


THE OFFICIAL VOICE OF THE NORTHERN IRELAND FEDERATION OF CLUBS


Club Review

VOLUME 28 - Issue 3, 2015



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Minutes of the Executive meeting

Hosted by Oasis Retail Services in their new headquarters on Wednesday 15th April 2015

The Chairman opened the meeting following which the minutes of the AGM were read out to those present. These were subsequently passed as a true record by Gerry Gallagher and Tommy McMinn.

An update on our Honorary Secretary was provided by the PRO, Harry Beckinsale, in that he is thankfully in recovery and hopes to be at our May 2015 meeting.

A brief discussion on aspects of the AGM took place with a suggestion by Joe Patterson that a signing-in book be utilized to determine the contact details of those attending, which in turn would facilitate contacting those clubs seeking answers to queries etc.

The Chairman addressed a query in respect to the quantities clubs are permitted to make alcohol available to members. It was confirmed that clubs are not restricted to minimum or maximum quantities.

The Chairman continued to provide an overview of contacts made via the Helplines. A large number of enquiries now involve labour relations issues. In this regard we continue to urge clubs to investigate their club insurance policy which should provide protection for such issues. We are of course aware that the club insurance policy provided by Rollins Club Insurance is fit for purpose.

Those clubs insured with other providers should check that their club policy also provides adequate cover for these events.

At this point the Treasurer provided a comprehensive update on our financial position, which in the main, reflected the renewal of memberships. Copies of the report were provided to all those present with a full explanation of the transactions.

The report was subsequently proposed and seconded as a true record by Tommy McMinn and Jim McCaul.

As expected auto-enroll pensions came in for some discussion. A free government scheme is of course available, however, we are all aware that nothing is free and that somewhere along the way everything has to be paid for. That being said, let us assume it is free! It remains important that backup/advice is readily available to club officials in fulfilling their legal requirements and it is this advice line which we focused on when engaging with providers.

As expected, our main port of call was our already established insurance provider, Rollins Insurance. In a meeting with their advisor Gordon Smith, it was confirmed that a full advice line will be available to clubs opting to use their services. While there is an initial one-



The Federation Executive Committee pictured with Drew Pritchard at the May meeting, held at Oasis Retail Services new premises in Newtownabbey.

off fee followed by a minimal annual charge of approximately £150 per annum, the cost will be well worth it in order to avoid headaches which will undoubtedly occur.

Club Committee expenses were discussed with details of what can and cannot be claimed as legitimate expenses.

Joe Patterson raised the issue of the new super councils and how they may impact on registered clubs. We will of course monitor progress and act in the interest

of our members to resolve any issues which may arise.

The Chairman continued to provide details of instructions issued to our solicitor and discussions with our rating advisor Rory Clark in regard to the rating of club premises. It would seem there is some ambiguity surrounding the successful test case taken some years ago which needs to be addressed. It would seem the age old problem of the law being interpreted, rather than

continued on page 4

being applied, is raising its head yet again.

Coming to the end of the meeting a case involving an issue between a club and a member was discussed which unfortunately involved court proceedings. In the end the court found for the club. It does however highlight the need for club committees to be indemnified against such action under their club policy or have additional insurance cover for that purpose.

At this point, the Chairman thanked Drew Pritchard of Oasis Retail Services, requesting that his thanks be conveyed to Mr Gerald Steinberg for the generous hospitality and provision of his office facilities for the meeting.

Harry Beckinsale
On behalf of the Secretary
Bob McGlone

Businesses urged to engage older workers

Employers should make a concerted effort to engage their older workers when it comes to their career and personal development or risk losing out on this loyal group of employees, research suggests.

With the phasing out of the default retirement age, older workers are set to account for a growing proportion of the UK's working population.

Emphasising the trend of putting off retirement, a recent study has found that 15% of tomorrow's would-be retirees - the over-50s - plan to work into their 70s and beyond. However, nearly a third of over-50s (30%) say they don't feel they have a career path,

compared with (a less pessimistic) 13% of those under 50.

Furthermore, while the same proportion, 50%, of employees either side of 50 reported having had a one-to-one meeting with their line manager in the past six months, only 15% of the older workers had discussed their career with their line manager, compared with twice the number (29%) of those under 50.

A third (33%) of the under-50s view their career as 'progressing', compared with 12% of respondents aged over 50. Indeed, 23% of over-50s believe their career path is winding down. All of this leaves one in four of the over-50s considering

looking for a new job in the next two years.

The study also reveals that one in six over-50s feel their line manager supports them. Nearly half (49%) of this group reports to a younger line manager.

'Older workers' loyalty and experience can be an invaluable asset that employers can harness to the benefit of the whole business. Bringing older and younger workers together can promote knowledge-sharing across the ages.

Positive steps taken now to engage the UK's ageing workforce, will makes businesses better placed as they move into the future.

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Product mix is worth looking at

Many clubs seem to believe that the objective of having a stocktake is to reveal to the committee whether the steward has provided a surplus or a deficit. Experience has shown us however, that there is far more in the stock report of importance and it needs much closer scrutiny. For example, a great deal of information can be gained from reviewing the mix of products sold. For illustrative purposes, we've given the average product mix of a club in 2012 and produced the table for you to consider.

A club should compare their stock sheets and ask questions where sales vary from the example shown.

For example, with the new range of products on the market, spirit sales are increasing, if the club's spirit percentage is low it could be due to:

- membership - a male only club with no entertainment tends to sell a higher proportion of beer;
- the Steward selling own stock, in which case a computerised tillage system should be recommended;
- members bringing in their own spirits, in which case the Committee and members need to be more vigilant.

Bottle and can sales have increased significantly in recent years because high prices on draught products have contributed to their decline and helped boost sales of bottles and cans. For example, a 500ml can is just under a pint and could be around 60p cheaper. In some clubs these sales exceed 40% of takings; this is not a good trend for most clubs.

The amount of information contained on a stock report can be confusing, especially to someone with no experience in this area. Scrutinising the stock report can give valuable insight. Some key things to look out for are listed below:

Overall, results should show a surplus, all deficits must be investigated.

Level of allowances for pipe cleaning - Are the allowances reasonable? Fewer fonts will result in fewer allowances and more profit for the club.

Waste - Particular attention should be given to claims for waste. Ensure it has been authorised and that the level of such claims are acceptable.

Stock holding - examine closely the level of stock on hand held for each product. Most suppliers provide weekly deliveries and normally, stock should be no greater than six days' average sales.

Gross Profit Percentage - The average percentage for South Wales is over 50%; ensure also that an adequate return is made on each product.

Product Range should be reviewed, what are the more profitable products, can the range or number of products be improved or reduced?

Category.....	Average
Draught Beer	67.9%
Spirit	13.0%
Bottles/Cans	10.1%
Minerals./Cordial.....	6.5%
Wine	1.6%
Snacks	0.3%
Other.....	0.6%
TOTAL	100.0%



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EU Food Directives - Allergen information

Although new EU legislation on allergen information has been in force for a few months now, clubs are reminded that, if serving food, they are required to detail if the individual dishes sold contain any of the following items: Eggs, molluscs, crustaceans, celery, milk, fish, tree nuts, sulphites, soya, sesame, peanuts, mustard, lupin and gluten.

Clubs now have to be aware of what food is being used to prepare meals and be in a position to provide this information on the main menu, on separate listings or upon request.

Informal research suggests that many licensed establishments which serve food are placing a sign stating that the allergen

information is available to customers upon request.

Allergen information must be provided for non-pre-packed foods (such as plated dishes) in written or oral formats with clear signposting to where consumers can obtain this information if not provided in a written format. Waiting staff will need to explain which ingredients, in which dishes, may be allergenic.

This is a demonstration of ways the above information can be provided:

How can allergen information be provided by food providers?
Allergen information can be provided to customers in any of the following ways:

- On the menu under each item (contains gluten, milk, soya etc)
- On a chalkboard next to each item (contains gluten, milk, soya etc)
- Orally, although they need to hold allergen information in writing to back up any statements made
- If they do not supply allergen information on the menu or chalkboard, they have to provide customers clear notices letting them know where the information can be found.

If food is "pre-packed" there is no change in the law and any allergenic ingredients need to continue to be emphasised in the labelling by the product's manufacturer.

Full allergen information is available on request.

Please ask a member of staff

An example of how some establishments are interpreting the new allergen requirements.

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Issue 3 2015 **Club Review** 7

Keeping your club secure

We hear never-ending stories of businesses having their premises broken into and being robbed and others of online systems being compromised by hackers.

It is essential that you take every possible step to safeguard every aspect of your business to avoid this sort of occurrence, be it your CCTV system or anti-virus software.

Below are some suggestions, recommended to help keep your club safe.

Online Security

All the office security in the world won't help if criminals can access your personal and financial information online. That's why it's essential to have the very latest antivirus

and malware software installed and updated at all times. With special packages for small businesses available from providers such as Norton, McAfee, and Avast, to mention only a few, there really is no excuse not to have online protection against malware and viruses. It is a very small outlay but could save you a fortune in the long-term. In 2014 the Federation of Small Businesses estimated online fraud and cyber-crime cost its UK members over £785 million.

It's also important to control direct access to your systems with individual log-ins for all staff, screen locks for when machines are left unattended and updated passwords every 30-60 days.

Control access

Breaking and entering is a major concern for most businesses, as the cost of stolen stock, equipment, and personal belongings can soon add up. Ensure all accessible windows have locks fitted - and that people are appointed to lock them before leaving the premises. Doors too should comply with British Standard PAS 24-1 'Doors of Enhanced Security', ideally with five-lever mortice locks, and keep careful note of who has access to and possession of keys.

Ensure visibility

Security lighting is a good way to deter thieves from approaching your property, and will draw attention if a crime is taking place. Just make sure it complies with local legislation and won't affect your neighbours.

CCTV will also help detect and prevent crime, and provide evidence in the event of a crime. Smaller premises may only need a couple of cameras but you are recommended to engage a professional installer who will be able to advise on the best system and camera locations for your premises.

Raise the alarm

Monitored alarms will help to drive away intruders and ensure staff, or the police, will be on their way if the alarm persists. Consult a registered alarm specialist to find, install and maintain the ideal system for you. You could consider grouping together with neighbouring businesses to appoint a professional security guarding service - for your safety look for one licensed by the Security Industry Authority.



Protect valuable equipment and documents

Make sure computer servers and sensitive paperwork are stored safely and securely, and limit the number of people with keys or access codes. Mark or tag company equipment so that it can be traced back to you if lost or stolen.

If laptops are used for financial matters you can even use GPS software nowadays to track them in the event they're stolen. You should also use document shredders to dispose of paperwork with sensitive personal, financial or commercial data, and arrange secure collection.

More than 40% of UK businesses fell victim to crime in 2013. With this figure from the government's Commercial Victimisation Survey in mind, make sure you double check the five key security areas mentioned when protecting your business.

These are just some of the main points to consider and you shouldn't be put off by the expense. These costs will pale next to those incurred if you can't trade due to a break in, or lose your customers' information online.

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Questions & Answers

Q. Our club insurance is up for renewal soon and we're looking for advice on what we should be asking our insurance company please.

A. This is a very sensible question; there's nothing worse than paying your insurance only to discover that when an emergency happens you aren't

adequately covered for it. And that goes for far more than just bricks and mortar. Did you know, for example, that

- Employers Liability Insurance covers you if an employee is injured or hurt during their day-to-day role. It is also a legal requirement and forms part of UK legislation.
- Committees always assume the responsibility for the safety of their members and guests which leads to a requirement for Public Liability Insurance.
- Secretaries and Committee members could ultimately be held personally accountable for a lack of adequate insurance cover leading to personal financial and even criminal action.



Ultimately, if you don't have any Employers' Liability cover you are breaking the law and could be subject to a fine. Meanwhile, not having Public Liability Insurance could open your club up to very expensive claims in the event of negligence within your premises. On top of all this, any expenses occurred that would have been covered by an insurance policy, will subsequently have to be settled from your own funds, so it really is a must.

Underinsurance is another issue to watch out for, that's where you take out a policy but for a value less than the item or risk that you are wishing to cover. If you are underinsured by say 50%, the insurer will only settle at 50% of the sum specified or could ultimately decide that the claim is repudiated and no settlement is made.

Q. Does my club need its own website and, if so, how do we go about getting one?

A. Over the last few years the use of the internet has grown exponentially. Mobile sites are prevalent now and a club's presence is more important now than ever before.

The following guide will assist clubs that are interested in going down this route. The average cost of putting a site up is approximately £80 per year which is excellent value for money - your shop window displayed across the world!

First steps

The first thing is to decide a name for your site that can be easily remembered by members and relates to the name of your club which assists in Google searches.

Do not make it too long as there is the chance of spelling

mistakes and people not remembering the name at all. The final part is what extension should you use? - .com, .co.uk, .org, etc.

Remember, .com was originally for the American market and .co.uk for the British market of registered companies, while .org and .org.uk are for non-profit-making organisations. This has mainly been forgotten now as people choose extensions that they think sounds good and are easily remembered. (*The maximum length of a name is 32 characters, excluding the extension, and cannot contain spaces*).

Once you have established a suitable name this has to be registered (the usual cost is about £10-£12 for two years) as your domain but you must check that the name is available and, as a precaution for yourself, is not too similar to another company which could lead to confusion. Use a site such as www.whois.com to see the available names.

The next step is to choose a reliable hosting company and there are plenty of these out there offering varying packages and benefits, but you have to decide what you need out of your site before taking the plunge. (Prices vary from £1.50 to £6 per month for an annual contract). Beware of the 'free' hosting sites as they rely on advertising on your site with the effect that it is no longer your site but the advertisers'.

It is imperative that you do not sign up immediately to the first registration and hosting company that you see advertised until you are ready with all your information and have decided who will be the registered name for the site and how the payments will be made.

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Most hosting companies only accept credit card, Paypal payments, or direct debits - so who will be responsible in the club for this? It is also important that there are several people involved in the setting-up and agreement on passwords and who has access to the information and who will keep the site updated.

I have the name - now what?

Decide what you want to put on the site - Easy? NO! Too much information and the site can lose its appeal - too little and the site becomes vague. Start off small as information can always be added later. Headings such as 'Home', 'About', 'Contact', 'Events' etc. are plenty to start with and leave the site ready for expansion.

Make your site 'clean' and easy to see and navigate with good links to other sites and possibly clubs.

The website

How do you design a site?

There are plenty of free software packages out there to use along with packages that the hosting companies supply, these come with free templates.

The main thing to remember is that nothing is really free as the more you want to put on your site, the more you will be charged for packages to add specific items to the site.

Find someone in your club who has some experience and would be willing to assist you with me layout and page design.

Beware of large pictures that take time to load (these can be altered with software to speed download times). Do not put gimmicks on that 'look good' such as hit counters as these can be very counterproductive. If you have a lot of hits then it looks good but only a few over a year and people will wonder why!

What next?

You have your site registered, hosting company lined up and

site designed with designated person(s) to keep the site updated and a payment process in place. Look for some local firms to advertise on your site to offset costs and possibly make the site pay.

Look for places to advertise your site for free. Let your members know what the club's address is, as if the members do not know about the site, then they will not look at it with your hard work going to waste.

If all the above seems a little daunting, call a web design company, but choose carefully. Maybe ask other clubs, who already have a site in place, who they used. Look for reviews in order to sift out companies who have not come up to the standards required by their clients.

Last year a company called Fingerprint Digital Media featured in Club Review. They specialise in producing websites specifically for golf and sports clubs with introductory rates available; maybe it would be beneficial for your club to engage a company such as this to look after your entire club website. You can find out more by visiting www.fingerprintdigitalmedia.com or call 028 91817657.

Q. In the event of a tied vote at a management committee meeting, and given that a number of committee members have abstained, what is the role and voting rights/duties of the President/Vice President who is chairing the meeting? Our understanding is that the President/Vice President has the casting vote but could you please clarify this scenario for us?

A. Whilst the statutory requirements relating to general meetings generally do not apply to committee meetings, good practice demands that every member of the committee is entitled to cast a vote whenever a decision has to be made.

The person chairing the meeting maybe given the casting vote to ensure that there is not a stalemate and to better ensure the progression of discussions and motions proposed by the meeting.

The committee, as the body responsible for ensuring the operation of the club, should look to the rule book and ensure that such facilities are enshrined somewhere within the rules.

The committee cannot propose a motion which states that the Chair, in this case the President or Vice President, may cast a deciding vote on matters which affect the club and its membership in the case of a tie or stalemate.

The decision is for the membership and in certain circumstances the rule book may expressly provide that the President or Vice President shall not have a vote.

If the rule book does not expressly provide for a casting vote by the Chair of the committee or the President/Vice President, a proposal should be made to the membership at large by means of an EGM where the normal requirements are followed and the membership should be asked to support the motion enabling such an eventuality. The rules can then be amended accordingly.

Care however, must be taken to ensure that such a proposal can be made to the membership by way of an EGM.

Some constitutions require that the rules may only be changed or amended at the AGM.

Q. A member has asked whether the new style electric cigarettes are legal to be used in the club. Apparently they have a small cartridge inserted which gives the impression of smoking and are actually being retailed as an aid to give up cigarettes. I am

assured there is no nicotine or toxins included in the device.

A. I would strongly suggest that the committee do not allow such a device to be used. I am not entering into an argument that the device is not a cigarette and is therefore not illegal, my advice is based purely on the fact that the device looks exactly like a cigarette and therefore will either give the wrong impression about the club and may give rise to complaints being made, or it may indicate to other members or guests that the club permits smoking and that as a result they light up a real cigarette which could create serious problems for the club.

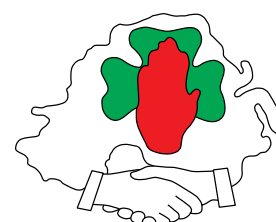
Q. Following a recent VAT inspection, HMRC questioned our practice of not applying VAT on room hire to members or on income from the snooker and pool tables. Can you confirm if we are correct in not applying VAT to these sources of income?

A. The Club is correct in not applying VAT on these two specific sources of income.

The hire of the Club's rooms to members is exempt from VAT and Section 10 of Notice 701/5 Clubs and Associations refers to this particular matter.

The income from snooker and pool tables is also exempt from VAT and Section 3.5.7 of Notice 701/45 Sport refers to this matter.

I suggest you reply to HMRC, giving details of the above Notice references and state that the club is not in breach of any VAT payment requirements.



Boc Sureserve

Getting the quality right starts in the cellar

Clubs invest a great deal of effort in getting the atmosphere and facilities just right - good quality food, top quality beers, a clean and attractive environment - but it is just as important to ensure that the beer is dispensed properly, so that it has the best taste.

Carl Goode of BOC Sureserve explains, "In recent years, 'quality' has become an issue for the Club just as much as the brewer. The dispense process needs to deliver a consistent product every time. That includes: the way beer is pulled; the type of glass, nucleated and shaped so the carbon dioxide breaks out in exactly the right way; the way it is presented to the customer with the right head, at the right temperature, and with the right clarity and drinker appeal. Crucially, in addition to all these elements, the quality of the carbonating and nitrogenating gas has to be right - and that is where BOC Sureserve can help.

The Key Factors

First of all, it is vital to use a reputable supplier for your dispense gases, one who can supply food-grade gases in cylinders that meet industry safety standards. Among the items to check are the cylinders are fitted with positive pressure valves which prevent moisture getting in and corroding the cylinder, and that these incorporate the correct outlets, ensuring that the high pressure mixed gas is not put onto a low pressure CO2 regulator.

The cylinder label should carry all of the information you need to know: size, quality

standard, nominal weight, nominal pressure, safety advice, dangerous goods information and the suppliers contact details (including emergency telephone number). All these are required by law.

Every cylinder should have a coloured test ring attached to the valve indicating when it is due for testing by your gas provider.

The Cellar

It is a legal requirement for every licensee to complete a Confined Space Risk assessment. This can be completed through self-assessment and there is a step-by-step guide available from BOC Sureserve. Based on this, you will need to develop an action plan to minimise the risks highlighted, keeping a running record of the actions you take. You can guard against gas leaks by installing CO2 monitoring and detection equipment, by increasing cellar ventilation and by setting out clear emergency procedures.

Leak testing can be done by spraying an ammonia-free leak detection solution (*ammonia reacts with brass and can corrode fittings*) on all cylinder connections. If frothing or bubbling occurs there is a leak. The gas should be turned off immediately and corrective action taken before the cylinder is used again.

Ensuring that staff who change gas cylinders are trained in safe storage and handling will help ensure a safe environment. The ability to spot tell-tale signs of gas leakage (*such as condensation*

build up on a cylinder, or loss of pressure on regulators when the cylinder is turned off) will reduce risks to a minimum.

Cellar Management

Too many cylinders will reduce space in the cellar so keep only the number necessary for your business needs. Your gas provider will advise on how many beer barrels can be supplied from each cylinder.

If cylinders are full they should be kept in an upright position, securely fastened to the wall. Empties can be laid down and chocked to prevent movement.

Dispense gases are compressed under enormously high pressure. Dropping or throwing a cylinder risks damaging the valve and causing the cylinder to leak - which can create an unsafe environment in a cellar, with the risk of carbon dioxide poisoning or asphyxiation.

Equally, because of the high pressure in the cylinders, you should never try to connect gas cylinders directly to a keg. Always use a suitable regulator. It ensures that the correct gas pressure is supplied to the keg. Without one, you risk serious injury to yourself and your staff.

Ensure you use the correct mix to dispense. Using the correct mix reduces fobbing and wastage. In addition to

pure carbon dioxide, there are three carbon dioxide/nitrogen mixtures generally used in the UK:

30/70 (CO2/N2) for low carbonated ales and stouts

60/40 (CO2/N2) for lagers and ciders

50/50 (CO2/N2) used for some smooth beers and ciders

Using blending equipment will optimise stock numbers as you will only need two types of gas - CO2 and 30/70 mixed gas.

BOC Sureserve offer a comprehensive package of products and services developed specifically for the Club market. We have a full range of dispense gases and can offer clubs a number of cellar management options to help ensure a safe working environment, from risk assessments through training and consultation to complete cellar management services.

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Licensees fined £17,000 for illegal Sky use

Following a successful prosecution by The Federation Against Copyright Theft (FACT), the licensees of a public house in England have been convicted and ordered to pay in excess of £17,000 in fines and costs for showing Sky Sports illegally in their premises.

Joseph McLaughlin and Catherine McLaughlin of the Domino Inn were each convicted of three offences of dishonest reception of a television transmission (a Sky televised football match) with the intent to avoid payment of the applicable charge.

In addition to receiving a criminal conviction, Mr McLaughlin and Ms

McLaughlin were ordered to pay a total of £17,288.44 in fines and costs.

Stephen Gerrard, Prosecuting Manager, FACT said, "This latest conviction demonstrates how seriously licensees and their staff should take the issue of illegally showing Sky Sports content in their premises. In addition to the risk of being subject to an unlimited fine for the offences they commit, the court can order legal costs to be paid and there is a requirement to inform the local licensing authority of the criminal offence, which can impact their license."

This conviction was carried out by FACT on behalf of its members and forms a key

part of Sky's commitment to protecting outlets who invest in legitimate Sky Sports subscriptions. Sky is committed to visiting every licensed premise reported by other publicans and/or organisations for illegally showing Sky and is visiting more than 700 venues each week in towns and cities across the UK this season.

Alison Dolan, Deputy Managing Director, Sky Business, said, "Venues that break the law by showing Sky Sports illegally are putting the livelihoods of honest pubs and clubs at risk. We actively visit thousands of outlets every season

to monitor the games they are showing and continue to support FACT'S work to protect hard-working Sky customers who are unfairly losing business due to this illegal activity."

Any licensee who is affected by these issues can report any suspected illegal broadcasting in confidence online. Visit <http://business.sky.com/fighting-fraud> for details or to make a report.



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Tennent's fans sum up Norn Iron to a T

It seems that, the world over, everyone loves a Northern Irish accent! The dulcet tones of Liam Neeson, Jamie Dornan, Rory McIlroy, Christine Bleakley and other home-grown talents are currently the delight of national and international audiences - there's never been a better time to speak 'Norn Iron'.

And there's never been a better time to celebrate all that's quaint and quirky about our land and language. Tennent's Lager has been doing just that, with a unique soundbite survey to capture a snapshot of the words and phrases we 'natives' love best.

The results make for fun reading and Tennent's Lager has further captured the craic by creating a special limited edition pint glass, engraved with the top words and phrases.

The project started just a few months ago when Facebook fans of the brand were asked what they loved about 'Norn Iron' ... the places, the people, the moments and the everyday words and phrases that make living here unique. The response was overwhelming and, once everyone had put their ten pence worth in (as they say in this part of the world), the result was 'Norn Iron to a T'!

Delighted with the passion of the public, Sarah Shimmons, Beer Marketing Manager for Tennent's Lager, said, "We were amazed at how the idea just took off and we were overwhelmed with the enthusiasm of the responses, reflecting the great sociability which is at the very heart of life here. It was fun to read the responses which were warm

and witty, but we reckoned that the passion our fans had for this place deserved a more tangible celebration so we set about creating a special, limited edition pint glass, covered with a selection of those witty ripostes ... Norn Iron to a T, compliments of Tennent's. Tennent's is a glass act, after all!"

The new glasses are now available and, if you're over 18 you can check out www.facebook.com/tennentslagerni to see how you can win one in your local club. If you're not lucky 'in your local' there is also (limited!) opportunities to buy the limited edition glass for £6.50 each via the brand's facebook page.

In the coming weeks, a number of the participating outlets will also be ensuring people who pass by their establishments get into the spirit of the campaign. Their shopfront windows will be taken over by stickers reflecting phrases that made the cut for the glass.

You'll need to move fast, for the quirky campaign was gaining ground even before the glasses were showcased in the licensed trade!

Home grown comedic talent Colin Geddis, who performed at the recent 'Norn Iron to a T' launch party, said, "I think that the Northern Irish humour is typical of a place with a dark past, people aren't long in turning tragedy into comedy. People in Northern Ireland will never let anybody get too big for their boots, even the most globally successful exports are not impervious to a bit of sleggin'."



Pictured at the recent Tennent's Norn Iron to a T launch party at the Dirty Onion, Belfast, are Jeff Tosh, Connor Magill and Sarah Shimmons from Tennent's NI with Tim Herron from The Dirty Onion.



(Left) Federation PRO, Harry Beckinsale, and Robbie Foster, Whitehouse Working Mens Club.



(Right) Natasha McMahon and Niall Johnston from Ormeau Golf Club.

THE CRAIC ON THE GLASS

Just check out some of the top-scoring sayings
and see if your own favourites are here:

Where the craic is 90
Sound as a pound
Wee buns
Sour bake
Suckin' diesel
Scundered!
Keep 'er lit
Tennent's Vital
Crisp sandwiches
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Where cars can time travel
Samson & Goliath
Giants Causeway
Beautiful scenery
Four seasons in one day
A culturally diverse nation
Where strangers say hello

Heineken agrees new five-year pouring rights contract with Ulster Rugby

Heineken has agreed a new five-year contract with Ulster Rugby meaning Heineken will be official Pouring Rights Partner at Kingspan Stadium until at least 2020. The new agreement further extends an already successful partnership between Heineken and the province that has seen both work closely together on delivering the best possible experience for fans at Kingspan Stadium, the state-of-the-art home of Ulster Rugby.

As well as Heineken's portfolio of drinks being served in every bar at the ground, the brand has also successfully delivered supporters' nights, live music, VIP fan tours and meet-the-

player events at Kingspan Stadium that have served to deepen the connection between Heineken and Ulster Rugby supporters.

In addition, Heineken has invested heavily in facilities as part of the redevelopment of the stadium and one of the bars under the new grandstand is now called the 'Heineken Quarter'. With entertainment, player appearances and special offers, the 'Heineken Quarter' has become a popular destination for fans both before and after games.

"Heineken is incredibly proud of its relationship with Ulster



Pictured celebrating the new five-year deal are (l-r) Karl Donnelly, Senior Sponsorship Manager at Heineken Ireland, Leza Nulty, Commercial Manager for Heineken NI, and Ulster Rugby players, Jared Payne, Tommy Bowe and Franco Van Der Merwe.

Rugby" stated Leza Nulty, Commercial Manager for Heineken NI. "Both Heineken and Ulster Rugby share a common goal to grow in stature both locally and internationally. Our relationship with Ulster Rugby is a crucial part of our rugby strategy with the brand a Worldwide Partner to Rugby World Cup 2015, a Tournament Partner to the European Rugby Champions Cup & Challenge Cup and now an official Pouring Partner of Ulster Rugby until 2020."

According to Ulster Rugby's Head of Sales and Marketing

Fiona Hampton, the partnership delivers for both the province and fans:

"Heineken is a world-famous brand that is renowned throughout rugby for its commitment to supporters. They are the perfect partner for Kingspan Stadium and through innovative engagement with fans they have become one of the reasons why an Ulster Rugby match night is such a fantastic experience. I want to thank Heineken for their continued support and I look forward to working with them over the next five years."

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LOOK ON THE **HARP** SIDE



Cancer campaign aims to save lives

At least one in three of us will get cancer, and with an increasing number of cases each year in Northern Ireland, the Public Health Agency (PHA) has recently launched a major new campaign aimed at raising awareness of signs and symptoms of cancer and encouraging people to speak to their GP if they experience any of them.

Nearly half of us (49%) would be put off going to the doctor if we had a symptom due to being worried about what they might find, but the earlier cancer is diagnosed, the easier it can be to treat, so the 'Be Cancer

Aware' campaign highlights how important it is to know what to look out for and to get yourself checked if you notice anything which could point towards cancer.

Dr Miriam McCarthy, Consultant in Public Health Medicine at the PHA, said, "There are over 10,000 new cancer diagnoses each year in Northern Ireland.

"With advances in treatment and care over recent years, there is often a lot that can be done to tackle cancer when it appears, but early detection and treatment are essential.

"Survival rates in Northern Ireland for some cancers fall below what is achieved elsewhere in the UK and Europe. Some of this may be due to low levels of awareness of cancer symptoms and a reluctance to talk to a GP at an early stage.

Dr McCarthy concluded, "A survey undertaken on behalf of the PHA revealed that barriers to seeking help in relation to cancer symptoms include being worried about what the doctor might find and embarrassment. We are urging people to set these concerns aside and speak to their GP if they have any signs or symptoms. Finding cancer early and getting it treated can really make the difference and greatly improve the likelihood of survival. It is therefore vital for all of us to be cancer aware, to know the signs and symptoms of

cancer, and to speak to a GP if we experience any of them."

Cancer can strike at any age, but almost 9 out of 10 cancers are diagnosed in people over 50, so that group, in particular, needs to be aware of how important it is to recognise any changes to their body and speak to their doctor if something isn't right.

To support the campaign, the PHA has developed a comprehensive new website at www.becancerawareni.info. The website provides information about cancer signs and symptoms, explains what to do if you're concerned, and signposts to recommended sources of support or further information.



Ulster Sports Club raise £2,300 for Marie Curie

Belfast's Ulster Sports Club hosted a fundraising evening on Friday 8th May 2015 in aid of Marie Curie Cancer Care.

The evening was arranged in association with Naomi Patterson, wife of committee member Jim Patterson. Naomi

helped form a new Marie Curie support group in West Belfast and this event was a major boost for the group with £2,300 being raised.

Congratulations are extended to everyone who helped raise such a fantastic sum of money.



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Action Cancer screens 10,000 women

Action Cancer has broken all previous records, screening 10,000 women for breast cancer in the 2014/2015 year.

Approximately 1,240 women are diagnosed with and 300 die from breast cancer in Northern Ireland every year. Action Cancer is the only charity in the UK and Ireland to offer free breast screening to asymptomatic women aged 40 – 49 and over 70, those who fall outside the NHS screening age range (50 – 70). The charity's digital mammography equipment can detect cancer in its early stages when treatment can be more successful.

Consultant Radiographer Joanna Currie said, "We are delighted to reach this milestone, screening 1,704 more women than last year.

The truth of the matter is, the more women we screen, the more lives we can save. With approximately 5 cancers detected per 1,000 screenings we will have picked up 50 cancers in the last year."

The 10,000th women to be screened, Angela Maxwell aged 40 from Dunmurry added, "When I saw the breast screening service advertised on Facebook, I decided to make an appointment. The mammogram was really easy and quick, only taking 10 minutes. I would like to encourage other women to pick up the phone or book a breast screening online."

The free screening is on offer at Action Cancer House in Belfast and on-board the charity's Big Bus, supported by SuperValu and its independent retailers,



Dunmurry woman Angela Maxwell is the 10,000th women to be screened for breast cancer by Action Cancer in the 2014/2015 year. Pictured with Angela are Action Cancer Radiographers; Sharon McCollum, Joanna Currie and Liz Taylor.

which travels to 225 locations throughout Northern Ireland every year.

online at www.actioncancer.org or call 028 9080 3344.

Women aged 40-49 or 70 plus can book an appointment



Support the Bra Walk

Have your 'bras' at the ready as Belfast prepares to turn pink on Friday 5th June 2015, for The Bra Walk, Action Cancer's 10k walk in aid of the charity's life-saving breast screening service.

This brand new Action Cancer walk is proudly supported by principal sponsor SuperValu and Dowds Kitchen and Bedrooms (DKB), and will begin at Belfast City Hall at 7pm. Action Cancer are encouraging men, women and children of all ages to come and take part in the fun-filled family event, helping to raise breast cancer awareness and funds for the charity.

Bras will be the theme for the evening, the bigger, the bolder,

the better! Have your sequin and glitter at the ready to personalise your own official t-shirt for The Bra Walk, with prizes on the evening for the best.

The £12 online registration for The Bra Walk is now open and Action Cancer is encouraging participants, where possible, to raise a minimum amount of £80 in sponsorship, the cost of a mammogram to the charity. Everyone who registers will receive a free goodie bag and a t-shirt.

Dougie King, Head of Fundraising at Action Cancer said, "By getting involved in this special sponsored walk you are guaranteed a fun evening, as you raise vital funds for

Action Cancer. We ask that each participant, if possible, raise sponsorship of £80, the amount it costs Action Cancer to provide a breast screening for one woman."

Donna Morrison from SuperValu said, "We are delighted to support The Bra Walk and would encourage families and friends from across Northern Ireland to get involved in this fun event. SuperValu has been supporting Action Cancer's Big Bus for nine years, which brings a free breast screening service to 220 locations throughout Northern Ireland. By lending support to The Bra Walk it is a great way to raise awareness of this life-saving service as well as an opportunity to get fit, walk in memory of a loved one or support someone going through breast cancer. Spread the word and encourage



Ashleigh Coyle shows her support as she launches The Bra Walk.

your bosom buddies, family and work colleagues to bring their 'best' bras and walking shoes to walk 10k with you this June!"

For further information, or to register, visit www.actioncancer.org, call Action Cancer on 028 9080 3344, or email thebrawalk@actioncancer.org

UGAAWA Monthly Merit Award Winner

Individual awards are no real antidotes to winning medals with your team but they can help a little. Conor McManus agrees with that sentiment and he has got a double lift after Monaghan's loss to Dublin in the Allianz NFL Division One semi-final.

It was a brave bid by the Farney fellows to give Dublin a dose of the blues, at Croke Park, but it fell just short - certainly no fault of the Clontibret man who terrorised the Dubs' defence and landed eight great points.

It was a rare occasion when a player on the losing team was presented with the 'Man of the Match' award but no-one else was anywhere near that status.

Despite all the action that happened during the month of April, from the NFL semi-final at the beginning, Conor McManus' five-star performance was nowhere near overshadowed and he wins the Quinn Products Ulster GAA Writers' Merit Award for April 2015.



Ulster GAA Writers Association Merit Award winner for April, Conor McManus, with club officials - Frank McManus, Secretary; Aiden Deighan, Chairman; Colm Gormley, Coiste Delegate; and Ciaran Lavelle, Development. Picture by Peadar McMahon.

"Winning medals with your team is surely the main object but it is also great to be acknowledged individually. I was very disappointed at losing

to Dublin but this award makes up greatly for that. When you look at the names of the people who have won this monthly award, down the years, it proves

how special it is. I am very honoured to get this award and it, surely, helps to erase the memory of the defeat by Dublin," said Conor (27).

Ulster Footballer of the Year



Panel Chairman, Bobby Carlisle, handing the trophy to Paul Heatley, with fellow panel members David Jeffrey, Billy Sinclair and Lindsay McKeown.

Castlereagh Glentoran Supporters Club celebrated the 65th anniversary of the Ulster Footballer of the Year Award with a reception at Stormont on 24th April. The reception was hosted by the Minister for Culture, Arts and Leisure, Caral Ni Chuilín, and was attended by over 70 invited guests.

The independent selection panel, included members of the media, former players and managers, and was chaired by former Cliftonville goalkeeper,

Bobby Carlisle, who won the award himself in 1984. The short-list for the award consisted of, Joe Gormley (Cliftonville), Paul Heatley and Jordan Owens (Crusaders).

Any of the candidates would be worthy winners but it was Paul Heatley who came out on top. His goals and assists were a key factor in the north Belfast club winning the Irish Premiership title this season. His efforts ensured he was a worthy winner of the 65th anniversary award.

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Crusaders take the honours



Crusaders just go from celebration to celebration at the moment, and at the recent BT Sport NIFWA Awards end of season dinner, the champions cleaned up.

Stephen Baxter was named Manager of the Year after guiding the Crues to their first title triumph for eighteen years. 2015 marked the 10th year as manager for 'Big Stanley', as he has been known to Crues fans since winning the title with the club as a player.

Further glory for the Shore Road club followed when Paul Heatley picked up the BT Sport Player of the Year gong, capping a remarkable season which saw him get 18 goals in the Premiership.

Paul's club colleague, Gavin Whyte, picked up the Young Player of the Year award after a stunning breakthrough season.

Crusaders players captured an amazing nine places in the XI of the year, with the only outsiders getting into the team, voted for by the NI Football Writers, being Linfield defender Mark Haughey and Joe Gormley of Cliftonville.

Once again 'Joe the Goal', as Gormley is known, topped the scoring charts with a season's haul of 41.

The team was:

(4.4.2) Sean O'Neill; Billy Joe Burns (Crusaders); Mark Haughey (Linfield); Colin Coates, Craig McClean (Crusaders); Gavin Whyte,



Paul Heatley (Footballer of Year), Stephen Baxter (Manager of the Year) and Gavin Whyte (Young Player of Year).

Picture by Kelvin Boyes / Press Eye.

Richard Clarke, Declan Caddell, Paul Heatley (all Crusaders); Joe Gormley (Cliftonville) and Jordan Owens (Crusaders).

Kyle Lafferty's goalscoring heroics saw him crowned the International Personality of the Year, with Northern Ireland boss Michael O'Neill picking up the award on his behalf. Treble-winning Carrick Rangers

were crowned the Non-Senior Team of the Year and Jordan Forsythe, who has moved from Bangor to Crusaders, was named Championship Player of the Year.

Gerry Armstrong was inducted into the Malcolm Brodie Hall of Fame and Glentoran volunteer, Ruth McCreery, was the Merit Award winner.

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Steven Brodie presents the NIFWA Dr Malcolm Brodie Hall of Fame award to Gerry Armstrong.

Picture by Kelvin Boyes / Press Eye.

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1988

Go Go Flo-Jo

The Summer Olympics of 1988 belonged to Florence Griffith-Joyner. Flo-Jo, as she was affectionately nicknamed, was one of the most colourful athletes in the sport, certainly most recognizable as a consequence of her outrageously styled nails.

Though Griffith-Joyner was something of an entertainer, she was more pertinently the greatest female sprinter of all time, and the Seoul Olympics provided confirmation of her unrivalled brilliance. She was an overwhelming favourite for the titles in the sprint events, having already given note of her prowess by claiming two silver medals at the World Championships the previous year.

In the Olympic 100 metres final she ran 10.54 seconds, beating her nearest rival Evelyn Ashford by three tenths of a second. She went on to match that achievement in the 200 metres, setting a new world record of 21.34 seconds, winning by a massive four tenths.

There has always been a suspicion that Flo-Jo may have been assisted in her record-breaking feats by performance-enhancing stimulants. That scepticism grew as a result of her shockingly premature death at the age of just 38 in 1998. However, post-mortem reports suggested that she had suffocated in her pillow during a severe epileptic seizure. Though there will always be doubters, the autopsy did at least allow her stunning achievements to be recognized in the light they deserve.



Flo-Jo triumphant after winning the 100m Gold at the 1988 Seoul Olympiad.

Jamaica Bob Along

Bizarre and unheralded concepts may have been formed with alarming regularity during the 1980s, but not many have surpassed the idea of Jamaica entering a bobsleigh team into the 1988 Calgary Winter Olympics.



The Jamaica 4-man bobsleigh team stole the show at Seoul.

The Caribbean nation, better known for soaring temperatures and unbroken sunshine, shocked the sporting world by entering the Games for the first time in their history. The tropical island team unsurprisingly finished in last place, but they did manage to command the attention of the world's media during their time in Canada.

Thankfully, despite that experience, the Jamaican team - who were the subject of the 1993 Disney film *Cool Runnings* and by now huge crowd favourites - returned to the Games in the years to come. They were rewarded at the 1994 Olympics in Lillehammer, Norway, when the four-man team finished in fourteenth place, ahead of crews from France, Italy and the United States.

Also this year...

Golf - Sandy Lyle won the US Masters by 1 stroke from American, Mark Calcavecchia. His win has always been remembered for the magnificent bunker shot on the 18th fairway which left him with a putt to win. He was the first Briton to win the famous green jacket.

Boxing - Mike Tyson took on Michael Spinks, in what was the richest fight in history at that time. The fight ended after 91 seconds when Tyson knocked Spinks out in the first round; many consider this to be the pinnacle of Tyson's fame and boxing ability. Spinks, previously unbeaten, would never fight professionally again.

Darts - Bob Anderson defeated John Lowe 6-4 to win the 1988 world championship.

Horse Racing - Former Irish National winner, Rhyme 'n Reason came from the back of the field to win the Grand National, after almost falling at Becher's Brook, overhauling Durham Edition on the Aintree run-in.

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