CBI MARKET SURVEY

The natural stone and stone products market in Ireland

Publication date: April, 2010

Introduction

This CBI market survey gives exporters in developing countries (DC) information on some main developments in the natural stone and stone products market in Ireland. The information is complementary to the information provided in the CBI market survey 'The natural stone and stone products market in the EU', which covers the EU in general. That survey also contains an overview and explanation of the selected products dealt with, some general remarks on the statistics used, as well as information on other available documents for this sector. It can be downloaded from http://www.cbi.eu/marketinfo.

Note: In Chapter 1 Market description: consumption and production, the following product groups are addressed:
- blocks & slabs
- landscape design
- monumental and funeral

Monumental & funeral is an aggregate of flooring & cladding and funeral & other arts sub products groups which are disaggregated and dealt with separately in the Import/Export section. For more information about the product groupings, please refer to Appendix A in the CBI survey 'The natural stone and stone products market in the EU'.

1 Market description: consumption and production

Consumption

In the Republic of Ireland natural stone consumption is above average. However with 4.2 million inhabitants Ireland is the 22nd most populated country of the EU and therefore remains a relatively small market for finished natural stone products[1]. In Ireland, 381 thousand tonnes of natural stone and stone products were consumed in 2008, of which 323 thousand tonnes of finished stone products, with a value of € 204 million. It consumes about 3.0% of the total EU consumption and is ranked 7th based on consumption, above The Netherlands (2.9%) and below Belgium (3.4%).

Table 1.1 Irish consumption per product group, 2004– 2008, € million/1'000 tonnes

	2004		2006		2008		CAGR*
Product group:	**Value**	**Volume**	**Value**	**Volume**	**Value**	**Volume**	
Blocks & slabs	n.a.	n.a.	30	570	11	58	6.7%
Landscape design	12	103	20	128	20	117	14%
Monumental & funeral	124	123	203	214	185	206	11%

*CAGR: Compounded annual growth rate
Source: Eurostat (2009)

In 2008, Irish consumption of natural stone consisted of monumental & funeral (86%), landscape design (9.2%) and blocks & slabs (5.1%). Even though the decrease in consumption from 2006 to 2008 seems moderate, interviews with the industry have revealed a much more exponential decrease since 2008 as a result of the economic crises and saturation of the

[1] Finished stone products are the sum of product groups landscape design, and monumental & funeral, and therefore excludes blocks & slabs.

housing market. The construction sector, the largest sector in Ireland is undergoing a similar trend. Forecasts remain negative for 2010 and are not expected to better before 2012.

Nevertheless there are expected increase in investments in some areas such as airports/ sea ports, water services and social infrastructure (in particular educational buildings with an expected increase in investment of 25%)[2]. Large infrastructural projects are often done by large construction companies that are big enough to source their products from DC directly (see Chapter 3 for more information).

Meanwhile the self building market in Ireland is bigger than the markets in England, Scotland and Wales together providing new opportunities as in the current economic situation many house owners rather renovate than moving to another dwelling. As a result of the developments mentioned above demand is especially expected in the low and middle quality ranges. Therefore the demand for natural stone will shift towards products often used in renovations. For example, 10mm tiles that can be installed on an existing floor without having to make any modifications to the house.

Market segmentation

The Irish market can be divided into the following segments:

- Building industry (construction): by far the biggest consumer of natural stone largely represented by Construction Industry Federation (CIF, www.cif.ie).
- Natural stone processing industry: a traditional industry that focuses on domestic stones but increasingly imports finished and semi- finished stones. This industry is also increasingly active in the funeral industry and is partially represented by the National Stone Association (NSA, www.cif.ie).
- Funeral industry: a large retail sector selling funerary art, such as tombstones, gravestones and urns. Natural stone for funeral art is very common in Ireland.
- Consumer market: The consumer market in Ireland is exceptionally large and partially organised through the Irish Association Of Self Builders (IAOSB, http://www.iaosb.com). Retailers including Do-It-Yourself (DIY) outlets, garden centres and tiles specialists continue to gain market share.

The segmentation is generally similar to the trade channels discussed in this survey. Therefore for more information regarding these segments in Ireland please refer to chapter 2. For more information on market segmentation in the EU please refer to chapter 1 of the CBI survey 'The natural stone and stone products market in the EU'.

Consumption trends and developments

- ***Traditional and authentic taste:*** There is certainly more stone being used throughout the Irish house and increasingly it is imported stones that are being chosen. Although imported natural stone have broadened the palette of choice, the Irish are not greatly influenced by fashion or trends. Light grey (Irish grey granite) remains the predominant colour and usually has a bush-hammered finish. Traditionally sourced in Ireland, grey granite is now mainly imported from Spain, Portugal and China. Besides light grey, beige and black are going well in successively the consumer market and the funeral industry.
- ***Neighbouring countries***: There are strong relations between the Irish and British markets. For example, the Irish process most of the UK's sandstone before returning it to the UK. Trends are mostly picked up from Italy and Spain. In addition the Irish have traditional bonds with West European markets (Belgium, The Netherlands and Germany).
- ***Alternatives:*** Prices of natural stone products have become so low that these can now compete better with prices of alternatives such as quartz for tiles and kitchen. The quartz market is dominated by two brands: Silestone and Caesarstone. New on the Irish market is fibre reinforced natural stone such as CarbonFibreStone. This stone is resistant to fatigue,

[2] Source: The DKM Economic Consultants Review of the Construction Industry 2008 and Outlook 2009–2011 at http://www.irishconstruction.com/page/2372

chemicals and erosion and can be used to produce construction elements and bearing structures that are lightweight, elastic but pressure-stable and vibration-damping. DC exporters should follow this innovation and its availability for niche markets. Composite is processed by the same machines as natural stone and often has the same trade channels as natural stone. Processors in DC can therefore decide to focus on both markets.

- ***Ageing population:*** The Irish population is one of the fastest growing population however also slowly ageing; almost 21% (1.8 million) is over 60 years old. The number of people over 60 will have increased to 2 million in 2015 and will increase to 2.8 million by 2030. This target group is generally wealthy and often willing to invest in home improvements. This has positive influence on the consumption of natural stone in one form or another (interior design, art, or gardens). In the long term there will also be an increased demand for funerary art (i.e. tombstones and urns).
- ***Hot spots:*** A high percentage of the Irish population lives in urban settings. There are some large urbanized areas most notably Dublin (1.7 million) and Cork (0.4 million). 40% of the Irish population resides within 100 km of Dublin[3]. The average GDP per capita is also higher in these urban, and especially the east Irish urban areas, than in other areas in Ireland; there lies the highest concentration of housing and highest purchasing power. The best prospects for DC exporters are therefore to be found in those urbanised areas.
- ***Investing property:*** Home ownership in Ireland remains very high with almost 75% of private dwellings being owner-occupied in 2006. The majority of dwellings are houses of which 1.2 million are detached or semi-detached/terraced houses. The average number of persons per household continues to decline. As such, one person households are the fastest-growing ownership group[4]. This creates a demand for especially practical/ low maintenance natural stone products for various applications (e.g. tiles, counter tops).
- ***Renovation on the rise:*** The struggling property market and new energy ratings for houses, is fuelling a rise in home improvements as householders make more of what they have rather than move. French style fireplaces, kitchens, floors and landscaping are sought for renovations. Renovations are often carried out by the home owners themselves.
- ***Climate control:*** The main complaints of home owners include their houses being too cold in the winter and too warm in the summer. Natural stone products that assist in maintaining desirable temperatures are therefore sought for.
- ***Sustainability:*** Sustainability and cost saving techniques are important reasons for choice of product. This process has been fuelled by governmental building regulations, most notably mandatory 40% improvements in energy efficiency, reduction in CO_2 in renovation projects and rating of building material (natural stone has received a positive rating)[5]. In response manufacturers are using labels, management systems and guidelines both as sustainability and marketing tool. For example, 'The Green Guide to Housing Specification' (http://www.thegreenguide.org.uk) contains more than 1,200 specifications used in buildings. DC exporters should embrace sustainable measures and use these to market their products (also in comparison to its alternatives). DC exporters that take a pro-active approach to the issue sustainability might find market openings easier.

Sustainable supply chain
A sustainable natural stone supply chain demands large investments by multiple parties and is a long process. You can take a pro-active approach to the matter and map out the sustainability issues related to their own organisation and of possible suppliers. In this way it is possible to work towards a better situation and be able to respond to possible questions coming from importers and consumers in Belgium.

Production

In 2008 Ireland produced 140 thousand tonnes of finished stone products representing a value of € 129 million. As such, Ireland accounts for 1.8% of the total EU production and ranks 8th,

[3] Source: http://www.cso.ie/releasespublications/statistical_yearbook_ireland_2009.htm
[4] Source: http://www.cso.ie/releasespublications/statistical_yearbook_ireland_2009.htm
[5] Source: http://www.environ.ie/en/DevelopmentandHousing/BuildingStandards

above Poland (1.5%) and below Greece (2.6%). Production consisted of 90% for monumental & funeral products, 6.8% for landscape and design and 3.1% for blocks & slabs. Production of finished stone products has been increasing at a rate of 9.2% per year following the increase in consumption (+11%) over the years 2004-2008.

Table 1.2 Irish production per product group, 2004 – 2008, € million/1'000 tonnes

	2004		2006		2008		CAGR*
Product group:	**Value**	**Volume**	**Value**	**Volume**	**Value**	**Volume**	
Blocks & slabs	n.a.	n.a.	25	559	4.1	52	n.a.
Landscape design	8.5	82	9.3	75	9.0	68	1.4%
Monumental & funeral	82	51	117	68	120	72	10%

*CAGR: Compounded annual growth rate
Source: Eurostat (2009)

Overall the Irish production of landscape design and monumental & funeral stone products is further falling behind the consumption indicating an increasing dependency on import. Similar, the production of blocks and slabs has dropped considerably as more finished products are imported and the value added processing work is often limited to engraving and installing. This decrease in market share is expected to continue due to the dropping demand and increased international competition, especially in the (semi-)finished stone product segment.

Niche markets however are expected to remain for Ireland's unique blue limestone, for buyers who are not yet certain what they want and therefore like to visit the construction sites and in supplying grey granite for the renovation of old buildings and churches and other high-end segments. Nevertheless sourcing stone in Ireland is costly even for EU standards due to the required manner of mining. DC exporters that are able to supply stone that is similar to nationally sourced stones at cheaper prices might therefore be able to compete with Irish companies in this segment as well.

The Irish natural stone industry consists of 5 – 6 very large companies which all own domestic quarries. Natural stones that originate from Ireland include Connemara (or Connamara, Celtic Green, Konemara, Irish Green), Erinstone and Liscannor.

Alternatives
If you offer natural stone that is similar to local stone you might be able to compete with local suppliers on price. Therefore it good to be well informed before approaching buyers. For more information about the natural stone types extracted in Ireland are described in the natural stone Database (http://www.stonedatabase.com)

As a response to the increased international competition however there is a growing tendency in the Irish stone sector to form alliances. Such alliances often fall back on traditional bonds with mainland European countries such as Belgium, The Netherlands, Germany and Poland. A well organised national alliance has not yet been established. Nevertheless, DC exporters are up against a strong industry. Finding local or foreign partners is one way to create a stronger position on the Irish market.

Opportunities and threats

+ Due to the economic situation consumers as well as processors are more and more interested in sourcing from DC because of the difference in price compared to their traditional suppliers.
+ Since Irish granite is hard won, there is a demand for cheaper granite, perhaps from a DC.
+ DC exporters that focus on the urbanised areas in Ireland will find market openings easier.
+ The demographic developments (ageing population, more singles and urbanisation) will in the long-run drive the natural stone market forward.

± There is a growing demand for sustainable products; however consumers are still often price-orientated when actually buying the products.
- Due to overproduction in the housing and building sector the market will be largely satisfied for the next 2- 3 years.
- DC suppliers are up against strong and professional Irish producers that are increasingly working together to fend off competition.

Note that the above-mentioned developments and trends can be an opportunity for one exporter and a threat for another. Therefore, exporters should analyse the developments and trends discussed in the previous chapters to make their own analyses. The outcome of this analysis depends on the specific situation of an exporter. For an example of such an analysis, please refer to Chapter 7 of the CBI market survey 'The natural stone and stone products market in the EU'.

2 Trade channels for market entry

The Irish market has allowed some businesses to assume a more active and multifaceted role. Some companies, for example, act as wholesalers and distributors and/or retailers. The trade channels in Ireland are to some extent integrated into the West European (Belgium, Dutch and German) and South European (Spanish, Portuguese and Italian) market and its trade channels. Some importers active on the Irish market are:

- Stone Developments LTD - http://www.stonedevelopments.ie - Ireland´s leading producer and supplier of architectural and monumental stonework in various forms and finishes, and the largest exporter of Irish Blue Limestone
- Natural Stone Ireland - http://www. naturalstoneireland.com - importer of pavements and kerbs
- We Sell Stone - http://www.wesellstone.com - big supplier to the Irish and UK market
- Irish aggregates - http://www.irishaggregates.com/products/landscaping/naturalstone.htm - imports natural stone paving slabs from all over the world
- Stone merchant - http://www.stonemerchant.ie - importer of natural stone including Indian sandstone, granite, marble and limestone paving, tiles and sills
- McMonagle Stone - http://www.mcmonaglestone.ie - imports sandstone from India and other materials from China, Portugal, etc. and offers decorative chippings, fireplaces, garden furniture, monoliths, pillars, plaques, stone Steps and water features.
- Marble Granite - http://www.marblegranite.ie - importer of natural stone, in particular marble and granite from quarries in Italy, Spain, Portugal and China

Retailers like DIY stores (Do-It-Yourself) and tiles specialists buy mainly from wholesalers and importers and increasingly from exporters directly. Retailers mainly focus on the exceptionally large consumer market. Other important markets include installers and contractors. DIY stores are popular in Ireland. Examples of retailers active on the Irish market are given below:

- Homebase- http://www.homebase.co.uk - large DIY chain active in Ireland and the UK with a wide offer of stone products for kitchen, bathroom and garden
- B&Q- http://www.diy.com – large DIY chain active in Ireland and the UK that offers various natural stone tiles (wall, floor and border) and kitchen worktops
- TMC Cann & Co Ltd - http://www.tmccann.ie - supplier of building materials (decorative stone and flooring tiles) for the business market and DIY enthusiasts

Natural stone processing industry processors that buy from wholesalers/importers, quarry their own stone or depending on the size of the company buy directly from supplying countries. After processing, these companies mainly supply to retailers and consumers. Examples of processing companies active on the Irish market can be found below:

- Irish Natural Stone - http://www.irishnaturalstone.com – known for its production of high quality stone product for the Irish, European and the American markets
- Morrowstone - http://www.morrowstone.com/first.html - processor and retailer of various natural stone products

- Armagh Marble - http://www.armaghmarble.com - produces a highly desirable range of marble products
- S & N Granite - http://www.sngranite.ie – produces hand cut granite
- Wells Granite & Marble Ltd. - http://www.wellsgranite.ie - specialises in granite worktops and marble tiles
- Stone Developments - http://www.stonedevelopments.ie - leading producer and supplier of Irish limestone to the Irish, British and European markets

Independent buyers in Ireland are major companies (e.g. construction) and governmental organisations. Construction companies often buy directly from supplying countries whereby architects fulfil an increasingly important role in the choice of product. Governments have to buy through tender processes. Also at governmental level price is one of the most important issues. Hence, tenders are increasingly won by international coalitions which includes DC.

Tenders
Tenders can be found at https://www.unearthore.com. Independent buyers and architect can be contacted through the Irish National Building Agency - http://www.nba.ie/en/Links.htm
For additional information on the important trade channels and price structure please consult the CBI market survey 'The natural stone and stone products market in the EU'.

Price structure
Unfortunately the Irish companies contacted for the purpose of this survey were not willing or able to share their margins or prices. Hence, requests for margins and prices should not be made in the initial stages of making contact and negotiations. Before starting about prices and margins establish a relationship with your trading partner. Refer to the websites listed in Chapter 4 to get an idea of the prices Italian companies are asking for their natural stone products. Based on your findings you can determine whether you are able to offer a competitive price. For more information about price structure please refer to chapter 3 of the CBI survey 'The natural stone and stone products market in the EU'.

Useful sources
For other potential trading partners please use the following links:
- Irish building exhibition - http://www.irishbuildingexhibition.com – Ireland's biggest and most innovative building event ➔ go to 'Who exhibiting' to view the exhibitor list
- Irish Building Industry Directory - http://www.irishbuildingindustry.ie – includes 8,111 construction companies including architects, building contractors, subcontractors
- Stone contact - http://www.stonecontact.com ➔ go to 'Companies' ➔ write down 'Stone' and press 'Search' ➔ go to the box that says 'All countries' and click on it to select Ireland for an overview of a several natural stone companies
- Europages - http://www.europages.com – international directory that includes natural stone companies in Ireland ➔ fill in 'natural stone' and select Ireland.

3 Trade: imports and exports

Imports
In the Irish natural stone market, about € 96 million or 219 thousand tonnes of natural stone and stone products were imported in 2008. Irish imports increased by an annual average of 8.5% in value between 2004 and 2008. In comparison, EU imports increased at a slower pace (+4.7% per year). Ireland is the 10th largest importer in the EU accounting for 2.6% of EU imports; just above Greece (2.3%) and below Austria (2.7%).

Table 3.1 Irish imports per product group between 2004 – 2008, € million / 1’000 tonnes

	2004		2006		2008		CAGR*
Product group:	**Value**	**Volume**	**Value**	**Volume**	**Value**	**Volume**	
Blocks & slabs	14	31	11	33	11	26	-5.0%
Landscape design	3.7	21	10	53	11	49	31%
Flooring & cladding	36	65	60	97	43	92	4.7%
Funeral & other art	16	22	35	58	31	52	18%
Total	**69**	**140**	**116**	**242**	**96**	**219**	8.5%

*CAGR: Compounded annual growth rate
Source: Eurostat (2009)

In 2008, Irish import of natural stone consisted of flooring & cladding (45%); funeral & other art (32%); blocks & slabs (12%); and landscape design (11%).

It can be concluded that the increase in consumed value of finished natural stone (+11% per year) between 2004 and 2008 resulted in higher Irish production (+9.2%) and import (+11%). Nevertheless, interviews with the industry revealed that ever since the demand has slowed down and besides for Irish blue limestone, producers are having trouble competing with imports, especially from DC.

Imports from DC
Of the total percentage of imports, approximately 46% was imported from intra-EU countries, 1.7% from extra-EU countries (excluding DC) and 53% from DC. The share of imports from DC has increased substantially over the years from 39% in 2004 to 53% in 2008. In the latter year, China (30%), India (15%) and Turkey 4.8%) are the most important countries exporting to Ireland. DC market share is high in most product groups: landscape design (89%), funeral & other art (63%), blocks and slabs (53%) and flooring & cladding (19%). DC imports especially increased in the product groups landscape design (+32% per year), flooring & cladding (+26% per year), and funeral & other art (+19%). Market share of DC for blocks and slabs however decreased by 18%.

Overall imports from DC (+17% per year) have been developing faster than imports in general (+8.5%). The market share of DC is expected to keep increasing in coming years. However, imports will be affected by the economic situation and associated drop in demand.

Exports
In the Irish natural stone market, about € 13 million or 30 thousand tonnes of natural stone and stone products were exported in 2007. Ireland exports only 0.3 of the total EU export. It ranks 19th above Romania (0.1%) and below Slovenia (0.3%).

Table 3.2 Irish export per product group between 2004 – 2008 € million / 1’000 tonnes

	2004		2006		2008		CAGR*
Product group:	**Value**	**Volume**	**Value**	**Volume**	**Value**	**Volume**	
Blocks & slabs	5.3	29	6.4	22	4.4	20	-4.5%
Landscape design	0.4	0.4	0.0	0.0	0.1	0.1	-25%
Flooring & cladding	7.6	15	6.8	8.0	6.4	8.2	-4.0%
Funeral & other art	1.8	0.5	1.9	0.7	2.3	1.0	6.7%
Total	**15**	**44**	**15**	**31**	**13**	**30**	-3.1%

*CAGR: Compounded annual growth rate
Source: Eurostat (2009)

In 2008, Irish exports consisted of flooring & cladding (48%); blocks & slabs (33%); funeral & other art (17%) and landscape design (1%). Exports have been decreasing in recent years due to increased international competition. Compared to DC, Irish natural stone products are more expensive. Moreover, natural stone production in general has dropped as well. Expectations are that export will continue to drop in the short run and stabilize in the long run.

Opportunities and threats

+ All finished product groups show significant growth potential for DC exporters.
+ The Irish market is increasingly dependent on imported stone opening up new segments in the Irish market.

± With the decreasing demand and a struggling construction sector, imports are expected to drop in coming years. However imports from DC are expected to keep growing, albeit not as fast as in previous years.

- Ireland is still a relatively small importer of natural stone and stone products.
- Competition both from other DC as well as from local producers is likely to be high.

Note that the above-mentioned developments and trends can be an opportunity for one exporter and a threat for another. Therefore, exporters should analyse the developments and trends discussed in the previous chapters to make their own analyses. The outcome of this analysis depends on the specific situation of an exporter. For an example of such an analysis, please refer to Chapter 7 of the CBI market survey 'The natural stone and stone products market in the EU'.

Useful sources

- CSO - Central Statistics Office Ireland - http://www.cso.ie
- EU Expanding Exports Helpdesk - http://exporthelp.europa.eu
- Eurostat – official statistical office of the EU - http://epp.eurostat.ec.europa.eu
- Understanding Eurostat: Quick guide to easy Comext – http://epp.eurostat.ec.europa.eu/newxtweb/assets/User_guide_Easy_Comext_20090513.pdf

4 Price developments

Import figures show that the average price of natural stone and stone products decreased by 3% per year. Price of natural stone decreased in the product groups funeral & other art (-4.8% per year), blocks & slabs (-0.4%) and flooring and cladding (-3.9%). Prices however did increase in the product group landscape design (+6.4 per year). Prices in the EU as a whole increased by 6.3% per year. In general prices of natural stone imported from DC has decreased (-2.3% per year) but not as much as prices from extra-EU (-12%). In contrary. prices of natural stone obtained from within the EU have risen slightly (+0.8%).

The Irish market is under pressure from increased competition from DC suppliers. Irish companies are therefore in an increasingly difficult position to negotiate and will increasingly seek cooperation.

Prices are usually available on request. Listed below are several general websites that include price data on the natural stone market for Ireland and Europe in general:

- We Sell Stone - http://www.wesellstone.com ➔ go to 'Product categories' ➔ go to the product of your choice to view price information
- Tilestyle – www.tilestyle.ie - ➔ go to 'special offers'.
- Kilkenny - http://www.kilkennylimestone.ie - ➔ go to 'price' (also provides comparisons).
- Stone contact- http://www.stonecontact.com - ➔ go to 'Pricelist' ➔ write down 'Stone' and press 'Search' ➔ go to the box that says 'All countries' and click on it to select Ireland for an overview of a several Irish natural stone companies that display there prices online
- Stone source - http://www.stoneource.com go to 'stone selector' in the left side ➔ make a selection per material, price range or other criteria

5 Market access requirements

As a manufacturer in a developing country preparing to access Ireland, you should be aware of the market access requirements of your trading partners and the Irish government.
For information on legislative and non-legislative requirements, go to 'Search CBI database' at http://www.cbi.eu/marketinfo, select natural stone products and Ireland in the category search, click on the search button and click on market access requirements.

Detailed information on packaging can be found at the website of ITC on export packaging: http://www.intracen.org/ep/packaging/packit.htm

Tariffs and quota
In general, products entering the EU are subject to import duties. For beneficiary countries under the Generalised System of Preferences (GSP), however, reduced tariffs, or no tariffs, are applied. The list of beneficiary countries is regularly updated. For natural stone and stone products, a zero-tariff applies for exports from beneficiary countries of the GSP. Information on the required value added tax (VAT), please consult the following website: http://ec.europa.eu/taxation_customs/common/about/welcome/index_en.htm.

Information on tariffs and quota can be found at http://exporthelp.europa.eu/index_en.html

6 Doing business

Information on doing business like approaching potential business partners, building up a relationship, drawing up an offer, handling the contract (methods of payment, and terms of delivery) and cultural differences can be found in CBI's export manuals 'Export Planner', 'Your image builder' and 'Exporting to the EU'. These can be downloaded from http://www.cbi.eu/marketinfo - go to search publications. For more information on doing business in Ireland, visit the following websites on the following page:

Trade associations
- Construction Industry Federation (CIF)- http://www.cif.ie
- Irish Chamber of Commerce – http://www.chambers.ie

Trade shows
- Irish Building Show - http://www.irishbuildingexhibition.com - Ireland's biggest and most innovative building event held annually in Dublin: next event 7-9 October 2010
- Plan Expo – http://www.expo-events.com/index.html - construction & building materials show held in annually in Dublin: next event 13-14 October 2010 (expected).
- Self Build show - http://www.selfbuild.ie – trade shows for self builders and renovators held throughout the country: next events Belfast 19-21 February 2010, Galway 15-16 May 2010, Dublin City west, 10–12 September 2010 , Cork 5-7 November 2010
- Sustainable building show - http://www.sustainablebuildingshow.com – for sustainable building, construction or design held annually in Dublin: next event 7th -9th October 2010
- Irish Association Of Self Builders exhibitions http://www.selfbuilddirectory.iaosb.com – for self builders and suppliers with link to several trade shows in Dublin: next event: Betterhomes Exhibition 1-3 May 2010,

Trade Press
- Construction magazine - http://www.cif.ie – the official monthly magazine of the Construction Industry Federation (CIF) which also publishes national tenders.
- Self Build magazine - http://www.selfbuild.ie/supplier/magazine.asp - magazine published quarterly targeted at architects and self-builders throughout Ireland
- The Sunday Business Post. Weekly from Newspaper Online – http://www.sbpost.ie
- Daily, online Irish business news – http://www.independent.ie/business

This survey was compiled for CBI by CREM BV