagan, Chairman of Belfast Harbour Commissioners, said: "As co-promoters of Titanic Quarter, we very much welcome today's announcement. This is a key milestone in triggering the process of attracting

foreign direct investment to Titanic Quarter. It clearly demonstrates that public and private sector co-operation can achieve significant results for the City and regional economy. This approval is a further step in securing lottery funding for the Titanic Signature Project."

A Concept Masterplan has been developed for Phase II of Titanic Quarter that sets out the agreed development framework and will guide the detailed planning applications to follow.



Murphy Opens £3Million Wastewater Treatment Works for Dundrum

Regional Development Minister, Conor Murphy, MP, MLA, has officially opened a new state-of-the-art upgraded Wastewater Treatment Works in Dundrum.

The new Northern Ireland Water (NIW) facility will serve a population of approximately 2,000 from the village.

Speaking at the event, Minister Murphy said: "The new facility is just one example of the investment required to improve the water and sewerage infrastructure throughout the north. By 2010 NIW will have invested £492million in wastewater treatment and collection systems.

"This will help NIW meet European standards, respond to increasing demand and provide the region with a world class modern service. This is another major step in the plan to provide people with the quality of water and sewerage services they deserve."

Katharine Bryan, Chief Executive of NIW said:

"There is an urgent and well documented need to address the issues arising from a legacy of under-investment to enable us to match or exceed performance levels of similar UK water companies by 2015. For different reasons, money that should have been spent on water and sewerage down the years was not. NIW is now addressing this issue in a fun-

damental way that will produce real benefits for our customers.

"This new facility is a wonderful example of NIW working at its best to provide a quality



service for the people of Dundrum. We are delighted the Minister has been able to attend so he can see first hand the commitment of the team and the impact such projects have on the local community."

This project is a fine example of NIW working in partnership with BSG Civil Engineering, McAdam Design, Williams Industrial Services and Project Managers, Doran Consulting to improve the infrastructure.



construction challenges

PRECAST SOLUTIONS



Creagh's product portfolio includes:

- Prestressed hollowcore flooring
- Prestressed gable flooring
- homeIRAN precast flooring
- Midslab flooring
- homeIRAN PS insulated flooring
- T beams & block flooring
- Coffered flooring units
- Precast stairs
- Terrace units
- Structural & architectural precast
- Partitions, beams, frames & stair/WF cones
- Agricultural precast
- Precast tanks, slabs & cubicles
- Bespoke precast elements

With the capacity to produce in excess of 7 million m² of flooring annually and over 30 years precast experience, Creagh Concrete provide integrated precast solutions to meet the most demanding structural requirements and project deadlines.

ENGLAND 152 Great North Road, The Green Essex Green, St. Neots, Cambs PE27 8J Tel: 01480 217454	IRELAND Blackpark Road, Toombriake Du. Ardara, BT24 2J5 Tel: 0044 28 7965 0500	SCOTLAND Newbridge Industrial Estate Newbridge, Edinburgh EH11 5P Tel: 0131 333 5405
---	--	--

Email: precast@creaghconcrete.com Web: www.creaghconcrete.com



MINISTER FOR AGRICULTURE, FISHERIES AND FOOD, MARY COUGHLAN TD, DELIVERS KEYNOTE ADDRESS TO THE WORLD DAIRY SUMMIT

Coughlan defends EU interests in Trade Talks



The Minister for Agriculture, Fisheries and Food, Mary Coughlan TD, delivered the keynote address at the World Dairy Summit organised by the International Dairy Federation in Dublin.

Welcoming more than 900 delegates from across the globe the Minister said: "We are united by a common interest in dairying, in our commitment and dedication to the growth and development of the dairy sector in all regions of the world". She praised the innovation and technological developments that had taken place in the industry both here in Ireland and at international level. "Our consumers benefit from the vast array of dairy products that are being developed in every corner of the world and we marvel in our respective innovations and we all share in the wider benefits that they bring to our industry."

It has been 36 years since the IDF last held its annual Summit in Ireland and Minister Coughlan welcomed the resurgence in agriculture commodities, driven by wider economic and ecological issues that have impacted greatly on this transformation, most particularly the huge bounce in prices for dairy products in international markets. "We now have international circumstances that, for the first time in a very considerable period, afford the opportunity for the dairy sector to respond to a sharp rise in global demand."

It was for this reason that the Minister called on the EU Commission at the Council of Agriculture Ministers last week to propose measures to relax the restrictions on quota expansion. She continued: "I was anxious to

ensure that EU and Irish farmers would not be left behind in the scramble to share in the gains that are being brought about by current market buoyancy." The Minister said that the type of structural limitations on higher milk output that exist elsewhere do not exist in Ireland and increasing quotas by 3% now was a better response to current levels of demand rather than a free-for-all dismantling of the quota regime in the short term.

The Minister also touched on the issue of food security, as being "of fundamental concern to every nation and every region of the world" and reminded delegates that issues relating to economic development, ecological change and bio-security can change the landscape very quickly and leave those who thought less of their agriculture sector most exposed to the effects of events falling outside of their control.

Praising the Irish dairy sector, Minister Coughlan said: "Our industry at producer and processor levels has responded to every challenge and the breadth and depth of dairy products and ingredients now available is quite staggering." Applying the science in dairy ingredient solutions has been central to this success.

The Minister also referred to the WTO and made clear her view that the "EU would not quietly retreat from food markets and open its markets to unbridled access at preferential rates while our competitors cherry-pick the lucrative elements." She went on to say that she supported the completion of the Doha Development Round of world trade negotiations but would not accept "that unfettered access to a particular market should be allowed without reciprocal access to all other markets in developed economies."

Concluding her keynote address, Minister Coughlan referred to the evolving changes that are taking place in dairying and encouraged the sector to continue on the path of developing new products as the source of growth and profit. "There are no limits to innovation and scientific advancement and I believe that such qualities and attributes are available in abundance in the dairy sector."

MINISTER COUGHLAN SATISFIED ON FMD AND BLUETONGUE CONTROLS

The Minister for Agriculture, Fisheries and Food, Mary Coughlan TD, today said that having reviewed the existing controls put in place in response to the ongoing outbreaks of foot and mouth disease (FMD) and Bluetongue in Britain, she was satisfied that they represented a measured and proportionate response to the threat of either disease being introduced to Ireland.

The Minister said that the current situation in Britain was obviously a matter of concern and confirmed that she had met the Management Committee of her Department's National Disease Control Centre this morning to review the most recent developments and assess the risk to Ireland in the light of these developments. Ms Coughlan said that, having discussed the situation with the Committee, she had concluded that the existing control measures were appropriate and she did not propose to introduce any additional measures at this time.

On the confirmation of a declared outbreak of Bluetongue in England, Minister Coughlan emphasised that there were two principal means by which the disease could be introduced to Ireland - firstly, in an infected animal and, secondly, through an infected midge blown in on the wind. In relation to the first possibility, the Minister stressed that there is a ban on the importation of live susceptible animals from affected areas, including Britain.

Ms Coughlan acknowledged the possibility of infected midges being blown to Ireland and said that the developing situation would be monitored very carefully over the next few weeks given the virtual inevitability that the number of cases will continue to rise in Britain in the short-term, if the northern European experience is followed.

The Minister also confirmed that her Department had invited the farm bodies to be

briefed by officials on the current disease situation in Britain this week. Ms Coughlan said that these meetings reflected her commitment to work with the various stakeholders to minimise the risk to this country.

Ms Coughlan also stressed the proactive approach which she and her Department have taken since Bluetongue emerged in northern Europe in August 2006. The Department has in place a vector surveillance programme, in association with the Department of Zoology in NUI, Galway and, since August 2006, has blood tested almost 1,400 animals non-Bluetongue restricted areas of Continental Europe as well as almost 2,400 native cattle and all have tested negative for the disease.

Minister Coughlan said that her approach to the threat of the introduction of FMD or Bluetongue would continue to be proportionate to the risk. Ms Coughlan said that she had discussed the situation in Britain with her Northern counterpart, Minister Michelle Gildernew last week and that they would further review the position this week, given their continuing joint commitment to maintain Ireland's freedom from both FMD and Bluetongue.

The Minister reminded farmers and veterinary practitioners that Bluetongue is, by law, a notifiable disease and that any suspicions of the disease must be reported immediately to her Department. In this regard, Ms Coughlan urged farmers, veterinarians and other handlers of livestock to remain vigilant and to check animals regularly and familiarise themselves with the clinical signs of the diseases and reminded people of the information and advice available on the Department's FMD and Bluetongue websites - www.footand-mouth.ie and www.bluetongue.ie

GILDERNEW VISITS GRAMPIAN PORK COOKSTOWN



Minister Michelle Gildernew MP MLA has visited the Grampian Country Pork Cookstown site.

The Minister was anxious to hear, at first hand, the difficulties the pig sector is facing in relation to high cereal prices.

The Minister said: "I am very encouraged to see the wide range of strongly branded pork and bacon products produced here at Cookstown. Grampian is an important part of the pig supply chain, serving customers in Ireland, Britain, Mainland Europe, Japan and the USA".

Speaking about the price pressures under which the industry finds itself she comment-

ed: "The pig sector, as with all livestock sectors, is feeling the pain of the sharp increase in world cereal prices. While there is no quick fix to resolve this situation it is essential that all supply chain partners work together to minimise the impact on our industry."

"I have no direct influence over retail prices but I do believe that I have a role to encourage and facilitate dialogue to increase understanding about the issues and to identify actions that can bring about improvements"

A few weeks ago the Minister wrote to all the supermarkets and encouraged them to work with the industry in responding to current issues around cereal prices.

MINISTER SARGENT WELCOMES STRONGER CONTROLS FOR ORGANIC FOOD AND FARMING

Welcoming the signing of an amendment to the Statutory Instrument on Organic Farming by Minister Mary Coughlan, Mr Trevor Sargent TD, Minister for Food and Horticulture at the Department of Agriculture, Fisheries and Food, said that the additional powers granted to his officials would enable them to enforce the Regulations governing the organic sector much more effectively. The new provisions are aimed particularly at rogue traders passing off food as organic that does not meet the legal requirements.

Producers and processors contravening the new organic regulations now face fines of up to EUR5,000 or a term of imprisonment. Department officials will be able to seize produce, vehicles and other items and to serve fixed penalty and compliance notices on non-compliant operators. "I am committed to developing the organic sector in Ireland and

consumer confidence is vital," the Minister said. "Consumers often pay a premium for organic food and I want to be able to assure them that they are getting what they are paying for."

In tandem with the new Regulations, Minister Sargent announced that additional resources were being assigned to the Organic Unit of his Department. The combination of these two initiatives will lead to a more effective inspection regime of all retail outlets selling organic produce.

Minister Sargent urged consumers who know of traders passing off conventional food as organic to contact the Organic Unit. "All reports will be treated in confidence," he said, "and they will be taken seriously. The message is clear: anyone selling organic food must have proper certification and play by the rules."

GILDERNEW RESPONDS TO RED MEAT TASK FORCE REPORT

Farming Minister, Michelle Gildernew MP MLA, has said that the Red Meat Task Force Report has come at a critical juncture for the red meat industry.

The Task Force Report is the culmination of several months of work by the Northern Ireland Red Meat Task Force, which was established to develop a five to ten year strategy for the beef and sheepmeat industry.

Commenting on the report, Minister Gildernew said: "Today's report comes at a critical juncture for our red meat industry which, like other sections of our agricultural and rural economy, is facing real challenges. The situation is serious. We must take stock collectively to consider the recommendations and the way forward. My department will respond positively to the report and is ready to work through this with all the other key stakeholders."

The Minister said that while the report focuses on the economic viability of the red meat sector, she needed to look at this in the wider context of the contribution the red meat sector can make to the sustainability of rural communities.

Ms Gildernew continued: "We will work to help those farmers who choose to stay in the sector and look at new systems, and we will also do our best to help those who wish to change direction and take up other opportunities."

"The Task Force Report has been completed with support from all parts of the red meat sector, including government. It clearly shows that everyone involved has a pivotal role to play and we all need to move forward in this partnership approach to secure the future sustainability of our red meat sector and wider rural communities."

MINISTER BROWNE HIGHLIGHTS INCREASING VALUE OF FISH FARM PRODUCTION

Mr John Browne TD, Minister of State at the Department of Agriculture, Fisheries and Food (DAFF) received the "Status of Aquaculture Report - 2006" at a regular meeting of the Aquaculture Forum of DAFF. Minister Browne said the value of fish and shellfish from Irish fish farms rose in 2006 by 13% over 2005 figures, from EUR110.2 million to EUR124.6 million. This figure is just short of the all-time peak value for Irish aquaculture production of EUR125 million, which

was achieved in 2002 in spite of the fact that in 2006 production tonnage actually dipped by 8% to 57,422 tonnes.

Minister Browne said the rise in value in the sector was due to a dramatic increase in the price of farmed shellfish (29%) and a stable price for farmed finfish, such as salmon and trout. Exciting developments in 2006 include the farming of cod, perch, sea urchins, abalone and even seahorses on Irish fish and shellfish farms.

TASKFORCE REPORT HIGHLIGHTS CHRONIC LOSSES IN LIVESTOCK INDUSTRY

The Ulster Farmers' Union has responded to the publication of the Northern Ireland Red Meat Taskforce Report.

UFU President Kenneth Sharkey said the Report has provided irrefutable evidence that without a radical new approach, high quality beef and lamb production in Northern Ireland will disappear because of the chronic losses being incurred by livestock farmers.

Kenneth Sharkey said; "This Report confirms beyond any doubt what producers already know; that they are losing enormous sums of money while processors and retailers enjoy a profitable position in the supply chain for local beef and lamb. That in itself is a disgraceful situation, but the task now is to find a positive way forward for the industry".

Mr Sharkey added "This independent Report has proven that local livestock farmers are losing £180 million each year. The report illustrates that, at current price levels, even the most efficient producers can not make a

profit from producing high quality beef and lamb. These are shocking facts."

Kenneth Sharkey said radical thinking is now required to create a future for the local beef and sheep industry; "The Taskforce Report tells us where we are today, but everyone in the supply chain must urgently demonstrate the vision and commitment to make change happen and create a viable beef and sheep industry, which is so important to the Northern Ireland economy and rural communities".

"I am challenging retailers to put contracts on the table to secure the supply of locally produced beef and lamb, otherwise their customers will eventually be denied the choice of local product and Northern Ireland will lose one of its finest industry's. We must make a success of our Unique Selling Position, high quality beef and lamb from environmentally and animal welfare friendly suckler cow herds and sheep flocks".

MINISTER RE-OPENS RE-FURBISHED MARINA FACILITIES AT LOUGH NEAGH

Minister of Agriculture and Rural Development Michelle Gildernew MP, MLA has officially re-opened the Ballyronan Marina on the shores of Lough Neagh.

This marina has been refurbished and extended to provide an additional 36 berths, bringing the total number of berths to 72, as well as providing a new additional play area for the large number of visitors to the Marina.

Over £500,000 has been invested in renovating and refurbishing the Marina which is owned by Cookstown District Council. The project was jointly funded by Cookstown District Council and by the Department of Agriculture and Rural Development under the European Union Programme for Building Sustainable Prosperity, which contributed £249,046 through the Lough Neagh Strategic Fund.

At the official opening the Minister highlighted the important role of the marina, and other similar marina's, in attracting people to visit Lough Neagh, from the experienced boating fraternity to the casual day-tripper.

The Minister said: "The refurbished marina and associated improvements will not only encourage more people to visit Ballyronan and the western shore of Lough Neagh but will also encourage people to visit the wider Lough Neagh area and to appreciate the lough and its natural beauty."

Chairman of Cookstown District Council Cllr Ian McCrea revealed that all but one of the new berths had been booked already and predicted a bright future for the marina: "By offering tourists high quality facilities such as this, we aim to increase visitor numbers which will also bring economic benefits to Ballyronan. This marina and caravan park will undoubtedly play a major role in the improved tourism potential of Lough Neagh in the years ahead."

Lough Neagh Partnership Chairperson Jim Canning added: "This development is a significant contribution to the enhancement of Lough Neagh. It now provides a state of the art boating and recreational facility that reflects the positive changes that are happening on the lough."

"The growing world market for fish and shellfish, coupled with an increasing consumer appreciation of the health benefits of seafood and pressure on wild stocks to supply, means that aquaculture will be called on more and more to meet demand," said Minister Browne at the launch of the report. "Even though the Irish aquaculture industry is modest in world terms, it is an important economic contributor in rural areas. Villages in Donegal, Mayo, Galway, Cork and Kerry now derive a significant portion of their incomes from farming the sea."

The report is a joint collaboration between the three main state agencies involved in the

development, monitoring and scientific support of the fish and shellfish farming industry in Ireland - An Bord Iascaigh Mhara (BIM), the Marine Institute and Taighe Mara Teo. It gives a detailed analysis of the Irish aquaculture industry in 2006 with sections on wide variety of subjects, from production and employment to research and development to quality and monitoring. Special sections on the implications of Sea Change - A Maritime Knowledge, Research and Innovation Strategy for Ireland 2007 - 2013 and the Cawley Report on the fishing industry - Steering a New Course are also included.



Bank of Ireland



beyond business... contacts

No matter what your business goals are you need the right contacts to help you reach those targets. Make contact with your local Bank of Ireland business centre to find out how we can provide the right advice and funding to turn your dreams into reality.

Bank of Ireland
1 Donegall Square South
Belfast
BT1 5LR
Tel: 028 9043 3000

Bank of Ireland
Lower Baggot Street
Dublin 2

Tel: + 353 1 661 5933