

CONSERVATIVE CLUBS MAGAZINE



January 2023 75p



Bitterne Conservative & Unionist Club Cheque Presentation Event

Northern Area Dinner Dance Report

2023 Dates For Your Diary

Happy New Year To All Our Readers



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Message From The Chief Executive

There is snow on the ground and England have just gone out of a World Cup due to a missed penalty. As separate statements they are not uncommon, although this is perhaps the first time they have both applied at the same time.

It has certainly been a slightly different December but thankfully not for the reasons as Christmas 2020 and 2021. The World Cup has been a useful revenue driver for the Hospitality Industry although sadly the industrial action, particularly the trains strikes, have in many locations had negative effects. In general terms I hope clubs and the wider industry will be pleased with the results of December trading although I appreciate that the big issue facing clubs at the moment is not football, train strikes or footfall but soaring energy prices.

Even with the government support package in place, the cold weather has brought home the reality of the current costs of energy and I am acutely aware that the increase of energy costs can, for many clubs, turn a successful trading year into something much more lacklustre. There is no easy

answer to the problem and it is one which is hampering almost every industry and certainly every household. We are of course grateful for government support but if high energy prices are here for the foreseeable future, then we shall all need to budget the consequences.

The magic of magazine deadlines means that I am writing this before Christmas but I do hope that all committee members and club officers will have enjoyed some time with their friends and family. It can often be a somewhat thankless task in running a club; members seldom stop in the bar to tell you that you are simply doing an amazing job and they have no constructive criticism to offer at all. I would say however that the vast majority of silent members are likely very grateful for the time and energy that committee members put in to making our clubs such welcoming places. I would like to therefore take this opportunity to personally thank all the people who work so hard to make their clubs a success in addition to wishing all our magazine readers a Happy New Year.

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CLUB LAW AND MANAGEMENT

DATES FOR YOUR 2023 DIARY AND GENERAL REMINDERS

Club Secretaries will have in their minds – and hopefully in their diaries – the dates by which certain returns and applications have to be made. I hope the following check list will assist Clubs in carrying out this useful exercise.

Club Premises Certificate

Whilst there is no specific renewal date of a Club Premises Certificate it is necessary for an annual fee to be paid to the local Licensing Authority in order for the Club Premises Certificate to remain in force. Therefore, look out for any renewal invoice received from your local Licensing Authority and ensure that it is paid promptly.

Fees for a CPC

Rateable Value	Band	Annual Fee
No rateable value to £4,300	A	£70
£4,300 to £33,000	B	£180
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PPL PRS Ltd is a new joint venture between the UK's two music licensing societies - PPL and PRS for Music.

Previously Clubs may have had to purchase two separate music licences, one for PRS and one for PPL. Currently in the roll out stage, eventually they will be combined under a single licence.

Typically, in January, fees are payable to the PRS and PPL. These payments are fixed under an Agreement with the PRS PPL and the appropriate fee for a Club is calculated according to the type of music used.

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Audits

Clubs registered under the Industrial & Provident Societies Act, the Friendly Societies Acts or the Co-operative and Community Benefit Societies Act must submit an Annual Return to the Financial Conduct Authority no later than the date required under the terms of the Club's particular Rules. Failure to comply may result in prosecution. Such Clubs must also ensure the annual fee is paid, the amount of which depends upon the Club's assets.

Clubs which are incorporated as companies must ensure that their company returns are made to Companies House by the agreed submission date in order to avoid fines and must also ensure that their Accounts are filed.

Unincorporated Members' Clubs are not required to submit annual returns or to file Accounts with any outside body.

In addition to the above, please make a note of the date for VAT returns, insurance renewal and the Club's TV licence.

Temporary Event Notices

Clubs are able to apply for up to 20 Temporary Event Notices per calendar year. A Temporary Event Notice allows Clubs to hold events which are open to the public such as Open Days and Beer Festivals or simply private events which are not held by Members. A Member holding a private event and inviting their guests will not normally require a TEN to be obtained.

Motion Picture Licensing Company (MPLC) Licence

Clubs may receive a letter from this Company which indicates that they are required to pay for an 'Umbrella Licence'. This is an annual licence from MPLC which allows commercial premises to broadcast copyrighted material such as film DVD's to the public.

MPLC itself represents licence holders such as film studios and television production companies which produce content such as dramas or comedies. If a Club showed any of this content then an MPLC licence may need to be obtained.

However, Clubs which only show channels such as Sky Sports, BBC News or a music channel are unlikely to be required to obtain an MPLC licence.

If you are unsure of what licence you require please let us know and we will try to assist.

Examples of programmes that do and do not require a licence are below:

Six Nations – No licence
Match of the Day – No licence
Euros – No licence
World Cup – No licence
Sky Sports – No licence
Channel 4 7pm News – MPLC Licence
Eastenders – MPLC Licence
BT Sports – No licence

2023 Insurance Trends

From slips and trips through to burglary and flooding, there's always a claim occurring for one of our customers. And as we head towards a brand New Year, we don't think this is going to change any time soon – but that's okay, because that's exactly what insurance is there for. So what are our predictions as we head into 2023?

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◀ From page 3

- Clubs will continue to prioritise risk management
You can't prevent everything. But you can give it a good go. By regularly assessing your risks and working out how you can minimise the chances of accidents and incidents, you could save your club needing to make a claim.

- And claims defensibility will be a big thing
Should an accident or incident occur, clubs will rely on evidence and documentation to defend a claim. For example, our data show it takes an average of 76 days for a public liability claim to come in. Yet many CCTV systems record over footage after 60 days (if not sooner). Knowing how to download and securely store footage of accidents and incidents at your club will help you to defend a claim should it arise. This is just one small example of the importance of keeping documentation and knowing what regulations your club needs to meet. A risk management expert can help you with this.

- Clubs will be vigilant all year round
Our stats show there are no spikes in the number of Public Liability claims made at any point throughout the year. You might think you should be extra vigilant around winter when it comes to slips and trips, but that isn't necessarily the case. Therefore, clubs should be aiming to mitigate risk all year round. For example, don't leave it until the winter arrives to check your guttering – this should be done at least every six months.

- We'll begin preparing for "new" risks
Terror attacks have been a big problem for a long time, but Terrorism Insurance cover is growing in prominence to protect businesses just like your club from damage that occurs due to a terror attack. This isn't just physical cover – if your club can't trade or you experience loss of revenue as a result of a nearby attack, you'll be covered financially.

- Cyber attacks will rise
You might think your club won't be a target, but you'd be surprised. Clubs can often be a target due to being run by part-time volunteers, who won't necessarily understand how to recognise and combat cyber-crime. Sensitive data could be compromised, and the cost of a cyber attack could run into the tens of thousands. Over the coming years, Cyber Insurance will become particularly important, ready to protect your club should an attack happen.

Make sure you're covered for all the 'what ifs' next year. Contact the ACC's Recommended Suppliers, Club Insure, for a confidential review.

New Year Business Health Check– Make sure you are maximising the Club's revenue

1. Update all the images on your Club's website – and delete any out of date content.
2. Check the last six months of your P&L and highlight your worst selling drinks and menu items. Change them.
3. Search for your Club online on Google. Look for any out of date information and email the relevant site to get it changed/removed.
4. Draw up a list of your top 5 suppliers – call a competitor for each one and check you are getting the best deal. Then ask wholesale drinks supplier Matthew Clark to see if they can provide an overall better deal. Most Clubs can reduce their drinks spend by either talking to Matthew Clark or negotiating with their present suppliers.
5. Dig out your utilities bills and note the end of all the contract terms in your calendar and make a note a month before to shop around for the best price before each contract ends.
6. Do a deep clean of the exterior of your Club and car park. It will be noticed.
7. Create a group on WhatsApp for the Club's Members to join. Use it to engage them and post about topics they are interested in, not just as a promotional tool. You'll then have a willing audience when you ask for feedback on any changes you make, or invite them to exclusive events, or to try new menus. Designate a Committee Member to manage the group and provide feedback from the group to your Committee Meetings.
8. Come up with a plan to promote a specific drink or menu item to the Club's Members. Call the supplier of that product and ask them to sponsor your promotion/provide prizes, merchandise or extra stock. If you think you have a better selection of local Ales or some niche gins then make sure you properly promote them.

9. Create your own mystery customer feedback form including any areas that are new, or that you have had negative feedback on, and ask someone outside the Club to give you an honest view.
10. Talk to your employees – do they have any ideas of where the Club could be improved? Would they like to introduce a new product to trial? The bar staff have constant contact with the Club's Members – this is valuable feedback.
11. Write to your local MP and invite them to come to an event or pull a pint behind your bar – if they say yes then contact your local media and get a photographer to attend too.
12. Remind your Members that ultimately they need to recruit new Members. No Club will survive without constantly recruiting new Members and your existing Members are your best form of advertisement and word of mouth. Ensure you provide a generous bar voucher both to new Members and the Member who recruited them.

Making Tax Digital Delayed Until 2026

HMRC has announced that its Making Tax Digital plans have been delayed until 2026.

MTD FAQs:

Q. Under Making Tax Digital (MTD) for VAT, businesses will have to provide more information than they already do

A. *This is not correct: no business will need to provide information to HMRC more regularly than they do now, nor send any additional information.*

Q. Businesses above the VAT threshold can choose not to join MTD for VAT and continue to submit returns as they always have done.

A. *This is not correct: From 2026, all VAT-registered businesses will be required to use MTD for VAT no matter what they earn.*

Q. The cost and admin burdens of MTD are prohibitive for most businesses

A. *This is not correct: there are MTD-compatible solutions available at no or low cost for most businesses, including free products (with varying conditions of use).*

Costs will differ from business to business and are influenced by the size and complexity of the business and their degree of digital capability, as well as the type of functionality they want their software to include. Most businesses will be able to claim any costs for hardware and software against their tax.

Q. Eventually you will not be able to use spreadsheets or bridging software under MTD

A. *This is not correct: businesses can choose to use spreadsheets to both maintain digital records and perform tax calculations, provided the spreadsheets combine with some form of 'bridging' software that will allow their VAT return data to be sent to HMRC from the spreadsheet.*

However, users will get the maximum benefits from MTD – fewer errors, increased productivity and better financial planning by using dedicated MTD software which provides an efficient end-to-end experience with a return submitted to HMRC at the touch of a button.

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Questions and Answers

QOur Club runs a free membership draw every Saturday night for a prize of £10. To win, the member must be in the Club. If they are not, the draw gets carried over until the following Saturday whereby a further £10 is added. This has on occasion accumulated to hundreds of pounds. Is this legal?

AWe can confirm that there is nothing wrong with a draw of this nature.

As a Private Members' Club you are entitled to run free lotteries of this type as often as you wish. As this is a free draw it does not encounter the usual problem with snowball prizes in that they may break the 'equal chance' gaming rule. This 'equal chance' gaming rule is concerned with persons who may have contributed to the earlier games but may have no chance of winning the subsequent games. As, in this case, the whole membership list is used every time and no member has risked any money then this rule is not breached as all members have an equal chance of winning.

The fact that a member may not be present in the Club when the draw is called does not affect the fairness of the draw. The conditions of the draw make it clear that the person must be present to win a prize and if these conditions are not fulfilled then they forfeit the prize and it is carried over to the next week.

QWe have Bingo held in the Club once a week that is being run by two Club Members. A Committee Member has now stated that it is a requirement for any such activity in the Club to be managed by the Committee and as such that Committee Members must run these sessions. Is this correct?

AProvided these Members are promoting the activity of Bingo on behalf of the Committee then this will be sufficient to bring this game under the purview of the Club's legitimate managed activity. Clearly it would be unacceptable for Members of

the Club to hold bingo sessions inside the Club without the authorisation of the Committee but this does not mean actual Committee Members have to run such activities.

QThe Club hosts a poker evening each week. One of the participants is asking that the stakes limit for the game is raised. Is there a maximum stakes limit that we cannot exceed?

AClubs may provide facilities for equal chance card games for their members under the exempt gaming provisions contained in Part 12 of the Gambling Act. There is a stakes limit of £10 per player per game—the limit applies to a game, not a single hand—as well as aggregate stakes limits of £250 per day and £1000 per week for each individual club. For example, the club could run a poker game for twenty-five players paying £10 each four times per week. The maximum prize in a game is £250 and the maximum charge that a club may make for participating in card games is £1 per player per day. No deductions or levies are permitted from either stakes or prizes. Where a club holds a Club Gaming Permit, the maximum participation fee is £3. Where a Club Gaming Permit is held there are no statutory limits on stakes or prizes.

QIs it acceptable for Inter-Affiliation (IA) Ticket holders visiting our club to introduce guests?

ABy joining the Inter-Affiliation (IA) Ticket Scheme, clubs undertake to extend the same rights and privileges as their own members enjoy to visiting IA Ticket holders, except the right to take part in the management affairs of the club.

IA Ticket holders are subject to the same rules and regulations applicable to the host club's members. Therefore, any attempt to place restrictions on IA Ticket holders is contrary to the whole concept of the reciprocity which is the foundation of the IA Ticket Scheme. IA Ticket holders are

entitled to purchase drinks, play the gaming machines and introduce guests in accordance with the host club's rules; they are also entitled to participate in a host club's bingo or lottery activities, unless the club's committee have decided that such activities are 'members only.'

QOur club has always welcomed IA Ticket holders from other clubs but recently a group of members from a neighbouring club have been using our club four or five times a week. The committee wish to impose a ban on all IA Ticket holders who live within five miles of the club. Is this acceptable?

ARegulation 8 of the Rules and Regulations governing the IA Ticket Scheme reads as follows –

'The committee of every Inter-Affiliated club reserves to itself the right to make Special Regulations (subject to permission of the ACC Council) as to the admission of Inter-Affiliated members, in which case, a copy of the same shall be exhibited on the club notice board. Such permission shall not be required for the exclusion of Inter-Affiliation Ticket holders whose permanent habitation is within a radius of ten miles of club premises. The holder of an Inter-Affiliation Ticket is reminded that admission to an Inter-Affiliated club is an act of courtesy which can be withheld in the interests of the club, on any occasion, or in respect of any individual at the discretion of the club committee of any Inter-Affiliated club.'

The object of this regulation is to prevent members of one club, with possibly a low annual subscription, from using the facilities of a neighbouring club that has a higher rate of annual subscription on a regular, if not daily, basis. Therefore, the committee of any Inter-Affiliated club reserves the right to impose a radius restriction on IA Ticket holders.

Due to the fact that Regulation 8 also provides committees of Inter-Affiliated clubs with the authority to refuse the

admission of any IA Ticket holder—if this is considered to be in the interests of the club—we suggest that overall radius restrictions are not imposed. Club committees should instead rely on the authority provided by Regulation 8 to simply restrict those IA Ticket holders who seek to use the IA Ticket Scheme as a method of regularly enjoying the facilities of a club which, for whatever reason, they have chosen not to join.

In short, therefore, committees are advised not to permit a few 'bad apples' jeopardising the enjoyment of neighbouring IA Ticket holders who do not wish to abuse the Scheme but who would like to occasionally visit other local clubs.

QThe committee recently suspended a member for a period of three years which we have been informed may be unlawful. There is nothing specific in our rules concerning suspension and the committee have asked for your recommendations.

AMost clubs restrict the maximum period of suspension to one year. The reason for a one year limit is due to the fact that a suspended member remains liable to pay his subscription. To expect a person to continue to pay a subscription for a great length of time may be considered unreasonable. It is also considered that any misconduct requiring a suspension period of more than one year should probably be dealt with by expulsion.

If your club has no specific rule precluding a ban of more than one year then there is no reason to suggest that your decision to suspend for a three year period is unacceptable. However, if the person in question does not pay his subscription, his membership will lapse and he will need to re-apply for membership following the three year suspension instead of being automatically re-admitted.

I would suggest that in the future any member whose conduct warrants a suspension period of more than one year is expelled.



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- New Milton Conservative Club -

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Romsey Conservative Club Hosts Saints Star Matt Le Tissier

Southampton Football Club Legend Matt Le Tissier was given a warm welcome at the Romsey Conservative Club in advance of an evening of entertainment and anecdotes.

Club Members and guests took their seats as they waited with excitement and anticipation for the Guernsey-born icon to take to the stage. Le Tissier, a familiar face around Romsey, was greeted with a loud applause before he was introduced by Club Committee member and fan Nick Palmer. The footballer and pundit then told the crowd of his childhood and journey to being signed by Southampton Football Club, including some comedic anecdotes from his playing days to keep the audience entertained.

After a 30-minute interval Le Tissier returned to the stage for a question and answer session, before standing for photos and autographs. The former England footballer even bought tickets to win one of his own signed shirts which

had been donated by the club. A total of £290 was raised for the Jenna Marie Foundation, with the shirt being won by club member Mark Seymour.

Dave Maslen, club chairman said: "A chance meeting with Matt Le Tissier at the Jubilee Celebrations in Romsey led to one of the most successful evenings we have had. Matt exceeded our expectations, and we were also delighted to welcome our member Andy Cook here as a special guest of the Club." The evening concluded with a game of snooker before the retired midfielder left, with everyone commenting on how professional he was. The working men's club was "delighted" with the event and is planning similar evenings for future. The conservative club, in Market Place, was founded in 1883 and is now home to two newly refurbished bars, live sport, four snooker tables and a number of events throughout the year.

Story and Picture Credit:
Hampshire Chronicle



The guests at the event.



Shirt winner Mark Seymour with Matt Le Tissier.

Weybridge Conservative Club Gets in the Christmas Spirit

The Members of Weybridge Conservative Club have got together to bring the festive spirit to the Club this year with amazing results. Committee Members and Members took the time to arrange decorations for the Club to truly welcome Members and guests into the Christmas season this year.

The response has been overwhelming with everyone commenting how amazing the Club looks.



Industry Insights

Industry Insights aims to provide a whirlwind tour of who's doing what in the club sector, from latest launches and new products to business acquisitions and market research into the hospitality sector at large.

Turkey proves chicken when it comes to Londoners' festive favourites

Online food ordering app, Foodhub, chewed over the nation's festive foodie favourites in Christmas past, present and future.

It's no big surprise to learn that turkey (42%), roast potatoes (35%) and stuffing (30%) came out as the perfect Christmas dinner combination nationwide, according to Foodhub's latest national research. Pigs in blankets just missed out in the top three slot, coming in at a respectable 28%.

In London however, turkey was on the decline, with just 31% sticking with tradition, compared to 37% naming chicken as their go-to Christmas dinner.

Meanwhile in Yorkshire the classic debate whether Yorkshire pudding does belong with Christmas dinner raged, with just 14% saying they don't treat themselves to a yorkie on Christmas Day, and only 9% naming a Yorkshire Pudding their favourite Christmas dinner element. The Scottish, it seems, are the biggest Yorkshire pudding fans in the UK with a 16% vote.

While the turkey tradition seems set to continue - 40% still opted for the meat as their preference on Christmas Day. Alternatives are on the rise, with nearly a quarter of Brits UK-wide (24%) choosing chicken as their Christmas meat and vegetarians taking up 7% of the vote.

• foodhub.co.uk



TOP 10 ELEMENTS OF CHRISTMAS DINNER

1. MEAT (18%)
2. PIGS IN BLANKETS (17%)
3. POTATO (12%)
4. YORKSHIRE PUDDING (7%)
5. SPROUTS (7%)
6. STUFFING (6%)
7. GREEN BEANS (5%)
8. CAULIFLOWER CHEESE (4%)
9. RED CABBAGE (4%)
10. PARSNIPS (3%)

TOP 10 ITEMS FOR THE PERFECT FESTIVE FORKFUL

1. MEAT (42%)
2. POTATO (35%)
3. STUFFING (30%)
4. PIGS IN BLANKETS (28%)
5. YORKSHIRE PUDDING (23%)
6. SPROUTS (20%)
7. PARSNIPS (14%)
8. CAULIFLOWER CHEESE (13%)
9. CARROT (12%)
10. PEAS (11%)



Under 18s top the list in marketing and packaging complaints

Four in five [85%] complaints about alcoholic marketing and packaging were considered for particular appeal to under-18s, according to a new industry report.

The new report from the Portman Group was undertaken by an Independent Complaints Panel, and examined whether alcohol packaging and marketing had particular appeal to under-18s, as awareness grows for the harms of underage drinking.

The same report found that alcohol producers across the industry were more likely to seek advice and guidance to avoid marketing having particular appeal to under-18s, than any other category.

This increase in complaints coincides with a fall in underage drinking worldwide, highlighting the increased awareness and action from producers to

ensure that alcohol marketing does not have a particular appeal to people under the age of 18.

Complaints in the category this year included products which used shimmering liquid and interactive elements such as lights and illustrations, which meant the overall impression of the packaging had a particular appeal to under-18s.

Matt Lambert, CEO the Portman Group, said: "As a self-regulatory body, we work effectively with a responsible sector to ensure that we eliminate irresponsible marketing, and discourage under 18s from being attracted to alcohol. There are a number of practical industry schemes which have been hugely effective in reducing the occurrence of underage drinking in the UK, and the Portman Group is proud to stand with them in playing our role in reducing harmful drinking.

This is an approach that we know works, with many producers using their brands to showcase responsibility messages at major events, for example.

"It is positive to see producers continuing to take advantage of our Advisory Service to ensure that their products comply with the Portman Group's Codes of Practice, and we encourage others to do so to help eliminate underage drinking."

The report also finds that the Portman Group did not issue any Retailer Alert Bulletins this year. All producers whose products were upheld under the Code chose to work with the Advisory Service to revise any products in question or voluntarily removed the products from market, without the requirement for stronger enforcement action.

• portmangroup.org.uk

High staff turnover and low morale blamed on poor training

An independent study has revealed a clear link between staff training and the resourcing shortages the industry is facing.

Polling hundreds of general managers as well as head chefs, the survey, commissioned by procure-to-pay catering technology firm, Zupa, revealed that 78% of restaurants believe the pandemic has permanently changed their business. The study also highlighted that lack of staff training is being attributed to a variety of operational issues from staff happiness and low morale, to lack of innovation and even food wastage.

A resounding 97% of workers said high staff turnover is a significant problem and of these, 41% blamed this specifically on poor or insufficient training. Staff training was also cited as the top reason for low staff morale (39%), followed by the burden of being short-staffed (34%) and the frustrations of working within disjointed teams (26%).

Neil Shayle, ex-chef and commercial director at Zupa, said that the impact of staffing and lack of continuity is affecting people on the ground. "Finding the time and budget to invest in training can prove challenging, but this growing inability to attract and retain good people poses a significant risk to the sector, and we are seeing evidence of this within our latest research," he said. "By ignoring the need for critical training and engagement programmes that allow staff to grow in confidence and innovate, hospitality businesses are creating a vicious, self-perpetuating cycle which directly impacts their revenue, customer relationships and future profitability. It is vital that operators recognise training as a cornerstone of their people strategy."

Quality of customer service is another concern, with 96% of respondents reporting this as a key issue,



Operational issues attributed to a lack of staff training:

1. Poor customer service (47%)
2. Mistakes (42%)
3. High turnover of staff (42%)
4. Low staff moral (39%)
5. Food wastage (36%)
6. Lack of innovation (32%)

and of those, 47% said they believed it was linked to lack of staff training.

"People are eating out less and becoming more selective about where they spend their money," said Shayle. "The industry is also under pressure to provide more value as well as a differentiated customer experience, but to achieve this they need happy, experienced and motivated staff who have the freedom and the bandwidth to innovate. Therefore, in a sector struggling to attract and retain staff, the focus has to be on investing in, and freeing up more time for the people you already employ."

• zupa.com

Black Sheep Brewery celebrates 30th birthday with launch of Thirty

Thirty is an indulgent gingerbread-infused oak-aged imperial stout coming in at a shareable 9% ABV. Built on dark, roasted malts, this 9%ABV stout has been delicately hopped with classic English Fuggles, Progress, Challenger and Goldings for a resinous, earthy hop character.

The beer has been aged on gingerbread spices, bringing gentle heat and spiced sweetness, before being moved into ex-rum and bourbon barrels for seven months.

This extended barrel-aging introduces complex yeast characteristics, with bright acidic cherry and cola flavours, along with an oaky vanilla finish.

Colour: Dark

Aroma: Bright sour cherries and subtle spice lead to opulent vanilla, coffee and chocolate, followed by hints of oak.

Taste: A flourish of rich malt, sharp fruit and oven-fresh gingerbread with nuanced wood notes, round-



ing out in a light, dry finish.

Food Matches: Savour this one with a slab of fruit-cake with Wensleydale cheese, ideally next to a fire.

Ingredients: Water, malted barley (gluten), wheat (gluten), hops, ginger, gingerbread syrup.

• blacksheepbrewery.com

Merry Cherry Crush



New Luscombe Cherry Crush is a lightly sparkling blend of organic sour cherries, Sicilian lemons, Madagascan vanilla and soft Dartmoor spring water.

• luscombe.co.uk

Hoshizaki on the ball at Chadwick's Home of Zoology

Chadwick's Home of Zoology, Kingston-upon-Thames, is described as a drinks sanctuary 'offering customers a unique experience in botanical cocktails'.

The business has a cubed ice and a flaked ice machine to serve with its premium drinks and has recently invested in a Hoshizaki IM-65 self-contained ball ice machine.

"One of the benefits of using ball ice is that due to the shape and density of the sphere, the dilution time is a lot greater," says Nick Robinson, who opened the venue in June 2021.



"This means that the quality of drink lasts significantly longer, meaning you do not get that fast dilution or watery taste that you normally would with traditional ice. Our mixologists can fit about six ice balls in - for example - each gin at once.

"We are a premium venue and we only serve fresh premium products. That goes right down to the syrups, purees and infusions that we produce in house, the fruit we buy in daily, the edible flower garnishes we grow ourselves, the very best team of local mixologists and ultimately the ice we use in our drinks."

• hoshizaki-europe.com



CAMRA Super Round Winners Announced

Congratulations to the four CAMRA Super Round Winners, announced at November's 2022 Club Awards at the Athena, Leicester.

These four clubs have now been visited by all judges, and the final winner of the CAMRA Club of the Year, run in association with *Club Mirror* magazine, will be announced as we go to press.

Barnton Cricket Club



Cheltenham Motor Club



Dobcross Band Social Club



Marden Village Club



• camra.org.uk

Pornstar Martini retains its position as the UK's Number 1 cocktail

Funkin Cocktail's Marketing Director, Ben Anderson, looks at a newly released Mixed Drinks Report and considers the opportunities for clubs and on-trade venues.

The CGA by NielsenIQ has released its latest bi-annual drinks report with a depth of statistics on consumer habits when it comes to mixed drinks and cocktails in the on-trade. The cocktail sector has been on a meteoric rise in the UK in recent years, with the value of cocktails now at £686m and more than 9.6 million consumers now enjoying cocktails in the on-trade, which equates to 1 in 5 on-premise consumers. This provides venues with an exciting opportunity to diversify their drinks offering, whilst delivering additional revenue and footfall.

The top 10 cocktails in the UK for Q3 2022

1. Pornstar Martini – 15.5%
2. Sex on the Beach – 7.0%
3. Mojito – 6.7%
4. Flavoured Martini - 6.3%
5. Long Island Iced Tea – 6.0%
6. Daiquiri – 5.7%
7. Spritz – 5.3%
8. Espresso Martini – 4.8%
9. Aperol Spritz - 4.1%
10. Pina Colada – 3.5%

Interestingly, the top 10 cocktails account for more than 65% of all cocktails enjoyed in the on-trade making them all important for inclusion on cocktail menus, particularly as one in two consumers say that they prefer classic cocktail serves.

Two serves making popularity gains in the list are the Pornstar Martini (+0.1pp) and the closely related Flavoured Martinis (+0.7pp). The Pornstar Martini continuing to hold the top spot by some distance, whilst Sex on the Beach has now overtaken Mojito to take the number two spot. These are all drinks on the sweeter end of the scale, which reflects the ever-younger typical cocktail drinker, with 18-34 year olds accounting for 53% of cocktail drinkers in the UK.

Consumers are also continuing to expect cocktails



in outlets that haven't traditionally offered these serves, with 46% drinking cocktails in pubs (+8pp). This is reflected in the total share of sales for cocktails rising massively in these venues, hitting (notably) 10% in food-led pubs (+122%) and 7.9% in drink-led pubs (+107%). And regardless of the venue, cocktails continue to be a profitable addition with drinkers willing to pay on average £9.05 per cocktail.

However, as consumers increasingly feel the sting of the cost of living crisis, the perception of the value of a drinks menu will become increasingly important with 41% of consumers opting to focus on value when choosing their cocktail.

Venues can continue to capitalise on the cocktail boom by promoting happy hours and 2-4-1 style promotion. This may feel like short-changing in the short term, but there are plenty of options that can make cocktails cost effective and high in margin for venues.

The Funkin Cocktails Mixer range comes in at an average cost per cocktail of £1.60 including the alcohol, meaning the profit margins per drink are still significant and if made well there is the opportunity to win regular customers.

• funkincocktails.co.uk

Veganuary gets underway

Veganuary, the global campaign to try veganism for January and beyond, is using humour, humour and hope in ads proclaiming that positive change is possible by signing up to 'Try Vegan This January'.

Nearly 2.5 million people have signed up globally since its launch in January 2014, with campaign hubs now in Germany, USA, Brazil, Chile, Argentina, India and the UK.

For 2023, the campaign is joined by new ambassadors Lucy Watson (Made in Chelsea; influencer), Alexis Gauthier (French chef and owner of Gauthier Soho) and Famke Janssen (star of X-Men and Taken).

Veganuary is free to join, and anyone can sign-up at the link below to receive a Celebrity eCookbook.

• veganuary.com



Queen's Award for Enterprise in Sustainability

Since the last issue (page 10, December 2022), Delphis Eco CEO Mark Jankovich and his team have been recognised for the production of their award-winning, ecological cleaning range.

The Deputy Lieutenant of Greater London, Christopher Wellbelove, presented CEO, Mark Jankovich, with the highly coveted Queen's Award for Enterprise in Sustainable Development 2022, describing the company as 'a business making an outstanding contribution to sustainability and one of only a very few companies to be singled out for recognition through these prestigious awards'.

The Delphis Eco team was recognised for the production of its ecological cleaning range made from renewable, plant-based ingredients, free from toxins, fumes and chemicals to both professional and domestic markets.

According to CEO Mark Jankovich the journey to

secure 100% recycled packaging was painful and lengthy: "We wanted to evidence that if we, as a small SME could lead the way in driving the effective recycling of packaging and give second life to single life plastics, then this was a major signpost for larger manufacturers, who have subsequently followed suit.

"We are deeply honoured to win the Queens Award for Enterprise in Sustainable Development and everyone within our team is immensely proud of the achievements over the past few years and in how we are really making a difference.

Delphis Eco already holds two Royal Warrants from the late HM Queen Elizabeth II and HRH The Prince of Wales (now King Charles III). In December, CEO Mark Jankovich was further recognised as the Made in Britain Sustainable Leader of the Year Award.

• Delphiseco.com

Wexiödisk warewashing – new and improved interface

Swedish warewashing manufacturer Wexiödisk has unveiled its new and improved interface – the WD-Touch.

Rolling out as a standard feature on the brand-new WD-BS (plus a portfolio of new models which are due to be launched during 2023) the WD-Touch control panel serves to simplify daily warewashing tasks by guiding the user through each and every step of the warewashing process via easy-to-navigate, touch-screen icons.

The WD-Touch panel also boasts a bold, colour-coded information system which allows the operators to identify the status of the machine, said Magnus Ericsson, R&D Manager: "A clear green tick will be displayed on screen when the machine is ready to use or when a part of the cycle is complete. This allows the operator to continue with other kitchen tasks, in turn ensuring a more efficient use of labour in a busy pot-washing environment."

A blue alert informs the user of minor operating issues that require attention. This could be something as simple as replacing the cleaning chemicals or per-



forming a machine cleaning cycle.

A yellow alarm indicates that the issue needs to be corrected by the user before the next wash is started. In both these cases, the display is able to guide the operator through the process of fixing the problem, in many cases, eliminating any downtime or engineer call outs.

If a technician needs to attend or if it serious problems should occur, then a red alert with become visible and audible alarms will sound from the screen, informing the operator that a service engineer must visit before the machine can be started again.

• wexiodisk.com/en

Wainwright celebrates heritage

Wainwright has launched new glassware to reinforce the connection between its ales and the landscapes of the Lake District which inspired them, named after Alfred Wainwright, the famous Lancastrian fell walker, author and illustrator.

The new design highlights and recognises several local areas in the region including Windermere, Keswick and Ambleside amongst others.

Wainwright is part of the Carlsberg Marston's Brewing Company's portfolio of ale brands.

• carlsbergmarstons.co.uk



Spicing up Taco Tuesday with new appetisers

Belgian pastry specialist Pidy has introduced new appetiser options in the form of Taco Cups.

Following the success of their spicy cup and vegetarian cup ranges, Pidy has expanded their appetiser selection to include three innovative shapes of the new product; the Taco Cup Flower Cuppy, Taco Cup Iris, and Taco Cup Mini Telline. The corn-based canapes are light and crunchy, with a distinct zing of taco seasoning, and pair perfectly with a classic tapenade, Tex-Mex or traditional taco filling.

• pidy.co.uk



How to build a stand out cheese board

Brakes has put together top tips on building a flavoursome and eye-catching cheese board. There are no rules on what cheeses to use as part of your board, advises the company, but you'll want to have a variety from hard and soft to aged and new.

Start off with British classics such as a smooth and creamy Taw Valley Mature Cheddar Cheese which can pair with almost anything, then add a crumbly Baby Blue Stilton.

Introduce flavours such as a Mini Fresh Goat Cheese Log seasoned with garlic and herbs, then add a creamy Paysan Breton Le Brie au lait pasteurise. Its edible rind leaves additional flavour. An Applewood Smoke Flavoured Cheddar Cheese dusted with smoky paprika is another flavoursome option.

Crackers and crispbreads are a good accompaniment to host cheese choices. For more traditional options, ultra-thin crackers are excellent carriers for all cheese types and oatcakes partner well with Blue Stilton. Sweeter options can set off Cheddar Cheese, while Sourdough Crispbread offers up a perfect crunch across the board.

• brake.co.uk

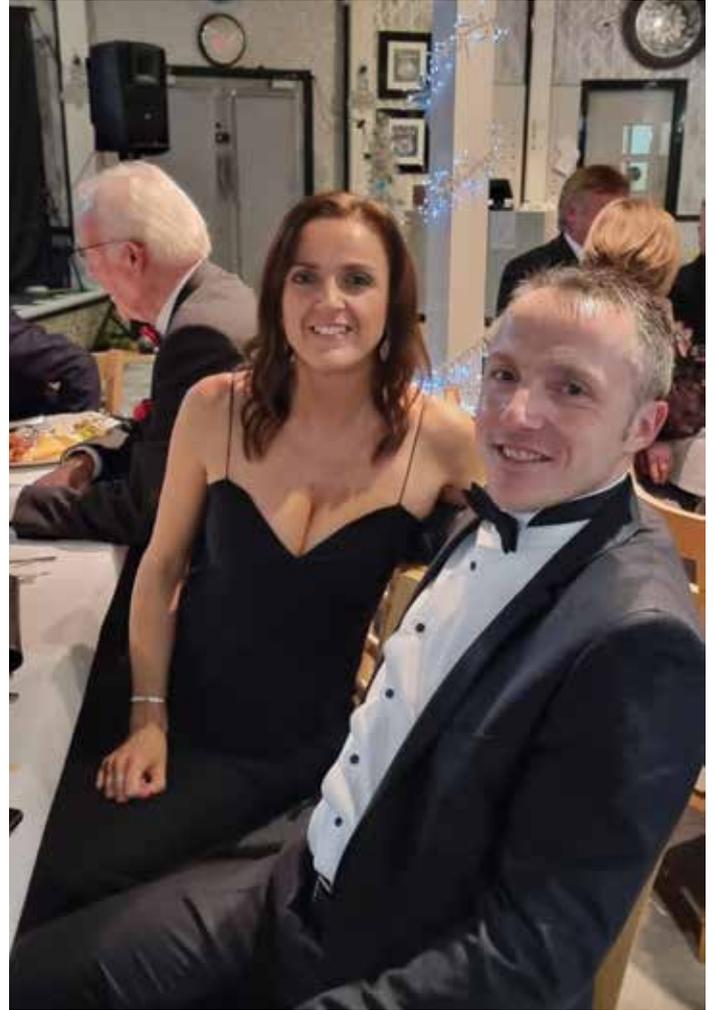
The 18th Northern Area Dinner was held at the Little Haven Hotel in South Shields and once again proved to be a successful evening bringing together representatives from Clubs throughout the Northern Area.

Area Chairman James (Jim) Prescott, welcomed everyone to the event and following an excellent four course dinner, the formal part of the evening was opened by Bill Newell, Area

President, who proposed the Loyal Toast, Jim Prescott who proposed a toast to the guests and introduced Lord Smith of Hindhead, who responded to the toast. Keith Bibby, Area Treasurer, undertook the role of Master of Ceremonies demonstrating his usual skill with the gavel!

The evening ended with a top class Elvis tribute act, which everyone enjoyed and raffles raising funds for both Area Funds and local 'Blood Bikes'.

Northern A



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Area Dinner



Bitterne Conservative & Unionist Club Charity Fundraising

Earlier in the year the Bitterne Conservative Club, in Southampton, lost a very popular and long serving member of staff, Lyn O'Brien, to cancer. On September 18th, 2022, the family of Lyn held a "Celebration of Lyn's Life" in the Club. This was in aid of the two charities, Mountbatten Hampshire, and Macmillan Cancer Support, who, in the words of Lyn's family were "truly amazing during our families' toughest times". The two charities had supported Lyn and her family during the worst times at the end of Lyn's life. The afternoon was also supported by donations raised by Sheridan Maskell, the Club Steward's wife and Club member Pete Reagan who had a sponsored parachute jump that raised more than £1000. In total the event raised an amazing £5610 which was equally divided to the two charities.

Each year on the second Wednesday in December, the BCC holds an evening of Christmas Hymns and songs. During the evening the "Charity Collection" cheques are presented to Macmillan and whatever is the other charity of the year. This year it is Cancer Care Wards for

Inpatients and Outpatients at Southampton General Hospital. The cheques this year will exceed £7,000. This means that in 2022 more than £12,000 will have been donated to charities.

Bitterne Conservative Club has a long and proud history of charity collecting. In normal years they support their "Club Charity of the Year" which starts on December 1st and runs to November 30th the following year. In addition, and since it lost a long-standing Chairman to cancer some years ago, it also supports Macmillan. It also has the poppy day collections. The Club holds two special charity fundraising events each year. It also has great support from members who use their making and baking skills to make cakes, knitted, quilted, and other pieces that are raffled off during the year. A Line Dancing Club, Craft Club and other social events held in the Club also bring valuable income to the charities.

The Club Treasurer, Jim Gauld has added up the totals and during the last 18 years the Bitterne Conservative Club has raised more than £147,000 for charities. A truly amazing total.



Pages From The Past

In this month's Pages From The Past we go back to March 1923 where the ACC Magazine, or the Conservative Clubs Gazette as it was snappily titled at the time, was excitedly announcing a new pastime for Conservative Club Members – Table Tennis.

The ACC, never being an organisation willing to pass up an exciting new trend, was not only informing Clubs of this new pastime but was also cashing in by offering Clubs all the equipment needed for an exciting game of doubles. Rackets, absolutely, balls, of

course, a cloth box, you bet – indeed this splendid package of vital equipment contained everything a Club would need to host a successful Table Tennis tournament – except for, err, a table tennis table....

Still, it is always pleasing when the ACC can introduce Clubs to exotic new sports. Clubs can therefore look forward to an article next month about a new game called 'Darts'. To support it the article we will be selling all the equipment needed for a successful game – six darts, a score card and a pen (dart board sold separately).

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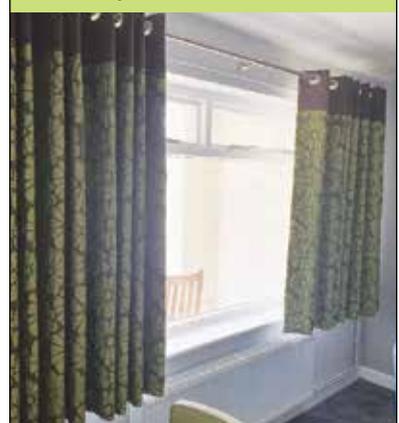
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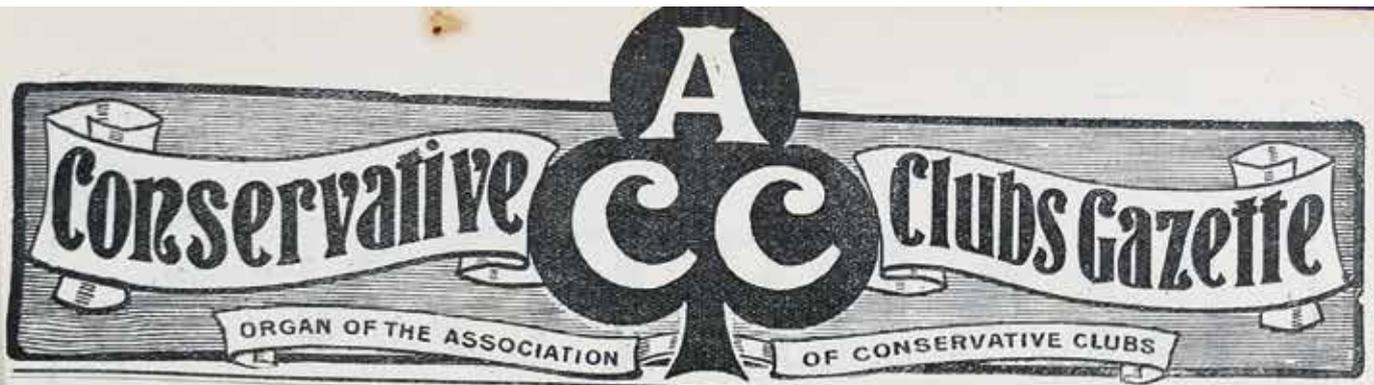
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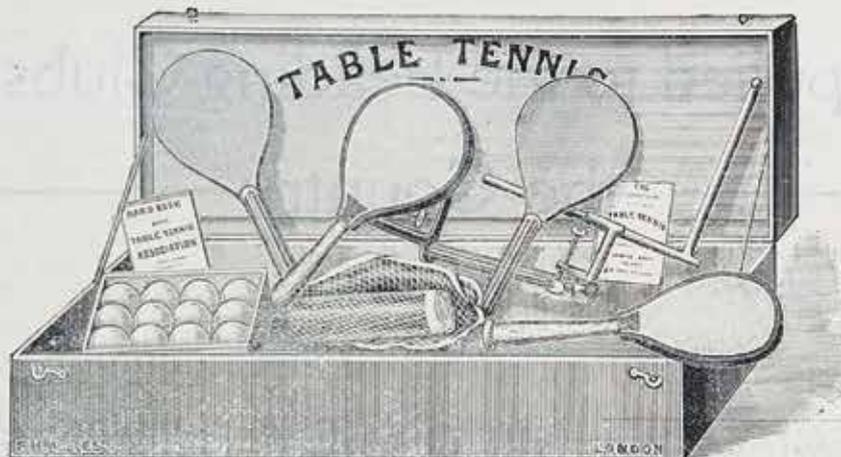
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