

PROFILE **GAY MANGAN**

TITLE **ENTREPRENEUR AND** INVESTOR

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Gay Mangan, now in his late sixties became an investor in other people's businesses, after the age of fifty. Growing up the eldest in a large family, from an early age he developed a strong work ethic and sense of responsibility. His family's business in a small West Clare village was a dominant influence on his upbringing, as he and his siblings were expected to help out in the business during school holidays and at weekends.

Emigration was rampant in County Clare and the West of Ireland as Gay Mangan reached his late teens and early twenties. Few of his childhood friends remained in the county or indeed in the country, as many travelled abroad in search of work.

After he finished school, Gay went to Dublin to study accountancy. He quickly found that he was less interested in studying than in becoming self sufficient and making his own way. Invited by his father to join the family business, he returned in his early twenties to open a branch of the business in Limerick. He had ambitions to develop the business and quickly realised that the Limerick premises was unsuitable as there was no room for expansion. A decision was made to open a new headquarters for the business, Mangan's Cash and Carry in Ennis in Co Clare, as it was half way between Limerick and West Clare and there was plenty of room for expansion on the available site.

The Cash and Carry business developed rapidly following that decision. The strategy, having acquired the Mace franchise for the North West of the country, was to develop a strong presence as a major distribution centre for the whole of the West and North West of the county. Opportunities were taken as they arose and the business grew organically and through acquisitions.

With eight major cash and carry depots, extending from Cork in the south of Ireland to Letterkenny in the northwest, Mangan's Cash and Carry supplied over 300 affiliated retail outlets. The company was a major employer





in the region, providing employment for more than 250 people. That gave Gay Mangan great satisfaction. "I had seen at first hand the devastating effects that emigration had on local communities, when most of the young people were forced to leave in search of work."

Mangan's Cash and Carry was sold two years ago.

Gay Mangan's desire to make a difference was satisfied through the development of the family business as it brought secure employment and enhanced living conditions to communities throughout the West and North West of Ireland. He was open to other opportunities, as well.



Approached by the company's auditors, he was asked whether he would consider investing in a small translation business, with big ambitions, in Scariff, Co Clare. While he had no direct experience of the translation business, he agreed to meet the executives involved, Martina Minogue and Nana Luke of eTeams Ltd. "They had great ideas and needed investment to make these happen. I was impressed by them and believed that they could do it. So I decided to give it a go!" He has not regretted that decision and has brought his commercial skills and well developed business sense as well as his investment. The company has progressed since.

He has also invested in another local business. This time it is the local radio station, Clare FM. "I will look at any idea that has good prospects." Making investments in this way in his local community Gay Mangan is indeed making a difference and continues to shape a better future for his county.





