



## Eilish Quinn

**Carnew Livestock Mart and Quinn Property**

### GOING FOR GROWTH PROFILE

**NAME:**

Eilish Quinn

**BUSINESS**

Carnew Livestock Mart and Quinn Property

**POSITION**

Director

**CONTACT US**

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Eilish Quinn and her husband David are directors of two businesses – Carnew Livestock Mart, Co Wicklow and Quinn Property, Gorey, Co Wexford. Eilish has seen major changes in both her businesses as a result of Covid-19 and her innovative approach to change in a traditional sector is paying off. Both businesses have been in the Quinn family for three generations – with the fourth generation, David and Eilish’s son, Jack, recently joining the business.

Prior to March 2020 at Carnew Livestock Mart, there were large crowds of sellers and buyers attending the livestock marts with more than 200 people ringside on an average day. Things changed overnight when Covid-19 restrictions came into place and the mart immediately went online.

This has resulted in people being able to view livestock marts from all over the country and is bringing in new custom. Potential buyers and sellers can look at any number of marts every day of the week and get up to the minute prices.

One big advantage for the business was that a lot of the top buyers of cattle are now able to cover more marts now that they are online. Previously they were restricted due to the considerable travel involved and might only have visited Carnew occasionally.

“Now they can tune in and buy weekly which adds to the competition and improves prices for our customers,” says Eilish. The spring is a very busy time on dairy farms and the online system for selling calves has proven popular with younger dairy farmers who do not have the time to attend livestock marts. The online system suits them particularly well.

When Covid hit, Quinn Property was the first company to hold online property auctions through the LSL system.

“From day one, the engagement from both buyers and sellers has been tremendous. We have had a very high success rate with excellent prices achieved. While we can now go back to public auctions a number of customers are happy to continue with online auctions rather than reverting to previous auction arrangements.”

Online auctions have many advantages. As all potential bidders are pre-registered with deposits paid, the auctioneers have a much clearer picture of interest on the property prior to auction.

*“From a bidders perspective, the online system is completely private and discreet. Bidders don’t have to sit in a packed auction room - they can now bid comfortably from their own home or office. From a seller’s point of view, some of the stress is reduced on the day as they no longer have to meet a large number of people.”*

*“Going forward with the support of our team we hope to improve on all aspects of the business”,* says Eilish.

Eilish was a participant on the 12th cycle of Going for Growth, with Monica Flood as her Lead Entrepreneur.

*“I absolutely loved the Going for Growth programme and it was a huge benefit to my business. Running your own business can be a lonely experience and having the peer support of the other women in the group as well as the Lead Entrepreneur was invaluable; to have an open and safe forum to discuss your business,”* says Eilish.

*“Women supporting women in business is such a powerful thing and I would love to see more women from a farming background getting involved in Going for Growth.”*