

NATIONAL ACCOUNTS

IN ASSOCIATION WITH **CIU Insurance Services**

NATIONAL ACCOUNT SUPPLIERS LIST

Here is a list of the current Union-recommended suppliers/
National Account holders:

Access2All (H&S/Disabled access advice)
Mick Rickwood: 07862162276/01912092906.
michael@access2all.co.uk
Auditel (utility consultant)
Giles Branson: 07947039382. Giles.Branson@auditel.co.uk
Aon (Club Insurance Services)
Andy Kitchener: 07989984260. andrew.kitchener@aon.co.uk
Stuart Hall: 07983576565. stuart.hall@aon.co.uk
Gareth Butler: 07779702240. gareth.butler@aon.co.uk
Bissett Kenning & Newiss (rating advisors)
Cathrine Moore: 0191272 5551.
Cathrine.moore@bissett-kenning.co.uk
BOC Sureserve (gas)
Richard Nixon: 07768193174. Richard.nixon@boc.com
Co-operative Bank
Paul Davies: 07803212331. Paul.davies@cfs.coop
Cellarbright (line cleaning)
Hance McGhie: 07740367029. hmcghie@cellarbright.co.uk
Coventry Silvercraft (trophies etc).
Marie/Andy Oakley: 02476223374.
andy@coventry-silvercraft.co.uk
Dransfield Novelty (gaming machines/lottery machines and
tickets)
Alan Jackson: 01132 444 555.
Alan.jackson@dransfieldsltd.co.uk
Heineken UK
Peter Usher: 07831840330. peter.usher@heineken.co.uk
Thompson & Bryan (loss assessors and valuers)
Derek Lamb: 0121 428 4000
Walkers Snacks (crisps and soft drinks)
Angie Sparling: 07740640425. Angie.sparling@pepsico.com

THE Committee at Acomb Working Men's Club in York have just celebrated a rare event. They have turned regular losses and debts of £173,000 into a surplus of £53,000!

CellarBright installed the system at Acomb in January. The first saving was made immediately as lines were cleaned while the club was open and the

GET IN LINE TO SAVE

This has been achieved by scrupulously managing costs, running profitable events and embracing money-saving ideas. As well as installing a heating and control system from Envtec they have saved a fortune by using the CellarBright Automatic beer line cleaning system, which Club Secretary John Lane saw for the first time at the CIU Beer & Trades Exhibition in Blackpool.

The CIU have endorsed CellarBright's claims of saving three quarters of the beer normally wasted in line cleaning. Such claims are generally greeted with a good deal of healthy scepticism and the Acomb management team were no different. But when they visited the Ex-Service and Social Club at Bolton-on-Dearne near Barnsley, they were able to see the lines cleaned in under seven minutes and taste the beer before and after. Steward John Lewis also told them about his experiences over the last two years and the result was that

beer normally thrown away was sold. With 44 lines it used to take around 10 hours to clean but all this work is now done by the bar staff while the club is open. It all adds up to a saving of £3,640 a year on top of the beer saving of £500 per month to date – or £6,000 in a year at wholesale prices. John and the committee are delighted. The quality of beer is still first class and apart from the first week or so when the staff were getting used to the new way of working, the club has had no complaints.

"The phrase 'waste not, want not' has never been truer," says John. "Any club can benefit in the same way as us. All they need is an open mind as we know that beer lines can be cleaned quickly and effectively with a little co-operation and understanding from staff and members. "The CellarBright system really does work and the club and members are benefiting from the savings".



SOARING ENERGY BILLS

With gas prices reported to be increasing this year by a colossal 20% to a record high, the question on every club's lips is "Can we afford it?" Find out today if there is a more cost-effective way to heat and cool your club.

With our help these CIU Clubs continue to make SUBSTANTIAL SAVINGS:

Acomb WMC - Saving £17,000 per year

Enderby & District Social Club - Saving £5,000 per year

Crookes Social Club - Saving £9,000 per year

George V WMC - Saving £9,000 per year

ENERGY EFFICIENCY FUNDING NOW AVAILABLE, BROUGHT TO YOU BY CARBON TRUST & SIEMENS

Call Envtec Services, your CIU approved national accounts supplier, today on **01455 821177** or visit **www.envtecservices.co.uk** for further information



Envtec Services Limited



NATIONAL ACCOUNTS

IN ASSOCIATION WITH **CIU Insurance Services**

YOU CAN STILL BE GREEN AND SAVE YOUR CLUB A FORTUNE



Enderby Social Club Secretary Bob Mackness celebrates saving £5,000 a year with Mia Harris from Envtec Services.

OVER the last 18 months National Account company Envtec Services Ltd have been working closely with the CIU National Executive and the Carbon Trust to help reduce the amount of energy being used for heating and lighting.

Combining the expertise of Envtec Services with funding from the Carbon Trust has saved £500,000 in fuel costs for the participating clubs in just 12 months. No wonder the interest in the project is growing with more clubs than ever looking to change their old equipment for new energy-efficient equipment and, of course, start saving for themselves.

Among the clubs making great savings with the help of Envtec Services are:

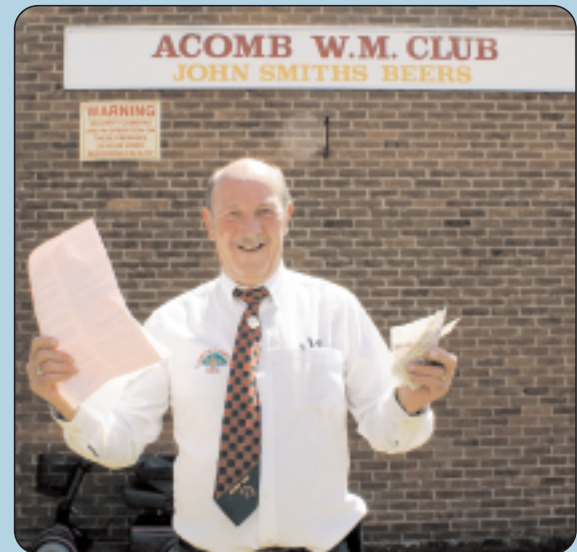
- **Acomb WMC, York, who have saved £17,000 per year;**
- **Enderby & District Social, Leicestershire, who have saved £5,000 per year;**
- **Crookes Social, Sheffield, who have saved £9,000 per year.**

Unfortunately the funding from the Government ran out on March 28, and many clubs were left disappointed not to be able to take advantage of new energy-efficient equipment. It appeared to be the end of low-cost funding but, after lengthy discussions with the Carbon Trust, a new Energy Efficient Funding Scheme has been launched; and with the right guidance this funding is now available to CIU-affiliated clubs.

“Far too many clubs don’t look close enough at how much money they spend on fuel,” says Envtec Director Phil Towndrow. “Gas and electricity prices are soaring and unless clubs take action now the effect on the overhead in coming years could be devastating.

“It costs nothing to find out if and how much money your club should be saving. The results are often surprising and, as with the cases above, can provide a healthy boost to a club’s finances.”

For further information see Envtec’s advertisement on the page opposite.



Acomb WMC Secretary John Lane has seen fantastic savings on both utilities with Envtec and on beerline cleaning with Cellarbright. Below: Ken Yates from Crookes Social.



for clean beer & clear profit!

Do you need to reduce your costs?

Can you really afford to continue pouring beer down the drain?

Benefits of the Cellarbright System

- | | |
|---|-----------------------------------|
| Enables the sale of at least 75% of beer that is usually wasted | It is fully automated |
| Simple, quick & easy to use | 5 to 7 minutes to clean a line |
| Suitable for all dispense equipment | Free Flow, Metered & Beer Engines |
| Quality of beer maintained and improved | Health & Safety and Hygiene |
| Independently tested by a Professor in Brewing | No disruption |
| New Patent pending technology gives outstanding performance | Optional Remote Monitoring |

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