THE OFFICIAL VOICE OF THE NORTHERN IRELAND FEDERATION OF CLUBS

• Club evoleties

GUINNESS

VOLUME 25 - Issue 1, 2012

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Federation Update

Minutes of the executive meeting

Held in the West Belfast H.P.S. on Saturday 14th January 2012

The Chairman, John Davidson, opened the meeting, following which the Secretary, Bob McGlone, read the minutes of the previous meeting which was held in the H&W Welders F.S.C., these were proposed and seconded as a true record by Philip Mallon and Gerry Gallagher.

Correspondence received included that from HMRC together with numerous inward emails and responses to resolve issues for members. One such enquiry was related to a rule change in respect of over 65s, which was resolved by the Chairman.

Another query related to conflict with PSNI visits to clubs, highlighting the requirement for late extensions to be applied for as there is the feeling that because an entertainment license is in place this fulfils the requirement to obtain late extensions. This of course is not the case. In order to resolve matters a meeting has been arranged with the PSNI Commander in the area. We have been made aware that

the visits to clubs referred to are as a result of allegations having been made by outside sources. We have requested that the PSNI show flexibility when handling these situations as it is widely acknowledged that the troublesome element currently affecting society does not emanate from the registered private member club sector. A little common sense should be the order of the day.

A question on the running of charitable functions in club premises was raised which highlighted the need to comply with required rules and



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The Executive Committee pictured with Hugh Stockman and Lisa Woodside of West Belfast HPS.

regulations. There are limits to the number of charitable functions which can be hosted in clubs. For obvious reasons records must be kept as they may be required at some future date by the PSNI. It was requested by the PRO that clubs advise the Federation of charity events they host and donations made in order that they may receive appropriate recognition in Club Review and subsequently create awareness in the wider community.

A meeting with the DHSS Minister, Nelson McCausland MLA, allowed the Federation to discuss the possibility of further amendments to the Club Order and confirm the date of implementation of those amendments which have been passed in the Assembly. The amendments relate to the increase in the number of late extensions from 52 to 85 and the permitted hours for children on sports club premises extended from 9.00pm to to 10.00pm which will hopefully be in place in early March 2012.

It was suggested that aspects of the club management manual be updated. This will be completed following the implementation of the amendments to the Clubs Order.

Regretfully a mistake within the Assembly led to the limited restriction on advertising which we feel sure is likely to be resolved. Clubs are of course permitted to advertise any

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sporting event and additional ancillary activities on the night. Samples of the appropriate wording of advertisements can be obtained from the Federation.

The Treasurer presented a financial report for the months of November and December 2011, which was subsequently passed as a true record and proposed and seconded by Philip Mallon and Raymond Connors.

A meeting arranged with BSkyB has been re-arranged. Our counterparts at CORCA have been engaged in discussions with BSkyB as mainland clubs are feeling the effect of the economic climate. We have been reassured that our Sky arrangement will remain in place.

Other services such as wi-fi could be an added attraction and is something which could be investigated further.

Details were provided of an invitation from the N.I. Cancer Fund for Children to visit the Shimna Valley Centre in Newcastle, County Down, for one of our monthly meetings.

We appreciate the invitation and if acceptable would see May as an ideal. The P.R.O., will confirm the arrangements.

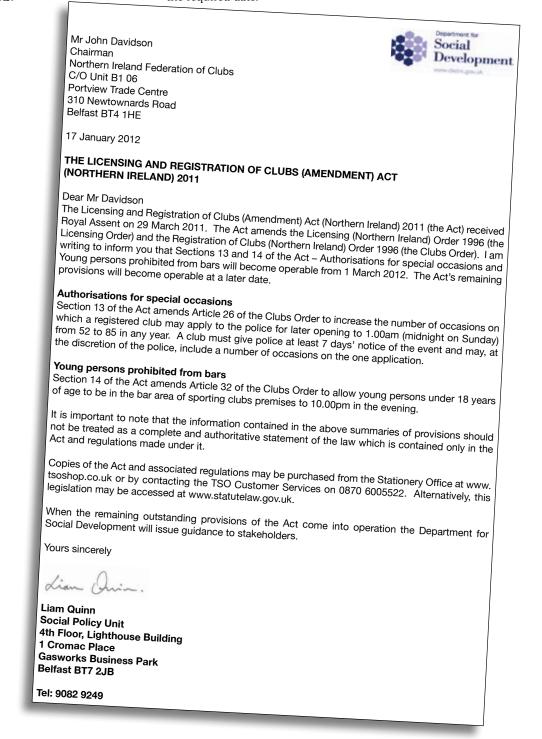
The Annual Dinner and Dance was discussed with top celebrity May McFettridge headlining with music by Janine Whithers and Contrast.

As there was no further business the Chairman thanked Hugh Stockman of the West Belfast Homing Pigeon Social Club for hosting the meeting and the hospitality provided thereafter.

Bob McGlone, Secretary, N.I.F.C.

Applying for late bar extensions

It has come to our attention that a number of clubs throughout the province may be of the opinion that having an entertainment license fulfils the requirements for late night bar extensions. THIS IS NOT THE CASE. Registered clubs currently have an allocation of 52 late extensions with that number being increased to 85 from 1st March 2012. Applications for late extensions have to be made to the PSNI. seven days prior to the required date. Clubs can apply for the extensions individually or in block by forwarding the required application by post or by email to their local PSNI Station.



Club News

You can advertise sport/leisure It's not what you say - it's the way you say it!

Over many years we have been reliably informed that complaints related to a club advertising mainly emanate from licensees who are mistakenly of the opinion that clubs are not permitted to advertise, something which causes the issue to surface on an all too regular basis.

Clubs should be aware however that they are permitted to advertise all forms of sport and recreational activity provided for under the rating act. However it is important to use the correct wording and layout as displayed in the samples on page 5.

Incidentally it would appear that most people are unaware

that dancing/dance movement in all forms, including ballroom dancing is recognised as a sport/leisure activity being introduced, we are informed, as a demonstration sport at the Olympic Games!

In addition to advertising a sporting/leisure event ancillary items such as bingo, club lottery and snacks etc. can also be promoted on the same advertisement promoting the sport/leisure activity.

We were satisfied at the negotiating stage that all political parties had agreed to remove the restriction on advertising in its entirety. Nevertheless discussions with the representatives of respective political parties, including a recent meeting with the Minister Nelson McCausland M.L.A. has underlined the importance of us continuing to lobby for the removal of the restriction on advertising.

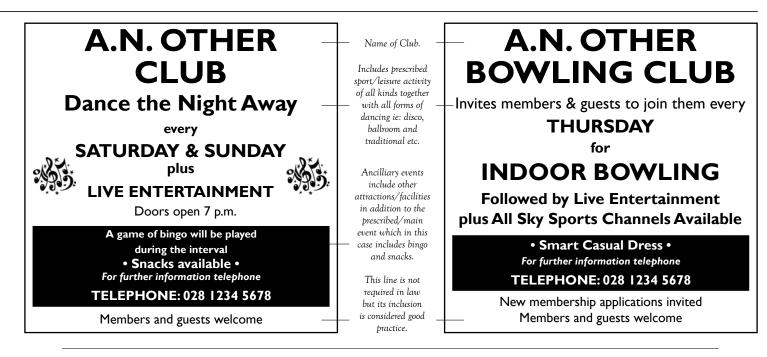
In the modern day and in a European context with

human rights being so high on the European agenda, it is incomprehensible that a restriction of the kind placed on the right of a registered club to advertise remains in place within the Clubs Order. This is particularly relevant when one considers that no such restriction is placed on similar bodies throughout the UK.

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"Linneweber II" Gaming Machine VAT Opportunity



Lawrence Shearer.

The Federation wish to make you aware of the detail attached to the opportunity to recover potentially over-declared VAT on Gaming Machine takings in the last four years. This follows on from the earlier Linneweber 1 which saw a large number of clubs benefit from which in itself was led by the Rank case highlighted in the national and trade press.

The Opportunity

As previously stated in Club Review, we believe that the opportunity for further VAT claims in respect to income from electronic roulette games and possibly some AWP machines (e.g. fruit machines) may be successful. The said opportunity/reclaim can be made retrospectively for a four year period.

VAT analysis

Under EC law, the default position for any betting and gaming income is exempt from VAT.

It is possible for individual States to treat betting and gaming income as subject to VAT but only if the principle of "fiscal neutrality" is respected. The principle of fiscal neutrality dictates that 'similar' services cannot be taxed differently. This means that where similar (but not identical) betting and gaming activities are provided, one of which is subject to VAT and the other exempt, both must be VAT exempt. This can be applied retrospectively, going back four years under statute.

UK Position

HMRC has traditionally tried to tax 'gaming machines' (as defined in law).

Following Linneweber, a German case decided in the European Court of Justice many UK businesses submitted claims for overpaid VAT for the period up to 6 December 2005. However, the disparity in VAT treatment of some roulette games may give rise to a further opportunity for post 6 December 2005 periods using the same fiscal neutrality principle.

Fixed Odds Betting Terminal

FOBT terminals often now include historical FOBT games, e.g. roulette, but also traditional 'reel' type games. In addition some AWPs (e.g. fruit machines) also include a roulette option. Again, subject to the Court agreeing that electronic roulette/FOBT roulette games are similar experiences to 'reel' games then all gaming machine income should be exempt.

Chances of success

We believe that the chances of success to be heavily influenced by the recent success at the ECJ by Rank, a case taken by Deloitte.

Why the Federation Accountant?

Lawrence Shearer has investigated the required procedure via which to pursue the said reclaim having secured substantial reclaims based on the analysis of the Linneweber 1 case.

By comparison our accountant's approach to fees for pursuance of this latest reclaim is nominal with some accountants finding it is more practical and a number of clubs more financially viable to use his services.

Club News

Another successful charity day for **Harland & Wolff Welders and Dundela**

The annual charity show at Harland & Wolff Welders F.S.C., which is held each year in association with Dundela F.C., was yet again a resounding success.

On the day a host of artistes were at the club to volunteer their services and play to an audience still very much in the holiday spirit.

The cheque presentation took place in Harland & Wolff Welders F.S.C. on Thursday 26th January 2012 when eight charity representatives each received a cheque for £510. Included were presentations Fleming Fulton School, Harberton School, Dee Street

Community Centre, Island Day Centre and Victoria Primary School..

The representatives expressed their

gratitude and provided an insight to the works of their respective organisations highlighting the increased importance of such support in light of the current

recession.



The Chairpersons of H&W Welders and Dundela with the eight representatives of local charities receiving their cheques, the proceeds of the Annual Charity day in December. Also included are entertainers Sylvia Pavis and Tony Jones. Total proceeds were £4,000.

Picture: Sportnbics



Annual Dinner & Dance with 'Our May"

King's Hall, Belfast, 21st April

Our 2012 Dinner and Dance will see a return visit by the fabulous Contrast Showband featuring the outstanding Janine Withers.

Past appearances by this popular band have been a resounding success and we are quite sure that this year will be no different.

Bass player and band leader Richard McCleery is a regular at Belfast's Waterfront Hall each Christmas in the now famous 'do you come here often' shows. An excellent performer in his own right, he knows the correct blend of old and new material to please all tastes.

As in all previous years, this major event in the club calendar will be held in the Member's Rooms, King's Hall, Belfast. The date for your diary this year is Saturday 21st April 2012. Letters will be forwarded to club secretaries shortly which will include an initial allocation of four tickets. Thankfully through the assistance of our suppliers we have again retained the price of tickets at only £25 which represents excellent value when one considers the meal and standard of entertainment provided.

Clubs wishing to obtain additional tickets are encouraged to make contact with the Federation via the helplines as soon as possible to avoid disappointment.

Our very own May McFettridge makes a welcome return! John Linehan has been at the top of his profession for as long as I can remember and his long overdue return this year is sure to be a roaring success. Indeed due to his increasingly busy schedule we have been very fortunate to have secured his services this year.

When May appears one thing is certain

everyone will leave with a smile on their face.



The ever popular 'Contrast' featuring Janine Withers.



Club News

Rollins Insurance Quality service for over 20 years



Dermot Rollins.

For over 20 years Rollins Club Insurance have provided bespoke insurance cover for registered clubs throughout the province.

Throughout that period numerous claims of varying

kinds have been handled with no major difficulties having been encountered.

Of course insurance premiums vary depending on market conditions and understandably the claims history of a particular client, however it is important to acknowledge that through the many years of partnership between Rollins Club Insurance and the N.I. Federation of Club, member clubs have benefitted, with a number, which on occasions experienced difficulties in obtaining appropriate cover, being able to obtain the said cover allowing them to continue to trade despite the majority of insurers not being

interested, a situation the Rollins and the Federation remember all too well.

It is part of the Federation's remit to continually monitor premiums in the interests of member in efforts to keep costs affordable whilst at the same time assuring that the quality of cover is maintained.

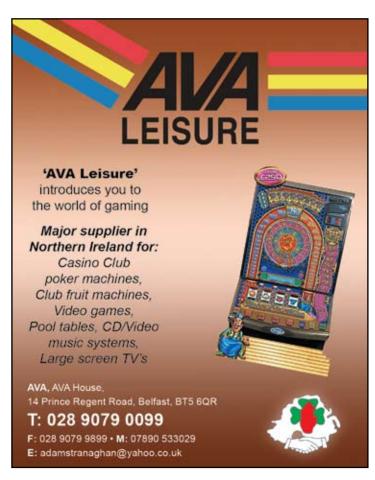
The length of time the partnership has been in place is testament to its success, with claims being handled efficiently and with the focus being placed on how to pay a claim as quickly as possible.

The Underwriters with which Rollins and the Federation

have been associated have many years experience in insuring Clubs in Northern Ireland with clients finding that their premiums have, by and large remained acceptable even against a background of having suffered a claim.

Members can feel assured that the Federation will not become complacent but will continue to remain focused on this important area of club expenditure.

If you wish to obtain a quotation or advice, please do not hesitate to contact Dermot Rollins on 028 9087 3002.





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Audits – More haste less speed!



Martin Dinsmore Computer Accounting Bureau

I was asked recently if I could produce a stock result whilst still on the premises, something which apparently had been advertised by another stocktaking company.

My initial reply was obviously yes, but I qualified this with a stipulation that all relevant paperwork would be made available at the time of audit as the main cause of delays in completing reports is missing information.

In order to facilitate this service I use 'Psion's' (scanners) which have proved to be a very useful tool, but even with this excellent facility all the relevant data has to be readily available.

My preference (and indeed the general opinion of the ILSTA)

is to complete an audit without the pressure of haste. If the relevant club committee meets once per month, then in my opinion we should complete the stock audit one week prior to their meeting.

This provides sufficient time for the appropriate club officer (generally the secretary) time to converse with the auditor over any matters that may be relevant. For instance if a deficit is shown, we will have time before the committee meeting to retrace and confirm the findings (bearing in mind that any corrective recounts are at my expense, not the clubs).

The main argument in support of producing results at the time is stock count confirmation; and although I concur with this it should be borne in mind that deficits are more regularly caused by either misinformation at the time of audit or theft.

I recently attended an "Accreditation Scheme" for stock auditors, something which our professional body insists upon. It is designed to provide continuing professional development and support to members, giving them an opportunity to focus on work practices.

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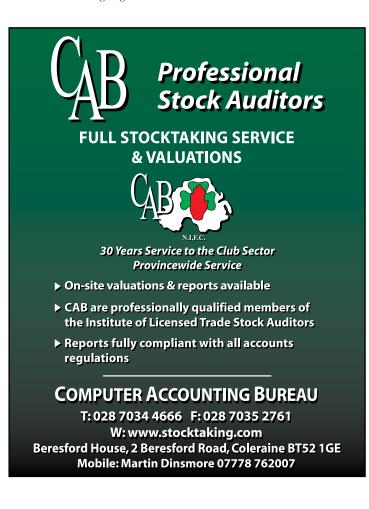
At this particular seminar I was afforded the opportunity to discuss current practices and the general feeling of clubs throughout Britain and Ireland. It was pleasantly surprising to learn that the majority of stocktakers do not provide an on-site report facility as they feel better equipped to analyse the results in an office environment.

I was further surprised that we are currently the only company in Northern Ireland who use the Psion's for beverage audits. Initially I invested in these scanning devices to facilitate our retail section; the main attraction is their audit trail. This records the stock takers movements throughout the count and can highlight possible counting errors. I would implore all clubs to address their profitability and discuss their margins with their respective stock takers.

We are all aware of the economic climate making it imperative to engage in productive dialogue rather than hastily preparing a stock report which may inadvertently show incorrect margins through being too hasty.

As always if you would like to discuss a "health check" on your system please do not hesitate to contact me.

Martin Dinsmore Tel 028 7034 4666 Mob. 07778 762007



Questions & Answers

Q. We have recently been informed that the club must offer free tap water to all members, members' guests and visitors. Is this an absolute requirement or does the club have flexibility to refuse free tap water for persons who have not purchased anything from the club's bar or restaurant?

A. We advise that all clubs should offer free tap water to members and their guests upon request. The specific legislation states that licensed premises, which includes clubs, must provide free tap water to customers. This does provide the ability to refuse or to charge for tap water for persons whom the club does not consider to be customers. Therefore, whilst the club may be within its rights to refuse to serve tap water to a person who has not already purchased from the club, should a person who has already purchased from the club



request a glass of tap water then the club should provide this free of charge.

Q. Our club is struggling financially at the moment, could you let us know if there are any grants available to us? We have been told that grants may be available?

A. There are few, if any, public grants that are available to private clubs. Clubs commonly think that they may be entitled to National Lottery Funding, but unless the club serves a public interest or provides a benefit to the community then no lottery funding would be available. As a private club it is extremely unlikely that any argument could be made for funding to be made available by way of a grant. This is primarily due to the fact that the club is not open to the public, it is not owned by the public and therefore public money is unlikely to be awarded to the club. I should point out that this would apply to all types of private member clubs, whichever flag they may fly or title they may have.

Q. We have always had a "Joint" Subscription category which is slightly cheaper than two single memberships. Although originally intended for married members, we did

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Unit 12, Ledcom Industrial Estate, Bank Road, Larne, Co. Antrim BT40 3AW Tel: **028 2827 0826** Mobile: **07921 257 303** www.icsslimited.co.uk extend this to male and female partners some years ago. A gay couple on renewing their memberships have now applied for a Joint Subscription. Are we legally obliged to accept them as joint members?

A. We would strongly advise the committee to accept an application for joint membership from a gay couple. The Equalities Act clearly states that discrimination based purely on gender is not acceptable and so it would be wrong for the club to discriminate on who can apply for a joint membership purely because of the applicants genders. Since this membership has already been extended to non-married couples there is no reason why a gay couple would not be able to apply for joint membership.

Q. Our president customarily opens the committee meetings and then passes the proceedings to the chairman. Is it also acceptable that our president has the power to propose or second motions at committee meetings?

A. It is more common for the chairman to open committee meetings and then continue to chair proceedings. I would suggest that the practice you have described is one that may be specific to your club. The president, like any other officer or committee member, is able to propose, second and vote at committee meetings. The president of the club has the same voting powers as any other officer or committee member. The only exception to this may be if the club has an honorary president who may not have voting powers at committee meetings and would purely be seen as a figurehead of the club. However, under

the terms of most clubs' rules, the president does take the chair at a club's annual general meeting. It is quite common for presidents to formally open a general meeting of the club and following a short address to hand over proceedings to the club chairman. Each individual club will usually establish the sequence and procedure that suits their own particular needs and reflects the personalities of the current officers.

Q. The committee wishes to create a social sub-committee. Do we have to appoint people who are already on the main committee to sit on the subcommittee or can we appoint ordinary members to the subcommittee?

A. A sub-committee's membership does not have to be composed entirely of persons elected from the main committee. However, any sub-committee concerned with the purchase or supply of intoxicating liquor on the club's behalf, must consist of members duly elected by the club's membership. There are numerous opportunities in a club for the use of subcommittees where appointment and co-option may be used to employ the services of a wide range of members. sub-committees provide the opportunity to bring in all the best talent available to the club. For instance, a member who is an accountant may plead that he does not have the time to participate in all the functions of the committee, though he can be an invaluable member of a finance sub-committee. Co-option to sub-committees also provides the chance for younger club members to learn management procedure.

Changing our thinking about disabled issues

Your club's image and reputation can be seriously damaged or enhanced by negative or positive experiences relating to disability. Not all disabilities are obvious - a very small percentage of people with disabilities are wheelchair users, for instance - and some people legally defined as having a disability would not even see themselves as disabled.

The new Equality Act says: "A person is disabled if they have a physical or mental impairment which has a substantial and long-term adverse effect on their ability to carry out normal day-to-day activities."

Mental health problems such as depression and anxiety, for instance, affect a significant proportion of the population, and stress-related illness is increasing. More people acquire disabilities than are born with them and disability affects people in different ways in different circumstances.

Problems that arise may relate to the physical design of the environment but problems may also relate to practices at work, such as hours of work or timekeeping. It is possible to make simple changes to jobs and the way they are carried out to employ someone with a physical or mental impairment or learning difficulty without serious cost or even at no cost at all. Easy ways to recruit and retain talented people with disabilities can often bring more general benefits in other ways. Many disabled people fear disclosing such information for fear of being unfairly treated. Such apprehension is bad for everyone and businesses and clubs need to focus on building trust through honest and transparent ways of working which can build everyone's confidence.

Reasonable Adjustments A key requirement of the **Disability Discrimination Act** 1995 was for the employer to make reasonable adjustments to accommodate the needs of a disabled individual. This requirement is also part of the Equality Act 2010 - which has made it unlawful to issue medical questionnaires. Clubs are therefore required to think broadly of adjustments that could be made and to give the matter serious thought. The club can discuss possible adjustments with a disabled employee but cannot rely on the employee alone to think of adjustments.

The requirement is to make "reasonable adjustments" taking into account the size and resources of the club.

Reasonable adjustments include:

• making physical adjustments to the workplace



- allocating some duties to another employee
- moving a disabled employee to another job
- altering their hours of work
 allowing time off during
 working hours for treatments
- working hours for treatment or rehabilitation
- arranging training for the employee
- acquiring or modifying equipment
 altering instructions or
- altering instructions or reference materials
- providing a reader or an interpreter
- providing supervision.

Clubs need to train all employees to behave responsibly and treat people with respect and dignity. Committees also need to encourage a "can do" attitude in stewards by explaining good practice and their legal obligations. Stewards may also need advice about open and respectful discussions with individuals to find out how reasonable adjustments can be made.

Clubs should consider some or all of these ideas:

- 1. Audit existing policies and practices.
- 2. Draw up a business case for change and get committee/ management support.

- Develop a revised good practice policy which complies with legal duties and ensure that this is communicated to everyone.
- 4. Clarify Stewards and employee responsibilities; offer employees training to build their understanding and confidence to act appropriately including contract specifications in, for example, recruitment and procurement.
- 5. Design an action plan to implement the policy; monitor and review outcomes and effectiveness to make approaches more robust; share the learning across your organisation.
- 6. Follow good recruitment practice.
- 7. Keep up to date with good practice and legal developments.
- 8. Network with other clubs interested in progress in diversity to share learning and ideas and keep up to date and ahead of your competitors.
- 9. Listen to your disabled employees and members to make sure you know about their needs and preferences and help ensure policies and practices are relevant and up to date.

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New employment laws to be introduced

Fees to be introduced for lodging tribunal claims

In the 'Resolving Workplace Disputes' consultation published in January last year, the Government proposed a fee for lodging employment tribunal claims that claimants will only get back if they win. The Chancellor of the Exchequer has now indicated that such fees will be introduced from April 2013.

It appears that the following fee structure is to be proposed and consulted on by the Government in the near future:

- An upfront fee of £250 for claimants to lodge an employment tribunal claim.
- A further fee of £1,000 payable by the claimant when the case is listed for hearing.

- Higher fees payable if the claim is for over £30,000
- The fees are to be refunded if the claimant wins their case but forfeited if they lose.
- The fees are to be waived for 'poor claimants' with little or no income (it is not yet clear what the test for this will be).

The fees are to be introduced in order to reduce the number of, what the Government describes as, vexatious claims.

Government considering introduction of protected conversations

The Government has announced its intentions to introduce a new law that will allow 'protected conversations' between employer and employee. This new law would enable employers to have open and frank discussions with their staff about performance issues, the employee's plans for retirement etc., without fear of them being used against them at employment tribunal, because the employee will not later be able to use the conversation as evidence against the employer in any tribunal proceedings.

Whilst no further detail is available yet, it is assumed that 'protected conversations', if they are introduced, would be based upon the current rules on 'without prejudice' discussions. Conversations which amount to unlawful discrimination would not be protected.

This is the latest move in the Government's proposals to tackle red tape for employers. The Government has brought forward a major package of employment law reform proposals in the recent Autumn Statement, including reform to the tribunal systems.

Further information will be made available when the finer details of the Autumn Statement have been thoroughly investigated.

Noise pollution

Clubs always try to be good neighbours to people who live nearby but occasionally even the best run clubs may do something that will cause a complaint. Often this concerns noise, possibly from entertainers whose music can be heard outside the club or from members leaving the premises. Many clubs erect notices urging members to be careful not to upset neighbours with excessive noise because complaints can cause ill-feeling, trouble and can cost money.

Noise is classed as a 'statutory nuisance' under the environmental Health Act 1990 and if a complaint is made and ignored, the club could find itself in court and facing a heavy fine. Sensible clubs would take steps to deal with the situation before a complaint reaches this stage but it is essential to do something once there is the suggestion that noise is causing a problem. There are various stages that have to take place before a noise nuisance case gets to court. A person with a complaint would take it to their local authority who would usually write to the club pointing out that there has been a complaint. Under no circumstances should such a letter be ignored in the hope that the complaint will go away; it won't.

The club should take steps to deal with the alleged nuisance and then seek advice before attempting to reply. If the situation is still not resolved, the local authority would then issue an 'abatement notice'. At this stage, the club must definitely seek legal advice. Doing nothing is not an option.

Club officers should bear in mind that if a complaint about noise does reach court, and is proved, a hefty fine will follow.



SKC – Music to your ears

Experience gained in over 30 years service to clubs

SKC Music, a family business, was established in 1982 primarily to supply, not only coin operated machines, but pool tables and at the time jukeboxes, as the company name suggests.

The development of the company has seen senior partner, Stuart Leitch, joined by his sons Colin and Scott to develop the business fit for purpose in the 21st century.

Based in Larne, County Antrim, the company has a 24/7 call-out service, something which is central to modern day business needs. They take pride in providing this back-up service, regardless of whether the call-out is mid-week or on a Saturday or Sunday, therefore providing peace-of-mind.

With a comprehensive range of quality equipment available, including the most up-todate digital jukeboxes, fruit machines, pool tables and poker machines, there is something to fulfil every need.

It is not often a company can claim a world first, but SKC say they are proud that back in 1999 they were the first operator in the world to purchase and install a digital jukebox, using sound leisure's first prototype satellite downloading touch screen jukebox.

If you wish to speak to someone at SKC to see if they could help your club call: 0845 500 2468 or contact Colin directly on 07746 897738 Email: colin@skcmusicltd.com



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Charity News

Celebrating the best N. Ireland has to offer

The Northern Ireland Cancer Fund for Children invites you to an evening of fine dining and entertainment at the Titanic Gala Ball, on Friday 4th May 2012 in Titanic Belfast, the World's Largest Titanic Visitor Experience.

This once in a life time charity event, will mark the centenary of the launch of the worldfamous Titanic, made in our very own Belfast and promises to be an evening of firsts; from the first class entertainment to the lucky ticket holders being among the first to experience Belfast's newest visitor attraction, "Titanic Belfast". Guests will be greeted "on board" with a lavish drinks reception and as the evening unfolds, they will be entertained of Northern Ireland's top performers. This will include appearances from the Belfast Operatic Society, who will be performing pieces from the awardwinning show, "Titanic the Musical".

by an array

Speaking about the Gala evening Joanne



Jenny Craig and Aaron Ferris take a step back in time at the launch Northern Ireland Cancer Fund

for Children's Gala Ball to be held on Friday 4th May 2012 in Titanic Belfast, Belfast's newest Titanic visitor attraction. To purchase tickets for this first class event or for sponsorship opportunities please contact Joanne Steele, Fundraising Manager: E: joanne@nicfc.com or T: 028 9080 5599.

McCallister, Fundraising Manager with NICFC said, "We will be introducing lots of fun elements to this exquisite black tie evening. With a backdrop of the elegantly refined Titanic suite, complete with a replica of the original grand staircase, guests will dine from a banquet inspired by the original Titanic's first class diner's menu.

It is a night to get together with friends, clients and colleagues to celebrate the best Northern Ireland has to offer, from style to entertainment, whilst raising vital funds to support children and families living with cancer throughout Northern Ireland".

Demand is high for this unique evening of fun and entertainment, with over 400 tickets snapped up to date. Tickets are priced at £100 per guest or $\pounds 1$, 000 for a table of ten.

To purchase tickets or for sponsorship opportunities please contact: Joanne McCallister, **Fundraising Manager:** E: joanne@nicfc.com or T: 028 9080 5599. www.nicfc.com

northern ireland cancer fund



14 Club Review Issue 1 2012

Support the N.I. Cancer Fund for Children's Shimna Valley Appeal



Every week in Northern Ireland another three children, teenagers and young adults are diagnosed with cancer.

For these parents and children life will change dramatically. Families are often forced to spend long periods of time apart as one parent remains in hospital throughout their child's treatment, and the other remains at home trying to hold down a job and keep the daily routine going for siblings.

What is Shimna Valley? Every year the Northern Ireland Cancer Fund for Children provides respite breaks to hundreds of families caring for a child with cancer. Set in the Mourne Mountains, Shimna Valley House, Newcastle, provides parents and children with a relaxing 'home from home' both during and after completion of their child's treatment.

For families like the Bannatayne's whose son James was diagnosed with a brain tumour, aged two, a short break at Shimna Valley was a god-send. After a gruelling schedule of hospital stays and they were exhausted and broken and had rarely had the opportunity to spend quality time together as a whole family.

Mum Aundrea says, "When I first heard about Shimna Valley I thought this is not for me. I see enough of cancer. But the minute we walked through the doors of Shimna Valley a calm descended. I don't know whether it's the surroundings, the view or the staff...Shimna Valley gave me the chance to be me again, not just a mum or a nurse and we've met lifelong friends who know exactly what we are going through."

Why do we need to rebuild Shimna Valley?

With more and more families needing our support Shimna Valley simply cannot cope with the demand. For over 15 years Shimna Valley has provided first class respite to families living with a childhood cancer diagnosis, but currently sleeping up to 3-4 families we cannot support the hundreds of families in need of a special place they can temporarily leave behind their worries and fears behind to relax and spend quality time together.

The new Shimna Valley will have a mountain lodge feel and a welcoming environment for families to relax and mingle, but also greater privacy for families who wish to spend time together as a unit. As always, our caring and nurturing staff will be on hand to help and care for families throughout their stay. We will also be able to provide complimentary therapies allowing families to leave feeling re-energised and ready to meet the challenges that lie ahead of them.

Why we desperately need your Club's support?

We need to raise £3 million to rebuild Shimna Valley and whilst this target is challenging it is also achievable. Fundraising is already underway but as we receive less than 1% Government funding we rely on the generosity of the local community and



Aundrea Bannatyne with her son's James, now 4 and older brother Jack.

organisations like the Northern Ireland Federation of Clubs. There are many ways you can support our appeal:

- Why not choose Northern Ireland Cancer Fund for Children as your charity of the year.
- Your club could organise an event, from a coffee morning, to a charity football match or shaving your hair, there are lots of ways to get involved.
- You could also make a donation to NICFC by sending a cheque made payable to NICFC to the following address:

Curlew Pavilion, Portside Business Park, Airport Road West, Belfast BT3 9ED.

For more information about fundraising please contact Joanne McCallister, NICFC Fundraising Manager on 028 9080 5599 or joanne@nicfc.com

By helping us rebuild Shimna Valley you will touch the lives of children, teenagers and young adults living with cancer throughout Northern Ireland by providing families with a place to get away from it all.

Charity News

An icy challenge to Ben Nevis



Neill Grainger, Senior Development Officer, with the Ulster Cancer Foundation, calls all those looking for an adrenalin rush to join him on the charity's Winter Ben Nevis Challenge 8th - 11th March 2012.



The Ulster Cancer Foundation (UCF) is calling for outdoor enthusiasts to register for the Winter Ben Nevis and raise funds to help provide vital services for cancer patients and their families in N. Ireland.

This icy fundraising adventure will take place from Thursday 8th to Sunday 11th March in the Scottish Highlands.

Neill Grainger from UCF who has many years experience of trekking and climbing in snow conditions said, "This extreme challenge requires a good level of fitness and The challenge will develop your mountaineering skills as well as test your stamina in snow and possibly harsh wintry conditions.

"The spectacular landscape of the Highlands is the perfect location for our winter challenge and this fun packed weekend will include training with crampons and ice axes, navigation skills and rope work. You will be able to put your new skills in to action and, weather permitting, you will ascend Ben Nevis, UK's highest mountain. "On the Winter Ben Nevis you will meet new people, enjoy an adrenalin fuelled, fun packed weekend while completing a great physical and personal achievement. The extra incentive to take part is the positive impact your fundraising will have helping people affected by cancer in your local community."

To register for UCF's Winter Ben Nevis Challenge a £75 deposit is required and participants are asked to raise £600 in sponsorship. Ferry and coach travel to Fort William, Scotland is provided as well as instructors (1 instructor to 5 participants) and accommodation in a private local hostel with excellent facilities, open fires and delicious home cooking.

A suggested kit list will be provided upon registration however specialist equipment such as crampons and ice axes will be provided. Due to the nature of this event places are limited to a maximum group of 15 participants so please book early to avoid disappointment.

UCF's charity challenges aim to inspire people to get active, meet new people and generate funds to help cancer patients and their families in Northern Ireland. These exciting fundraising events will introduce you to new places, experiences and create memories that will last a lifetime.

To register for the Winter Ben Nevis Challenge simply visit www.ulstercancer.org/events or for further information on our other sporting fundraising events contact Sarah on 028 9068 0765 sarahatcheson@ulstercancer. org, or Neill on 028 9068 0758 neillgrainger@ulstercancer.org



Music brings clubs to life...

... just make sure you're licensed first

If you want to add atmosphere to your club, there's nothing quite like music:

- 84% of customers would visit a club playing good music more often[†]
- 82% of customers say that good music encourages them to buy another drink and stay longer[†]

Don't forget that if you play music in your club, or even if you just show TV programmes, you may need a licence from *PRS for Music*^{*}.

We have a dedicated licence for members' clubs, designed to suit your needs. Nearly 90% of your licence fee goes to music creators, so they can keep on making music.



For more information, or to buy a Music Licence call us today on **0800 068 4828** quoting 'Club Review'

PRS for Music supports Northern Ireland's up and coming musical talent as well as more established artists such as Snow Patrol and Neil Hannon.

PRS for Music is proud of its long-standing relationship with the NIFC and would like to thank them for their continued support of music in Northern Ireland's clubs.

[†]Music Works survey of 2,000 people, conducted in March 2009. Visit www.musicworksforyou.com for more details.

*The Copyright, Designs and Patents Act 1988 requires you gain the permission of the copyright owner if you play music in public. Our Music Licence provides you with this permission for the rights administered by *PRS for Music*, for musical works controlled by *PRS for Music* in the UK. A separate sound recording licence may also be needed. Visit www.ppluk.com for more details. A Music Licence gives you the right to play our copyright music. You also need a TV licence.

Corporate News

WKD steps up support for industry-wide responsible drinking campaign

Leading drinks manufacturer Beverage Brands has once again introduced a new wave of innovative initiatives which actively support Drinkaware's industry-wide 'Why Let Good Times Go Bad?' responsible drinking campaign and help raise awareness across a broad range of different consumer touch points.

In a pioneering move, Beverage Brands has incorporated the 'Why Let Good Times Go Bad?' logo on the caps on 1.2 million 70cl bottles of WKD Blue, Red, Iron Brew and Purple variants. The logo will also be featured on half a million outer cases of WKD 275ml bottle multipacks, on dripmats in point-of-sale kits and on seasonal promotional POS materials. Beverage Brands is also working at a local, grass-roots community level with retailers, students and consumers to spread the word about the 'Why Let Good Times Go Bad?' message.

The 'Why Let Good Times Go Bad?' logo is prominently featured on bespoke window vinyls created by Beverage Brands for special displays in selected off-licence windows and the company is driving the message home by featuring the logo on WKD-branded vehicles and on Beverage Brands' Business Development Executives' staff uniforms for store visits.

Out on the football pitch, shirts worn by the WKD-sponsored Queen's University First Team, will be sporting the Drinkaware campaign logo, and as sponsor of the WKD Hurdle – the feature race on the first day of last year's Northern Ireland Festival of Racing at the Down Royal racecourse.

Launched in 2009, the Drinkaware 'Why Let Good Times Go Bad?' Drinkaware campaign aims to promote a sensible approach to drinking amongst young adults through communicating a series of tips and advice.

Beverage Brands has been a staunch supporter of the campaign since launch and over the course of the past two years has featured the logo on its TV ad campaign, promotional materials and multipacks of WKD; distributed flyers to universities; offered outlets free 'Why Let Good Times Go Bad?' point-of-sale kits via its free POS hotline, and displayed campaign posters in its offices and encouraged its agencies to do the same.

In addition to these new initiatives being introduced, Beverage Brands will continue, as part of its on-going support for the campaign, to incorporate the Drinkaware logo on all TV and digital advertising.

Prior to the launch of the Drinkaware initiative, Beverage Brands ran its own poster-led, campaign, entitled 'Look After Your Mates', to encourage friends to look out for each other and to drink safely and responsibly. The 'Look After Your Mates' campaign resulted from detailed project work directly with university students.

Karen Salters, joint managing director for Beverage Brands, owner of WKD, said,



"Beverage Brands is proud to be so proactively involved in supporting and helping Drinkaware to establish and develop the 'Why Let Good Times Go Bad?' campaign. From the outset of the campaign, members of the Beverage Brands marketing team have worked with the Drinkaware campaign committee in a number of different ways - from sharing expertise and consumer insights to helping to maximise the impact and reach of the campaign either through distributing campaign materials or looking at innovative and creative ways of communicating the responsible drinking message

in different social environments. We're constantly looking for new opportunities to get the message out to consumers in all sorts of different environments. Printing the 'Why Let Good Times Go Bad?' logo on WKD 70cl bottle caps is an industry first and, along with featuring the logo at live events such as the WKD Hurdle at Down Royal racecourse, it provides us with an ideal means of delivering the responsible drinking message at point of consumption, while placing the campaign logo in shop windows, on company vehicles and on the Queen's University team's football shirts reaches consumers in N.Ireland at other key touchpoints."

Romantic advice for a WKD Valentine's Day

To help modern man negotiate the pitfalls surrounding the most romantic day of the year, Northern Ireland's no.1 RTD1, WKD, has produced a set of informative Valentine's Day posters. The witty snippets of advice from WKD Red will set minds to rest when dealing with matters of the heart.

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The in-outlet posters offer humorous observations and guidance such as 'Appreciate beauty this Valentine's Day – watch Barcelona on the telly'; 'This absolutely counts as a nice bottle of red'; and 'Valentine's is just so commercial these days... brought to you by great-tasting WKD Red'. The tongue-incheek posters are available free from the WKD POS Hotline (0800 917 3450) and are set to raise smiles amongst pub-goers this February.

Debs Carter, marketing director for Beverage Brands, owner of WKD, says: "These fun posters give WKD the chance to make topical comment and generate tactical sales opportunities for licensees. The free kits are an amusing way to support Valentine's Day and grow sales for stockists of WKD Red in Northern Ireland." WKD is the leading RTD in the on-trade in Northern Ireland1 and a must-stock brand for switched-on licensees. "With sales share increasing2, even more operators are recognising that WKD is the key RTD brand," explains Carter.

"WKD loves to engage with its target audience in a lighthearted manner. The 2012 Valentine's messages will really resonate with consumers: guys will relate to the insights into male thinking and the posters will generate wry smiles amongst women who will recognise that the observations are worryingly close to a man's actual perspective," concludes Carter.



Diageo announces investment plans

Diageo has recently announced a decision to make a capital investment of €153 million in a brewing centre of excellence at St James's Gate, Dublin. This announcement follows a major review looking at how Diageo can best ensure the long term sustainability of its brewing operations in Ireland. This announcement will result in a rejuvenation of the historic St James's Gate Brewery backed by a €153 million investment. It will create 300 construction jobs during the period of the new brewhouse construction which should get underway in the first half of this year.

The plans for implementation at St James's Gate over the next

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2 years will be an important part of securing the long term competitiveness of Diageo's beer business and, by concentrating all brewing activity on the St James's Gate site, will underpin the company's commitment to Ireland. The development will also provide significant employment during its construction phase.

David Gosnell, President, Diageo Global Supply; "The decision to consolidate to the St James' Gate site is fundamental to delivering the competitiveness necessary for the long term sustainability of our brewing in Ireland. This is a significant investment and an expression of confidence by Diageo in our Irish operations."



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Sports News

UGAAWA Monthly **Merit Award**

Not many people strike 'gold' twice but Brian Coyle has managed to do that.

Thirty years ago, he was the man behind the launching of the very successful Ulster Club Minor Football Champions' Tournament for boys and last month he repeated the performance when he set the wheels in motion for a similar event for girls.

For his initiative and foresight in bringing the girls into line with the boys, Brian wins our Quinn Insurance/UGAAWA Merit Award for December 2011. Not only that, but, like in 1982, he managed his club St Paul's minors to victory.

"This is a hell of an award and I'm embarrassed to win it. It takes my breath away," said Brian. "The boys' event has been a tremendous success and the new tournament, which has been sanctioned as a

championship, has already given the girls a fantastic boost.

"It adds considerably to the county championships, just like the boys' Ulster event has done. Already there has been talk of establishing a girls' U18 event in other provinces."

Brian Coyle and his daughter Donna are members of the Antrim senior team selection committee, as well as managing their club U18s, while Brian also coaches in a number of schools. A few years ago he, as manager, guided the Antrim U18 boys to the Ulster final where they lost to eventual All-Ireland winners Tyrone.

The presentation to Brian was made by Quinn Insurance Sales Manager, Gráinne Kiernan. The winner receives an engraved



Brian Coyle being presented with the Quinn Insurance/UGAAWA's December Merit Award by Quinn Sales Manager Gráinne Kiernan.

Picture by Philip Fitzpatrick

Belleek Living vase, specially designed silver cuff links by Omeath jeweller Garrett Mallon, training gear from O'Neill's International Sports and an UGAAWA Sports Voucher. He will also receive two tickets and overnight accommodation for the UGAAWA Silver Jubilee banquet.

Brian edged out former Cavan Chairman, George Cartwright, who has published the definitive record of Cavan football, Breifne Abú, and Glen midfield star Emmett Bradley who captained his minor colleagues in two successful games last month.

UGAA Writers help good causes



Last year's charity ballot at the Ulster GAA Writers' annual banquet, in Bundoran, was in aid of the Michaela McAreavey Foundation, the Mark McGovern Fund and the North West Hospice.

Presenting Mickey Harte with the Michaela McAreavey Foundation share of the ballot is UGAAWA Chairman, JP Graham.



Undefeated Coleraine sees Kearney lift Carling award



Oran Kearney has picked up the Carling Northern Ireland Football Writers' Association Manager of the Month award for December.

The Coleraine manager has guided his side through the busiest month of the football calendar without losing a match, winning five matches and drawing on two.

December also saw the Bannsiders booking their place in the final of the Irn-Bru League Cup by beating Cliftonville 2-1 at Solitude, ending the Reds 14-game unbeaten run.

A delighted Kearney said, "This is my first award, so you have to look towards my backroom staff and thank them for their efforts.

"Sometimes as a manager you feel a bit helpless, as all you can do is send the players over the white line and hope for the best.

"Thankfully the players haven't let me down. Hopefully we can push on from here. This award is a shot in the arm for the club."

Carling's Jordana Grimes said, "The results this month for Coleraine show that Oran is doing a great job working with the team. Carling is delighted to be at the heart of local football, supporting local talent, and bringing local people back to the game."



Coleraine boss Oran Kearney receives the Carling Northern Ireland Football Writers' Association Manager of the Month award for December from Carling's Denise Catney and Carling referee Catherine Jennings.

Murphy's fourth player of the month success

Linfield defender William Murphy has picked up December's Carling Northern Ireland Football Writers' Player of the Month Award. The 37 year-old centreback impressed for Linfield as his team maintained their position at the top of the Carling Premiership, whilst picking up four wins and keeping four clean sheets.

Murphy has now won the award four times, the



Linfield's William Murphy receives the Carling Northern Ireland Football Writers' Association Player of the Month award for December.

last of which came over 12 years ago, back in October 1999. The Linfield legend said, "I was over the moon when I got the phone call to say I'd won this award, it came as a complete shock to me. I'm overjoyed.



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GREAT SPORTING EVENTS

NO. 53

1962

Liston knocks out Patterson

Boxing fans love nothing more than a good-versusevil contest, and when the likeable world heavyweight champion Floyd Patterson

guaranteed.



Patterson (saint) fought the Arkansas tearaway Sonny Liston (sinner), a classic was

Patterson was the golden boy of the 1952 Olympics, who went on to become the youngest ever world champion a month before his twenty-second birthday. Liston was a brutal, ferocious-punching giant, with bigger fists than any previous heavyweight, who learned to fight in a St Louis reform school and never shook off his perceived gangster links. 'In the films the good guy always wins, but this ain't no film and this is one bad guy who is not going to lose,' said Liston in the build-up.

With only one defeat in 34, and that because of a broken jaw, Liston used his reach advantage of 13 inches to devastating effect. The writing was on the wall for the champion within a minute of the fight starting, when he was lifted clean off his feet. Two rib-bending blows, followed by a left-right combination to Patterson's head, finished the fight after just two minutes and six seconds.

Patterson fared only a little better in the rematch nine months later, lasting just 10 seconds longer.

Rod Laver's Grand Slams

The Awesome Aussie Wins All Four

The godfather of tennis, Rod Laver, set the blueprint for domination that Pete Sampras and Roger Federer would seek to follow in later years. The wiry Australian held the world number 1 spot for an astonishing six years but, impressive as that was, a clean sweep of all four Grand Slam tournaments in a calendar year will for ever be regarded as his greatest achievement.

In 1962 Laver swept all before him, becoming the first male since Don Budge in 1938 to land all four majors in a single year. The flame-haired Australian left-hander made light of his slight frame to form a complete game, which revolved around his awkward serve and deft touch at the net.



Laver - the complete tennis player.

Far from being just a serve-volleyer, however, Laver was one of the leading innovators in the early 1960s - developing wristy ground-strokes, hit with vicious topspin off either flank. In his all-conquering year, Laver found little to challenge his supremacy at Wimbledon, where he dropped just one set, while his victories in Australia and at the US Open were equally, if not more, convincing.

At the French Open, however, Laver demonstrated the ferocious competitiveness and durability synonymous with all great champions. He came through three successive five-setters on the way to the first of two Grand Slam clean sweeps. Remarkably, he repeated the feat as a professional in 1969.

Peter Snell comes to the fore

Peter Snell came to worldwide attention in the 1960 Rome Olympics by winning gold in the 800 metres final. He beat Belgian world record holder Roger Moens, and in doing so the 21-year-old from New Zealand exploded on to the track and field scene, heralding an era of record-breaking middledistance running. He achieved great success in the 1960s, a particularly special year for him was 1962. In January he broke the world mile record with a time of 3 minutes 54 seconds, and later the same week he went on to set the world record in the 800 metres. Despite retiring at a young age, his records outlasted his athletic career and he



remains one of the greatest middle-distance runners of all time.

Also this year...

Motor Racing - Stirling Moss was almost killed in a crash at Goodwood. The greatest driver never to have won the world championship had to retire from Formula 1.

Golf - Arnold Palmer won the US Masters after a 3 way play-off with South Africa's Gary Player and american Dow Finsterwald.

The Federation Invite New Members to Join

By joining the N.I. Federation of Clubs you will benefit from support by way of advice on a host of matters related to the day-to-day running of a club, such as those related to employment, the 1996 Clubs Order and Accountancy Regulations and rates relief to mention but a few.

Our helplines have proved most beneficial to members and are as follows:

07889 800329 - 07889 800331 - 07889 800325 & 07889 681714

	ation of Clubs Application Form	
Name of club: Address:	The annual membership fee is £50.00 payable to:	
Telephone No: Fax No:	c/o Mr Bob McGlone, Secretary Sultan Square Bolfact BT12 4SU	
Club Officers	For telephone queries call: 028 9029 5134	
Chairman: Tel:	(Please include your membership fee with your completed application)	
Secretary:	For administration purposes only	
Tel:	Accepted by:	Secretary
Treasurer:	Seconded by:	Chairman
Tel:	Date:	

BACK OF BAR CIGARETTE DISPENSER



In 2012 cigarette vending machines are being made illegal. With this in mind, the unique "CigSafe" allows venues to store a range of branded cigarettes behind the bar of pubs and clubs, as a fully legal alternative.

CigSafe can hold up to 48 packets of cigarettes securely, using the minimum a mount of precious space. If required, the unit can be bolted to the bar top via optional security brackets which, if required, can be requested at the time of order.

The price of each individual column is simply set via a managers key fob and displayed on an LED display. Entry to the safe is gained via "staff' key fobs, 3 of which are supplied with each unit, however for a small additional cost any a mount of fobs can be pre programmed at the time of ordering.



Dimensions D : 334mm // W : 453mm // H : 169mm Stock Holding : 48 Packs // 6 columns x 8 packs // 6 brands



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