



Paddy Sugrue, Managing Director of Kelliher's Electrical is awarded the EIFI Lifetime Achievement Award

acquisition of the West of Ireland's largest electrical wholesaler CT Electric and Fitzpatrick's Electrical in the north east.

During the 90's Kelliher's continued to expand to the East Coast, starting with Dublin. There are now 8 branches covering an area from Bray to Dundalk. Paddy gives great credit to all the team who, by their dedication to customer service, have enabled the company to grow throughout the past 40 years.

GE - 1998

Kelliher's status as one of the country's leading electrical wholesalers did not go unnoticed and, in 1998, attracted the attention of the global conglomerate General Electric.

At one stage during GE's tenure and during the boom years in Ireland, Kelliher's had almost 30 branches nationwide which showed the phenomenal growth path Kelliher's had been on, in only 20 years.

Kelliher's strong association with GE then ended in 2006 when the American company sold its electrical division to Rexel, France, one of the biggest electrical wholesale companies in the world.

This was at a very difficult time for

Kelliher's, as it was during one of the worst recessions to hit Ireland. Many branches had to be closed and unfortunately staff had to be either laid off or given reduced hours. Paddy endeavoured to manage the whole process with dignity and fairness to everyone throughout the company.

However, as the economy has begun to improve over the past few years, Kelliher's has turned a corner from the dark days of the recession and Paddy and his team has spearheaded the company to success once again with new branches in Finglas and Bray opening over the past 2 years. Additionally, in 2009, RISS (Rexel Industrial Supply Solutions) came under the Kelliher's/Rexel Ireland business. Under the strong guidance of Pat O'Brien, it has grown dramatically over the

past few years in the MRO space servicing a range of high-profile multinational companies.

Paddy will be leaving the company in a strong position to continue its growth over the coming years. A growth that started in one branch, rose to 30 branches during the boom and now has to present day 22 branches nationwide with the one important mantra that will continue after he leaves "you must remember that the single most important emphasis at Kelliher's is on servicing the customer's requirements".

Personal Life

Happily married for 41 years to Deirdre who has supported him throughout his career and they have 3 children (Conor, Brian and Niamh).

Hobbies

Paddy has many interests, but it would be fair to say that his main hobby in life is his devotion to ol' blue eyes himself, Frank Sinatra whom he met in Las Vegas in 1993 on a Philips dealer trip!

He actively goes to race meetings across the country and loves attending Irish rugby internationals with his family! He's also known to enjoy dinner and a few glasses of wine with his close friends and family.

*We wish him
all the best in his
retirement.*

Magdalen Kelliher assumed the responsibility of looking after the Kelliher business in Kerry when her husband John died in 1978. She sought the advice of her close friends Denis and Kit Sugrue to successfully manage the Kelliher business which at that time consisted of an animal feed mill and a small electrical business.

She approached their son Paddy Sugrue, a chartered accountant, formerly employed by Arthur Andersen in Dublin, and asked him to undertake a financial analysis of the Kelliher business as well as to actively explore any future potential commercial opportunities!

Paddy was subsequently asked to move back to Tralee in 1979 to

assume the position of Managing Director of the company. Paddy was the first and only non-family member in Kelliher's long history to assume this role.

Magdalen Kelliher continued to work in the company as Company Chairperson. She firmly believed that 'you must remember that the single most important emphasis at Kelliher's is servicing the customer requirements' and that attitude was duly passed on to Paddy and is ingrained throughout the whole organisation to this day!

While Kelliher's was originally an Agri business, Paddy switched focus and began to expand the electrical side of the business from its Tralee base, firstly to Cork, followed by Limerick & Waterford. The Kelliher's legacy continued to grow during the 90's with the



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www.kelliher's.com

BRANCH	ADDRESS	BRANCH MANAGERS	PHONE
Ballymount	M50 Business Park, Ballymount Road Upper, Dublin 12	Alan O'Donoghue	01 4566717
Sandyford	Unit E3, Three Rock Road, Sandyford Industrial Estate, Dublin 18	Wayne Murphy	01 2952011
Croke Park	Unit G2 Croke Park Industrial Estate, Russell Street, Dublin 1	Dominick Fitzpatrick	01 8554704
Finglas	Unit 27, North Park, North Road, Finglas, Dublin 11	Derek Wright	01 8041160
Naas	Unit A1, Toughers Industrial Estate, Newhall, Naas, Kildare	Ger O'Reilly	045 447860
Portlaoise	Clonminam Industrial Estate, Portlaoise, Laois	Niall Keogh	057 8664660
Dundalk	Ard Easmuinn Road, Dundalk, Louth	Ger Craven	042 9327854
Bray	Unit A3 Old Court Industrial Estate, Boghall Road, Bray	Derek Martin	01 2042670
Kilkenny	Unit 11A, Loughboy Industrial Estate, Kilkenny	Tom Kelly	056 7750410
Waterford	Tramore Road, Waterford	Brian Coughlan	051 377755
Cork	Tramore Road, Cork	Ed Mortell	021 4704100
Eastgate	Units 31-32 East Gate Drive, Eastgate, Little Island, Cork	David Welch	021 4296240
Mallow Road	North Point Business Park, Mallow Road, Cork	Stewart Dennehy	021 4932300
Tralee	Ballymullen, Tralee, Kerry	Ian Bourke	066 7145300
Killarney	Ross Road, Killarney, Kerry	Jack O'Sullivan	064 6633985
Limerick	Dock Road, Limerick	Pat Murphy	061 417442
Ennis	Unit 9 Quinn Road Business Park, Ennis, Clare	Mick O'Neill	065 6844233
Galway	Sean Mulvoy Road, Galway	Mike Devine	091 745300
Castlebar	Castlebar Industrial Estate, Castlebar, Mayo	Pat Lowther & Eddie Rowland	094 9023650
Ballina	Unit 7 Moyvalley Business Park, Ballina, Mayo	Frank Carroll	096 60420
Sligo	Finisklin Industrial Estate, Sligo	Padraig Doyle	071 9145068
Athlone	Unit 3 Daneswell Business Park, Monksland, Athlone	Michael McGrath	090 6494681

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