# eview Club EVIEW 2013

**VOLUME 26 - Issue 2, 2013** 



## BUSHMILLS IRISH HONEY



#### Minutes of the executive meeting

#### Held in the West Belfast Sports & Social Club, on Saturday 9th February 2013



The Chairman opened the meeting following which the Secretary read the minutes of the previous meeting held in West Belfast HPS which were proposed by Gerry Gallagher and seconded by Raymond Connor as a true record.

Brian McCartney confirmed that Pilot Street Dockers Club have generously offered to host the next meeting of the Executive Committee.

The Secretary read out correspondence, including a written proposal to increase the Federation membership fee. While it is appreciated, we understand that the industry is encountering difficult times, in view of which we would prefer to retain the present membership fee at its present level. The Chairman interceded to confirm that he was speaking to the club representative who expressed appreciation for the work the Federation carries out on behalf of the sector, but understood our very good present economic reasons for retaining membership fees at their present level, although on the scale of things, the increase was nominal.

A request received from a club regarding their heating was referred to Damien McGlinchey of Airtricity, who many may be familiar with, and who has been very helpful to the Federation and its members.

The Chairman discussed the detail of re-valuation for the purpose of reducing rates for sports clubs. This followed

contact from the rating authority who requested a response from the Chairman, outlining the case for the revaluation of sports clubs.

A legal matter related to a member club was tabled for discussion. There are various complications which may be sorted out with the assistance of the Federation's legal representatives. Gerry Gallagher complimented the Federation's legal representative Maura McKay of solicitors, Shean Dickson Merrick, who were helpful to a club in a similar position in the North West.

The PRO discussed his recent talks with Adrian Fitzgerald, BSkyB, about the confusion surrounding the various BSkyB packages. A meeting will take place with Adrian in the near future which will hopefully result in reduced tariffs.

The Chairman provided details of other clubs he has been contacted by. Continuing, he conveyed details of a call received from a PSNI officer seeking clarification and assistance on some aspects of Clubs legislation. This has followed a similar call received by Gerry Gallagher in 2012.

A question was raised on submitting a club registration application which revealed that the club secretary can make the submission rather than use a solicitor, always providing the proper procedures are followed.

Waste disposal was discussed in some detail with the services

of various companies engaged in the field of re-cycling. It was suggested that the Federation explore this further.

PPL was discussed with available details highlighting a number of grey areas. While a license may be required, it needs to be looked at in more detail. We are aware that presently PPL presently do not have personnel in Northern Ireland. The PRO has tried to make contact with PPL head office in London on several occasions but has failed to gain a response.

Treasurer, David Larmour, provided a financial report

which was proposed by Jim McGaw and seconded by Raymond Connor as a true record.

A report on AGM in March and the annual dinner in April was provided by the PRO.

The meeting was closed following which the Chairman thanked the management committee of West Belfast Sports and Social Club for making their club available for the meeting and for the excellent hospitality provided.

Bob McGlone, Secretary

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#### Federation Update

#### Minutes of the 2013 A.G.M.

Held in the R.A.O.B. H.Q., Belfast, on Saturday 9th March 2013

The Chairman, John Davidson, opened the meeting by welcoming those present and requesting that members observe a moments silence in honour of absent friends.

He then passed to the Secretary, Bob McGlone, to read the Minutes of the 2012 A.G.M. which were subsequently passed as a true record by Tony Moore, Goodyear Sports & Social Club, Craigavon, and seconded by Lewis Hall, Ballywalter Bowling Club.

Copies of the Financial report were provided to delegates upon arrival at the AGM. In his presentation, the Treasurer, David Larmour, provided a detailed overview of the report, following which he invited questions from members. As no queries were forthcoming the report was passed as a true record of the Federation's financial standing to December 2012, proposed as a true record by Tony Moore, Goodyear Sports and Social Club, Craigavon, and seconded by Robert York, Mountainview Social Club, Belfast.

Due to the Federation accountant being delayed, the Chairman moved further down the agenda to cover details associated with amendments to the Clubs (NI) Order in a further consultation by the Minister, Nelson McCauseland



(L-R) Lawrence Shearer, Federation accountant; John Davidson, Chairman; Bob McGlone, Secretary; Davy Larmour, Treasurer.





#### NIFC AGM

MLA. The details included additional late hours during the summer months, possibly May to September, for clubs with a sports registration.

Other items included a revised accounts system and the lifting on the restriction on advertising and the removal of children's certificates.

At this point the Federation Executive Committee member, Joe Patterson, was introduced to provide a detailed presentation on matters relating to Labour Relations issues and the many difficulties presented to club management committees when navigating this difficult area. It was highlighted that procedures must be followed at all costs, and utilising that part of the club insurance policy, which in the case of policies provided by the Federation's recommended company Rollins Club Insurance, is provided by 'DAS' who specialise in this area of insurance. Joe emphasised that it is of the utmost importance you make contact with 'DAS' in the first instance and that their instructions are followed thereafter.

This was a comprehensive presentation for which the Chairman requested recognition by acclamation from the body of the hall.

Trustees has become a matter of contention resulting in numerous helpline calls. It was covered in some detail by the Chairman who referred to correspondence provided by the Federation legal representative Maura McKay of Shean Dickson Merrick Solicitors, Belfast.

PRS was the next item to be covered by the Public Relations Officer, Harry Beckinsale. He explained the excellent association which exists between PRS and the Federation, with an invitation to call him on

07889 681714 or the N. Ireland PRS manager, Ian Webb, directly on 07887 540811 should a club require advice or assistance.

PPL is a different issue and clubs were advised to enquire if their current supplier is paying PPL fees for such items as jukeboxes or background music systems. It was however pointed out that there is a PPL License requirement for televisions. It appears, a PPL license is required from April 2013 with the basic licence fee being £135.43. It has been difficult to obtain information from PPL as it appears they have no one on the ground in Northern Ireland at this point.

SKY/satellite television remains an area of great expense for our members. However the PRO reported that the company wish to meet us soon to discuss new proposals which will hopefully provide a more cost effective Sky Television package. It has been reported that another Sky package, claimed to be legal, is in fact based on a BSkyB domestic card and as such is not legal. This was also reported some time ago at a meeting of CORCA in London, the umbrella organisation for registered clubs in the UK, on which the NIFC are represented.

Lawrence Shearer, of O'Hara Shearer, the Federation's recommended Accountancy firm, provided details of the new HMRC RTI system (Real Time Information) which was featured in Club Review and which comes into operation in April 2013. Continuing, he provided an overview on the Linneweber 1 issue and an update on the Linneweber 2 case, explaining in some detail the current position which sees claims standing behind the

continued on p6



Executive member, Joe Patterson, giving an informative talk on labour relations issues. This was well received by the delegates in attendance.



Yet again, there was an excellent turnout from the Annual General Meeting with delegates complimentary on the information conveyed.



Terry Doyle from HIS Solutions, provided valuable information on the financial benefits solar power can offer your club.

#### Federation Update

Rank Organisation case. Tony Moore of Goodyear Sports and Social Club confirmed that he had received a number of rejections to his claim, however he was reassured that everything depends on the Rank case, similar to the situation which existed with Linneweber 1.

MGD (Machine Gaming Duty) was also covered by our accountant, who explained the process to be carried out. The Federation Chairman confirmed that this provides a simpler and financially beneficial system for clubs.

Terry Doyle of 'HIS' Solutions provided an excellent presentation on the benefits of the new Solar Power system available from his company. The Chairman endorsed the presentation confirming that through our independent enquiries, which included seeking professional opinion,

the installation available from 'HIS' Solutions provides a win win situation and should be availed of, more especially as there is no cost attached. (Contact details for 'HIS' Solutions are available on page 12 and also on the NIFC website www.nifederationofclubs.com)

A list of our associated suppliers was displayed which was referred to by the Federation Chairman, who specifically requested that, where and when possible, respective club management committees should secure supplies and services from our established suppliers in return for the support they have provided, and continue to provide, to the Federation and its members. As with all discussions the Federation enter into, the intention is to secure preferential arrangements for our members and the only way for them to work effectively is for members to avail of them

and feed information back to the Federation if they are not working as they should.

Support of charities and good causes was covered with the PRO stating that the support of charities and good causes, provided by the clubs sector, should not be underestimated as collectively substantial, and appreciated by all charities, regardless of the size of the donation, particularly due to the absence, in many cases, of government support.

The Chairman provided details on the annual dinner and dance, requesting members to contact the Federation as soon as possible, and not to leave things to the last minute. We have a terrific entertainment lineup this year which will ensure the now customary excellent night out for club representatives and their guests.

The Chairman closed the meeting and thanked all those in attendance. He also thanked Mr Tom McNaught and his management team at the R.A.O.B. H.Q., for hosting the meeting and for the generous hospitality prior to and following the meeting.

Bob McGlone, Secretary



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#### Free fire & security survey for your club

Scan Alarms have enjoyed a long association with one of Northern Ireland's leading and oldest established clubs, namely The Ulster Sports Club in High Street, Belfast.

Scan Alarms are at the forefront of modern security technology with a guarantee to always afford consideration to cost, particularly with the current economic climate which is placing so much pressure, not only on the registered club sector, but on the leisure industry in general.

Security plays an important role in the day-to-day management of a club and it makes good sense to secure the services of a major supplier, always providing they are cost effective.

Scan Alarms are one such supplier, having been established for over thirty years, and importantly, are locally based. Scan Alarms Fire & Security specialist, Colin Duncan, has confirmed that they will provide the best advice and cost possible to Federation member clubs.

When your service contract is due for renewal you are advised to obtain a quote, which is in line with NIFC advice in other facets of your club business.

Complacency is the enemy and it pays to shop around, you could well be paying too much for a lesser service. Whether it is for your club or your home, Scan Alarms are perfectly placed to fulfil your requirements.



Ulster Sports Club Secretary, Stephen Watson, pictured with Scan Alarms Fire & Security specialist, Colin Duncan.

#### "Calling All Clubs"

Clubs are reminded to book their tickets for the highlight of the Federation calendar, the Annual Dinner & Dance. This year's big night out, at the King's Hall Member's Rooms on Saturday 20th April, will feature the outstanding comedy talent that is, Mike Dennett, ably assisted by his hilarious side-kick Chic. Mike is coming all the way from Blackpool for our entertainment and is sure to have everyone rolling in their

Also headlining will be the fabulous Contrast Showband featuring the vocal talents of Janine Withers. Past appearances by Contrast have

been a resounding success and this year is sure to be no different.

Letters have already been sent to club secretaries, with an initial allocation of four tickets, and in order to help with the organising of the event, we would encourage all clubs to notify the PRO, Harry Beckinsale, on 07889 681714 as soon as possible to confirm your club's attendance, or to notify him if additional tickets are required.

This is truly a night not to be missed and we look forward to, once again, meeting up with all our friends in clubland.



#### Club News



## Reciprocate the support from our trade suppliers

As a Federation, and a voluntary organisation, we are constantly reminded of the need for support.

We are grateful for the support we receive from our trade suppliers, without which we could not sustain the services provided for our members, nor maintain the Federation membership at only £50 per year, let alone continue our constant campaigning for improved legislation. It has only been possible to maintain services by administering good book-keeping and with the support of our trade suppliers.

The arrangement with BSkyB is of particular significance, having

enabled many clubs to enjoy a substantial saving on the costs associated with Sky TV and with a further review presently taking place, which will hopefully reduce costs further.

Insurance is another big expense for clubs but quality cannot be sacrificed for low premiums – you get what you pay for – and the complexities of labour relations issues, catered for in Rollins Club Insurance package through 'DAS', is essential, and the only level of cover that should be considered for your club.

Although other brokers have offered insurance packages, it is important that you check that your policy meets the same standard as provided by the Rollins Club Insurance.

Other services we have negotiated include solar systems, provided by 'HIS' Systems, which provide huge savings on electricity, not only for the club but also its members, with installations to suitable clubs and homes being free of charge – YES FREE OF CHARGE.

Other services include SCAN Alarms, who hold a Gold Standard Accreditation. They are confident of providing big savings on security systems and maintenance contracts.

At the 2013 Federation AGM in March, Federation Chairman, John Davidson specifically requested that, where and when possible, clubs should

sacure services and support

secure services, and support those companies which have supported the Federation.

A list of preferred suppliers is presently being completed and will be published soon.

Clubs requiring advice are reminded to contact our helplines which are as follows: 07889 800329 • 07889 681714 07889 800325 • 07889 800331



#### Steward stole £24k

A steward who stole from a club which trusted him to bank takings and look after the accounts, has been given a suspended prison sentence. Newcastle Crown Court was told the steward had worked at the club for 20 years and the secretary considered him a personal friend but when he started struggling with his personal finances, he began helping himself to the club's money. By the time he came clean, he had stolen more than £24,000.

The court heard that when the club became aware of his financial problems he was allowed to cash-in some of his holiday pay. In April 2011 an audit revealed there was a shortfall of £1,095. The steward said he didn't know where the money was but he was given a disciplinary warning and repaid the cash.

During a further audit in November 2011, the club's paying-in book could not be found. He later produced it, admitting he had taken more than £20,000.

He received a 12-month suspended sentence with 300 hours of unpaid work and a curfew.

#### Fraud in a club

#### Act immediately and find good evidence

Clubs should be prepared to act immediately on suspicions of fraud. Whether investigations are conducted in-house or by a third party, it is important that the club has a basic understanding of the investigation process and what you can and cannot do.

Many officers and committees have encountered a fraud in their club or have heard stories about fraud in other clubs. Clubs being cash businesses are prone to thefts and the question is what the committee should do when the steward fails to bank £3,000 or the Treasurer fails to bank three months of sundry income.

#### A range of investigation options are available to clubs:

- in-house investigation
- external investigation by professional advisers/ consultants
- police investigation (potentially leading to criminal prosecution).

In the past the first reaction of a committee was to phone the police to start a criminal investigation. More often than not, however, the police take no action because either the investigation is sidelined by a more important crime, there is insufficient evidence, or there are just "too many people with their finger in the pie" to bring a successful criminal action.

So a committee has to think carefully which course of action they take. Their responsibility is to "protect the club's assets" and the best course of action is usually to take steps to recover the stolen money and to ensure no further losses occur.

The Fraud Advisory Panel have issued guidance on this subject and they point out that if the police are called you can no longer expect them to do all the work, they do not have the experience or the resources and it will be necessary for the club to provide them with the documented evidence.

The committee should also consider that criminal action may not be the best course. Law enforcement agencies focus on gaining a criminal conviction not gaining financial redress for the club. Civil action is becoming more common, it is easier to satisfy the civil burden of proof than the criminal burden of proof, making civil recovery preferable in some cases. Taking civil action does not prevent a separate criminal charge being brought. If there is financial loss the club's auditors should be asked to provide a written report quantifying the loss. The evidence provided by the auditor will stand up much better in court being prepared by an independent person to a professional standard.

Evidence from witnesses should be documented. If the resources are available to the club the statements should ideally be prepared by a solicitor or other person with a background in taking statements.

Once evidence is gathered the perpetrator should be interviewed and presented with it in the hope they have the funds and are willing to repay the club immediately. Failing repayment of the monies owed, civil action, perhaps in the small claims court, should be started.



#### DON'T DO THIS

- allow too many people to know about the allegations before they are investigated.
- make defamatory statements to members at the AGM.
   To protect the club from a counter-claim it may not be possible to tell the members all the facts.
- allow individual officers and staff to confront the suspected fraudsters as this could not only lead to physical danger but also to the destruction of evidence.

#### DO DO THIS

- consider the immediate actions that need to be taken to preserve evidence and prevent further losses.
- use experienced experts to gather high quality evidence and witness statements.
- evaluate all the costs of civil action both from the club's

- professional advisors and the court.
- consider the ability of the perpetrator to repay the missing funds.
- follow legislation, specifically employment law if the perpetrator is an employee.
- manage the flow of information about the investigation on a "need to know basis", but be ready to react to internal rumour and/ or external enquiry.
- Consider the use of "parallel sanctions" and associated criminal or disciplinary proceedings for employees.

If the correct procedures are followed by the club the chance of success is greatly improved. A key element is the importance of obtaining good quality evidence.

For further information contact: www.actionfraud.co.uk

#### **Questions & Answers**

Q. We have a Committee Member who is not conducting himself properly and it is likely a majority of the Committee would wish to see him removed from the Committee.

Can the Committee itself remove an elected Committee Member or would the Members have to authorise such a removal?



A. The Committee itself cannot remove a Committee Member, only the Members of the Club can authorise such a removal, as the old adage goes, 'those who elect, reject'. This does not apply, however, if the Committee Member in question is suspended or expelled from the Club.

Unless disciplinary action is taken against this Committee Member, the Committee would have to call a Special General Meeting and ask the Members of the Club to support their proposal for removal. If disciplinary action is taken then the Committee Member will be removed from the Committee automatically if he is either suspended or expelled from the Club.

Q. We have a situation developing in our Club which might lead to the dismissal of an employee. The Committee is concerned at the legal implications for the Club if we do not follow the correct procedure as none of the Committee are well versed in employment legislation. Do you have any guidance which you could provide us with?

A. I would first of all suggest that the Committee contact the Club's insurers to identify if legal cover is provided within the Club's insurance policy. Often an insurance policy will protect the Club in the event of a claim for unfair dismissal but the Club would have had to have involved the insurance company at the start of the disciplinary procedure to be covered by such cover. In any event, I strongly suggest that you follow the ACAS guidelines regarding disciplinary procedures which we can provide to you. Failure to follow a correct disciplinary procedure could mean that the Club is at risk of being found to have unfairly dismissed an employee if that is what eventually happens. Should the Committee decide that the employee is to be given a written warning then the employee has the right to appeal. Customarily

an employer would give an employee a verbal warning, a written warning, a final written warning and then this would be followed by dismissal unless the Committee considers the conduct so serious as to justify immediate dismissal because of gross misconduct.

If you are proposing to discipline any member of staff with any sanction other than a verbal warning, they must be informed in writing of the allegations against them, invited to a disciplinary hearing, given the right to be accompanied by a work colleague or a trade union representative and given the right to put forward representations at the disciplinary hearing before any sanction can be imposed. The employee must be given a right to appeal any disciplinary or dismissal sanction.

The ACAS Code requires that before dismissal for misconduct or poor performance, an employer should:

- Investigate the issues;
- Inform the employee of the issues in writing;
- Conduct a disciplinary hearing or meeting with the employee;
- Inform the employee of the decision in writing.



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• Provide the employee with a right of appeal.

The ACAS Code also recommends that employers should, at the start of the disciplinary hearing, explain the complaint against the employee and go through the evidence that has been gathered and the employee should be given a reasonable opportunity to ask questions, present evidence and call relevant witnesses.

All disciplinary matters should be dealt with at disciplinary meetings. The Committee may prefer to appoint specific Committee Members and Officers to conduct the disciplinary hearing and make the appropriate decision. In the event of an appeal it is important to be able to have the appeal heard by persons who were not involved in the original disciplinary procedure.

The Committee should also consider taking independent legal advice prior to making any decision to dismiss an employee. The Committee may also wish to consider requesting independent legal advice to assist them throughout the disciplinary procedure if they are not confident of being able to follow the proper procedure without a legal advisor attending the disciplinary meetings with them.

Q. Are employees able to use the Club's Gaming Machines? We have Members who consider that it would be unfair for an employee to win a jackpot, perhaps aided by watching the machine.

A. Opinion is divided on whether it is possible for a person to determine when a machine might pay out although we are aware that there is a common perception that watching machines gives rise to an unfair advantage. Gaming machines have to adhere to strict average pay-outs and this is calculated over the course of a machine's entire life and is therefore unpredictable. It may be that a machine goes months between the jackpot being won, or it may be that two jackpots occur on the same day. With the advent of extra features such as nudges and hi/lo features it is even more difficult to calculate if a machine is about to pay out. It is, however, preferable to avoid any possibility of an unfair advantage, real or imagined, and as such it is good practice to prohibit Club employees from using the Club's gaming machines.

Q. We are considering installing a CCTV system inside our Club. Would we need to place notices informing Members and guests of the CCTV system and do we need to register the CCTV system with a specific authority?

**A.** With any Club operating CCTV cameras either inside or

outside the premises I would advise that notices are put up to make Members and visitors aware that their movements are being recorded.

It is also possible that the Club will need to register its CCTV cameras with the Information Commissioners Office (ICO) and you may wish to contact the ICO to confirm if the Club's system will require registration. Having said that, for the fee of £35 a year you may wish to register regardless. Technically, registration is required if you are to use the CCTV system to record the movements of a specific person, such as an employee or Member who you consider may be acting inappropriately. If you are not recording the movements of a specific person then registration is not strictly necessary but I am sure you can appreciate that there may well be a time when you will wish to use the CCTV system to record the

movements of a specific person and therefore registration would be required.

You are recommended to use reputable suppliers such as, Scan Alarms & Security Systems Ltd, who are an approved Federation firm.

Equipment hire arrangements will typically work out to be far more expensive than simply purchasing a system and the equipment may not be maintained as part of the cost of the hire arrangement and the CCTV system may need to be returned at the end of the agreement and not become property of the Club.

For help on these, or any other club issues, please feel free to call the helplines (pg6).



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#### HiS Solutions - a win win solution

#### Free electricity for your club



John Davidson, Chairman, N.I. Federation of Clubs

Following a presentation at the Federation AGM by Terry Doyle of 'HIS' solutions, the Federation Chairman, John Davidson, explained that the statistics provided by 'HIS' were referred to, and subsequently endorsed by, an experienced representative working within the industry.

The Chairman continued to express the view that this is a win, win deal which is not only available to clubs but also to club members who have a suitable domestic property.

The instalation and maintenance of the system is free to suitable premises and it costs absolutely nothing to have a survey conducted, so you have nothing to lose and everything to gain.

#### **FAQs**

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- A. Using as little as 50% of the electricity that the PV panels will generate in a year could save you over £400 off your electricity bill (per annum).
- Q. What are Solar Panels?
- A. Solar panels are made of photovoltaic (pv) cells which converts daylight into electricity (they don't need direct sunlight).
- Q. What does it cost me? A. It's totally free.
- Q. So, what is the catch? A. There is none.

For further details call HiS Solutions on 028 9045 5136 or any of the Federation helplines. Five top reasons to install PV solar panels

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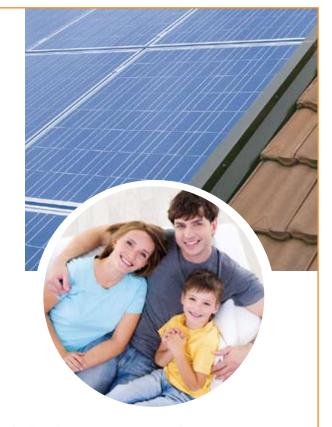
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#### COORS LIGHT CELEBRATES A 'DAMME' GOOD YEAR

Northern Ireland's **NUMBER ONE** selling bottled beer\* is Light years ahead

Coors Light bottle sales up 12%\* despite industry decline of 3.6%

Coors Light draught sales up 124%\* despite industry decline of 2.2%

Coors Light added an additional £3.3 million to the Northern Ireland on-trade\*

More than **4 million** Coors Light bottles sold and **1.1 million**Coors Light pints enjoyed in Northern Ireland in 2012\*

In the face of a challenging year for the Northern Ireland drinks industry Coors Light is showing the on-trade that there is LIGHT at the end of the tunnel with the announcement of some refreshingly positive sales figures.

Coors Light is officially Northern Ireland's number one selling bottled beer\* following a record year which confirmed its position as the on-trade success story of 2012 and the province's 'must stock' beer brand for 2013.

More and more on-trade outlets are responding to the wishes of consumers across Northern Ireland by stocking Coors Light which is now officially the 'People's Choice' in bottled beer and the fastest growing draught brand in the province's Top 10 beer brands.

Consumers have chosen Coors Light... can your business afford not to? To make sure that you're not left out in the 'Damme Cold', contact Molson Coors' Regional Sales Manager Gavin Bleakley on 07734 547758

#### Northern Ireland's Number One Bottled Beer

A hugely successful 2012 saw more and more consumers enjoying the ice cold refreshment taste of Coors Light with bottle sales increasing by 12 percent year on year\*.

Its Rocky Mountain heritage, uncompromising brewing standards and its dedication to ice cold refreshment saw Coors Light become Northern Ireland's best-selling bottled beer last May, a position it has held ever since - and of which it shows no sign of letting go.

In fact, the perfect beer bottle is about to get even better in 2013 when Coors Light takes the whole area of cold beer innovation to another level in March - helping to further drive category excitement and enhance the buying experience for consumers.

Consumers already love the fact that the label on a Coors Light bottle turns blue when it is perfectly chilled and ready to drink. Now we've added a second 'ice cold indicator' called 'Damme Cold' and we're sure that the 'Muscles from Brussels' himself, Jean Claude Van Damme, will approve.

With new cinema and TV advertising, new outdoor campaign, new social media and digital packages being introduced throughout 2013, Coors Light is without doubt the year's must-stock brand.

#### **Draught Sales Double**

It's not just bottle sales that are refreshingly on the rise in a Northern Ireland beer market that declined by approximately 5.2 percent in the on trade\*. Coors Light is also the fastest growing draught brand in the province's top 10 beer brands, enjoying value growth of a staggering 124 percent year on year\*.

#### **Light Years Ahead**

All around the world, Coors Light continues to be one of the fastest growing beers and Northern Ireland is certainly no exception.

Overall, during 2012, Coors Light added an additional £3.3 million to the Northern Ireland on-trade, with more than 4 million bottles and 1.1 million pints enjoyed by NI consumers. Pretty good in an on-trade lager market which experienced a loss of approximately £4.89 million last year!\*

#### 'Damme' Good

The success of Coors Light has been supported by the brand's engaging advertising campaign which famously features one of the world's most iconic action film stars Jean Claude Van Damme.

The 'Closest to Cold' series of commercials, set in the stunning Rockies mountain range, see Van Damme tell us stories in which no matter how hard he tries, and no matter what he's been through in his life to date, he can't get close to the ice cold refreshment of a Coors Light.

Supported by highly visible and impactful TV, outdoor and social media activity, the advertising campaign has become a huge success across Northern Ireland and has encouraged unprecedented consumer engagement, generating a massive increase in online engagement and word of mouth.







#### THERE'S COLD... THEN THERE'S 'DAMME COLD'

Coors Light takes cold beer to a new level!

Lovers of cold beer will undoubtedly know that Northern Ireland's best selling bottled beer Coors Light has a unique and innovative bottle that turns blue when it is perfectly chilled and ready to drink.

Now the Coors Light team has made the perfect beer bottle even better by adding a second level of cold to its bottles and cans which they have cleverly called 'Damme Cold', after iconic action film star Jean Claude Van Damme who is the star of their popular advertising campaigns.

Using what's called 'thermochromic ink', the famous Rocky Mountains featured on the label of the Coors Light bottles and cans turns blue when the bottle reaches a chilled temperature but now a second 'ice cold indicator' has been added for those who like their beer 'Damme Cold'.

"Consumers want cold beer and

Jordana Busby, "but now we're taking cold beer to another level!

"Previously, we had one coldness indicator but now there are two thermochromic ink strips on all of our bottles and cans which tell consumers not just when their beer is 'Cold' but also when it's 'Damme Cold'.

"Research has been overwhelmingly positive amongst consumers who see the introduction of 'Damme Cold' as exciting, innovative and engaging. The new 'Damme Cold' message will be highly visible on our bottles and all of our communications with Jean Claude Van Damme once again featured prominently.

"Jean Claude has been a huge hit with customers since he became the star of our now cult-classic TV ad campaign," continued Jordana. "He is action hero royalty and his hilarious appearances in the ads



"Our continued investment in this innovative technology illustrates Coors Light's commitment to ensuring that our customers enjoy a refreshing experience, in a way that no other beer can," concluded Jordana.



#### **All onboard for Cancer Focus**



Employees at Translink's Newtownabbey Depot got on board the Cancer Focus Northern Ireland ManVan to have their health checked out.

Cancer Focus was demonstrating the van - one of the charity's most important weapons in the battle against cancer.

The ManAlive ManVan is a mobile drop-in unit which brings health MOT checks to men at farmers' markets, sports clubs, leisure centres and workplaces in rural areas.

Gerry Mullan, Translink Service Delivery Manager, Newtownabbey, said, "The health and wellbeing of our employees is a top priority and the driving force behind our 'Go Healthy' workplace campaign which provides advice on keeping fit - physically, mentally and emotionally. The Man Van was an excellent opportunity for our employees to access medical advice and receive free health checks. We would like to thank Cancer Focus for their visit in providing this important service and would encourage other employers to book a visit to their place of work."

Men can have their body composition and weight management assessed, get one-to-one advice on stopping smoking, care in the sun and early detection. They can also get free health checks on cholesterol, blood pressure and blood glucose. The ManVan is staffed by Cancer Focus' Health Promotion Nurse, Mairead McCann and Senior Cancer Prevention Officer, Sandra Gordon.

Sandra Gordon said, "The Man Van is extremely popular with men and it is a service we would love to expand. One reason for its success is that men find the ManVan convenient because it comes to them - whether they are at work or socialising. As well as giving timely cancer prevention advice to hundreds of men, we've suggested ways people can improve their lifestyles, offered support and encouraged others to see their GP if necessary. As a result we have a wide range of men of all ages and backgrounds who are on their way to improving their overall health."

For further information or to book the ManVan for your club or group click on: www.manalive.com or email sandragordon@cancerfocusni.org



David Spratt (left), Metro driver mentor, and Robert Thompson, Ulsterbus driver mentor, got a health MOT at the Cancer Focus Northern Ireland ManAlive ManVan wih the help of Anne Thompson and Deirdre Conlon.

#### Cancer Focus marathon appeal

Cancer Focus is the official Belfast marathon charity for 2013, which will take place on the May Bank Holiday, 6th May. They are appealing to everyone to enter in the marathon, relay, fun-run and walk events available this year and go the extra mile to raise funds for them. All the funds you raise will stay in Northern Ireland and go to help local men with cancer and support their families.

Cancer Focus is dedicating the sponsorship raised at the marathon this year to its Men's Health Campaign. The charity provides a wide range of services for men who have been diagnosed with cancer, such as a helpline, support groups for men and their families, counselling, walking groups, a choir, creative writing and lifecoaching.

In order to provide these vital services Cancer Focus relies heavily on fundraising events Niamh McDaid gets 'on her marks' for Cancer Focus.

and donations to bring in £3.5m annually. "That's why the marathon is such an important event for us," says Joyce Savage, Head of Appeals and Marketing at Cancer Focus.

"Every year 5,794 local men are diagnosed with cancer – that is 22 men every working day – or two football teams inside 24 hours! These men are our dads, brothers, husbands, sons and friends. Sadly, 2,000 of them die each year," she added.

For more information call: 028 9066 3281, or click on www.cancerfocusni.org



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#### A gem of an evening celebrating 40 years supporting children with cancer



These days anything can gain instant cool points by slapping the term "vintage" to it, but the upcoming Ruby Ball promises to be a gem of a night, like no other, when guests will feel like they truly have stepped back in time.

The opulent event on 18th May, which is being hosted by the Northern Ireland Cancer Fund for Children, will allow guests to see the Culloden Estate as they never have before.

After a sumptuous meal in the Stuart Suite, guests can make their way into a vintage outdoor marquee to enjoy top class entertainment, while joining the charity in celebrating 40 years supporting local children with cancer and their families.

NICFC fundraising manager, Laura Johnston, said the event, compered by broadcaster Sarah Travers, will mark a milestone for the charity and is a night not to be missed.

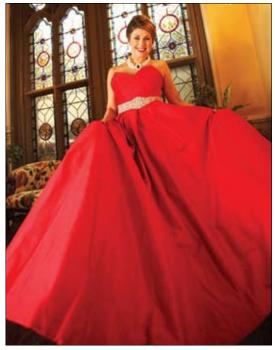
"We are celebrating 40 years of providing practical and emotional support at home and in the ward to local young people with cancer and their families. Proceeds from this event will help us continue to provide this vital service. Not to mention the craic will be brilliant, so get your ticket now for what promises to be the gala event of the year," she said.

Stephen Gibson, channel sales manager for main sponsor, Eurospar and Vivoextra supermarkets, said, "We have been working closely with NICFC for the last two vears and over this time we have witnessed first-hand the amazing work carried out by the charity to support young people and their families across Northern Ireland. As community retailers, we will remain committed to fundraising for this local charity. To date we have raised an amazing £170,000 for NICFC and through sponsoring the Ruby Ball we want to further strengthen our support for the charity. The evening will be a fantastic celebratory event. I would like to congratulate NICFC on this milestone and wish them success for years to come."

For further details on the Ruby Ball please log onto

www.nicfc.com or contact Laura Johnston by calling 028 9080 5599 or emailing laura@nicfc.com

Broadcast
Journalist Sarah
Travers glams
it up ahead of
compering the
NI Cancer Fund
for Children's
Ruby Ball. Sarah
looks stunning
in a dress by
local designer,
MaryRose
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## Global sensation 'Of Monsters and Men' set to rock Bushmills Live 2013

The Old Bushmills Distillery has announced that it will throw open its doors to play host to world class headline acts and emerging indie talent at 'Bushmills Live' - a unique two-day festival celebrating handcrafted whiskey and music.

Bushmills Live will take place on Ireland's stunning North Coast on 19th and 20th June 2013 and is the only indie music festival in an Irish Whiskey distillery.

Internationally acclaimed indie folk band, Of Monsters and Men will headline the two day festival - their first ever gig in Northern Ireland.

Only 500 tickets are available globally for Bushmills Live, which will see both iconic and emerging artists share the stage for a series of intimate gigs in age-old buildings at the historic Old Bushmills Distillery, where the art of distilling has been perfected over generations.

The 'money can't buy tickets' will not go on general release. Instead, music and whiskey fans can win the chance to attend the festival by entering a draw on the Bushmills Irish Whiskey Facebook page – facebook.com/bushmills1608. Entries to the draw will open on St Patrick's Day at 16:08 GMT.



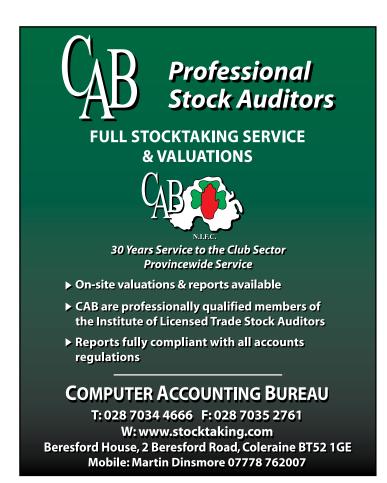
Helen Mulholland, Master Blender at Bushmills Irish Whiskey, toasts the return of Bushmills Live 2013 – a unique two-day festival celebrating handcrafted whiskey and music which takes place on the 19th and 20th June in the iconic setting of The Old Bushmills Distillery.

Speaking at the launch of this year's event, Master Blender at The Old Bushmills Distillery, Helen Mulholland, promised fans that they can expect to enjoy "great music between great friends."

"Whiskey and music have always gone well together", added Helen Mulholland. "And at Bushmills Live we like to make both by hand, bringing this fusion of handcrafted whiskey and handcrafted music together against the backdrop of our beautiful distillery with performances from artists who are friends - which makes

for a cracking atmosphere! It goes without saying that we're looking forward to extending a warm Bushmills welcome to our new friends, Of Monsters and Men, and to emerging artists who we're proud to support by creating a music platform that allows fans to discover new and upcoming talent.

"I can't wait to reveal the rest of the line up in the coming weeks. We're of course just as excited to open our doors to whiskey and music fans the world over who want to attend Bushmills Live, so get your entry in and good luck!"



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## BUSHMILLS IRISH HONEY



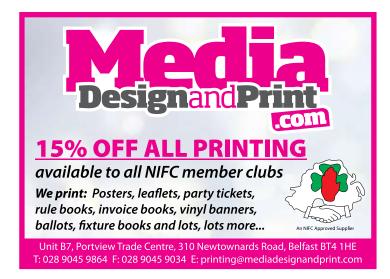
#### National football stadium gets go-ahead



Environment Minister Alex Attwood, Irish FA President Jim Shaw and Sports Minister, Carál Ní Chuilín at the announcement of planning permission for an 18,000-seater stadium at Windsor Park.



The new Windsor Park promises to be an outstanding arena.



THE Irish Football Association has welcomed Alex Attwood's announcement that planning permission has been granted for the redevelopment of the National Football Stadium at Windsor Park.

"Receiving planning permission from DOE Planning is another major step in the Windsor Park redevelopment project and a great step forward for football in Northern Ireland," said Irish FA President, Jim Shaw.

"Everyone involved in the project has worked extremely hard to get to this stage and I would like to thank everyone involved in the project as well as all the stakeholders who shared their thoughts during the consultation process. The National Football Stadium plans are truly impressive and I know that once the redevelopment project is complete Windsor Park will be a stadium which we will all be proud of."

Following a consultation process with the local community and stakeholders across
Northern Ireland, which included giving people the opportunity to submit their thoughts on the redevelopment project through the Irish FA website (www.irishfa.com); the design team finalised the planning application before its submission in December.

Thanks to DCAL support the Irish FA intends to reconstruct Windsor Park so that up to 18,000 fans can be accommodated. This will cost in the region of £29.2m with £25.2m coming from government funds. It is planned that work on the project will begin in September 2013.

The Stadium Redevelopment will comprise:

- Provision of an 18,000 seated stadium;
- Demolition of the south stand:
- Replacement of the south and east stands with newly constructed stands to provide greater enclosure;
- Refurbishment of the west and north stands;
- Replacement of high mast flood lights with lower level lighting, integrated at stadium roof height;
- Creation of a temporary construction access onto Boucher Road to avoid construction impact on local residents;
- Development of ancillary office accommodation to provide a new headquarters for the Irish Football Association: and
- Development of an appropriate level of conference and community facilities.

Sport Minister, Carál Ni Chuilín commented, "This marks another important stage in the re-development of Windsor Park. The Irish Football Association is now able to move to the next stage of their ambition to create a modern stadium to cater for the needs of the whole football community. I am sure the new ground will be enjoyed by generations to come. Today's progress also represents another step in my Department's regional sports stadiums programme which follows the Executive pledge of up to £110m of government funding for the redevelopment of three regional sports stadiums at Ravenhill, Windsor Park and Casement Park."

#### N.I.F.W.A. monthly awards



Glentoran's Stephen Carson with his Belleek NIFWA Player of the Month award for February.

Eddie Patterson, has made it a one-two for Glentoran having been named winner of the February Northern Ireland Football Writers' Association's Manager of the Month award.

The Glens completed the month unbeaten, beating Lisburn Distillery and Glenavon in the league, defeating St Patrick's Athletic over two legs in the Setanta Cup and progressing in the Irish Cup.

Upon receiving the Belleek award, Patterson said: "I'd like to thank all the players and my backroom staff, who have been magnificent in what has been a difficult period for the club.

"At times it feels like you're constantly fire-fighting, so under the circumstances I think we are performing very well and we're probably punching above our weight. The players deserve full credit. The last 18 months have been a period of uncertainty for the players as they often don't know whether they're getting their wages or not. For some of our players it's their main source of income and that can cause problems at home.

"But despite that, our players have been fully committed to the cause. They've knuckled down and training two or maybe three nights a week and produced the goods on a Saturday."

This is Patterson's seventh manager of the month award, with the other six during his tenure with Cliftonville. He last collected the honour in December 2010.

Glentoran winger Stephen Carson has won February's Northern Ireland Football Writers Association's Player of the Month award.

In February Carson displayed some fine form, notably scoring a world class free-kick in Glentoran's 2-1 victory over Glenavon.

Upon collecting his Belleek award a delighted Carson said, "I'd like to thank Eddie Patterson, the backroom staff and all my team mates, as without them this wouldn't be possible.

"I think the gaffer deserves a lot of credit for this award as he rested me for the Setanta Cup games and that has helped keep me fresh for the cup and league games. We've been working hard under difficult circumstances and although we're not ecstatic with our season, we are pleased to be fourth in the league and into the semi-finals of the Irish Cup.

"Qualifying for Europe and The Irish Cup is a target for us this year, but we know we've a tough match against Portadown in the semis. The Ports have underachieved this season but we all know they're a good team.

"Hopefully it will be a great match and the best team on the day wins."

This is third time Carson has lifted the award. As a Coleraine player he gained recognition from the writers in February 2008 and February 2009.

Cliftonville's Joe Gormley was the runner-up, with Glenavon's Guy Bates taking third spot.



Belleek Manager of the Month, Eddie Patterson, receives his award from NIFWA chairman Mark McIntosh.

#### Sports News

### Tesco sponsorship announcement



At the 2013 Ladies National Football League launch, and Tesco
Homegrown sponsorship announcement of the league, are Pat Quill,
President of the Ladies Football Association, and Lynn Moynihan, Head
of Marketing and Sponsorship, Tesco Ireland, pictured with representatives
from Division 3

Picture credit: Paul Mohan/SPORTSFILE

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#### UGAAWA Monthly Merit Award



February Merit Award winner, Ciarán McKeever, receives his award from UGAAWA Secretary, Peadar McMahon.

February is often not the most exciting of months in GAA terms with the 'weather man' often disrupting the action. It was different this year however, as many high profile matches were contested and many outstanding displays were given.

One of the best performances of the month was that of Armagh's Ciarán McKeever, who played a captain's role in hauling the Orchard County off its knees to scratch out an unbelievable draw with Wexford in the Allianz National Football League.

No doubt, the hat-trick of goals rocketed home by Gavin McPartland, at the Athletic Grounds, was eye-catching and played a major part in Armagh storming back to snatch a 3-8 to 3-8 draw for the Ulster side's first league point of the season. However, it was McKeever's strong play, maybe a bit too strong in Wexford's eyes, that

was the launching pad for the miraculous comeback by a team that was 11 points down, late in the first half.

The Cullyhanna St Patrick's club player was also in form for Ulster as the Saffrons beat off a second half rally by Munster in the M. Donnelly Interprovincial Football semi-final. It was Sean Cavanagh who sent over the winning point, but two late points by attacking defender McKeever were the crucial scores.



#### ★ GREAT SPORTING EVENTS

NO. 59

#### 1985

#### **Taylor claims dramatic title**

The 1985 World Snooker Championship final is regarded by many as the most exciting game of snooker ever seen. Spanning two April days in 1985, the match featured Northern Ireland's Dennis Taylor - appearing in his second final - against Steve Davis, the defending champion.



A triumphant Taylor celebrates.

The total match time of 14 hours 50 minutes was the longest ever recorded for a 35-frame game, and it went all the way to the very last ball of the very last frame. The final frame itself lasted 68 minutes, as each player had three, attempts at clinching the title, before Davis overcut the black to leave the man from County Tyrone with a fairly straightforward pot to claim victory.

With snooker at the peak of its popularity, the climax of the final was watched by a UK television audience of 18.5 million people - at the time a record audience for any sporting event in the UK. As the country collectively held its breath, Taylor eventually managed to hold his nerve and emerge victorious, collecting his first World Championship title in the process.

It was a wonderful effort from the popular Irishman, who had been 8-0 down at the start of the match before beginning his remarkable fight-back.

#### **Hagler KOs the Hitman**

Marvellous Marvin Hagler, to which he later legally changed his name, was the ultimate blue-collar champion - a real working-class hero. The hard-hitting southpaw learned his trade the hard way and spent far too many years as the No.



Hagler and Hearns in their epic encounter.

1 contender without getting a shot at the title. Once champion, at the second attempt, Hagler made busy defending his title against anyone who wanted to fight him.

It was only a matter of time before boxing fans got their wish. A showdown with the most feared middleweight puncher in the world, Thomas 'The Hitman' Hearns. The bout was simply billed as 'The War', aptly so as it remains one of the most brutal, violent and thrilling eight minutes in boxing history.

From the first bell Hearns, who was expected to use his reach to pick off Hagler, stood toe-to-toe with the champion in the centre of the ring and traded powerful blows to a standing ovation from the baying crowd. Hagler looked hurt in the first round, Hearns in the second, as the two continued to use fists, elbows, heads and low blows to bring down their opponent. In this Mexican stand-off it was Hearns who blinked first, as Hagler - already with a badly cut head - saw off his opponent with a series of thudding punches in the third round.

#### **Becker wins Wimbledon title**

Boris Becker became the first German to hold aloft the famous Wimbledon trophy, but perhaps more impressively and significantly, at 17 years and seven months old, he was, at that time, the youngest male winner of a Grand Slam tournament in history. His attacking style, powerful serve, and dexterity at the



Becker at full stretch.

net endeared him to the Centre Court crowd, which would often gasp at the sight of the athletic German throwing himself across the hallowed lawn to retrieve seemingly lost causes. His all-action style was too much for his senior opponents, who found it hard to respond to his frenetic tempo and booming serve.

He dominated the final against the experienced Kevin Curren, dropping only a second-set tie-break on the way to a comprehensive 6-3, 6-7, 7-6, 6-4 win. Unlike the fleeting success of many teenage tennis stars, this was to be no flash in the pan for Becker. He returned a year later to successfully defend his crown against Ivan Lendl and claimed a hat-trick of triumphs in 1989 against Stefan Edberg, against whom he had lost in the previous year's final.

#### Also this year...

**Football** - Garth Crooks's goal in the 70th minute ended one of the longest losing streaks when Tottenham Hotspur managed to beat Liverpool at Anfield fo the first time since 1912.

**Cricket** - Ravi Shastri became the second player after Garry Sobers to score 36 runs off an over in first class cricket. He hit 200 runs off 123 balls for Bombay against Baroda.

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