



MILLENNIUM AWARDS LAUNCHED

The Trades House, in conjunction with Glasgow City Council's Education Services Department, has marked the millennium by launching annual awards which will recognise the valuable role played by schools and their pupils in their communities.

The awards are to encourage and highlight contributions made by schools to the life of their local communities by participating in local events, organising events at the schools which the community can attend and linking with local industry and employers, thereby leading to the ultimate aim of the community helping the school and the school helping the community.

The scheme was launched at St Jude's Primary School, Barlanark, where the Deacon Convener told an audience representing local councillors, schools, colleges, churches, community groups and the police that it was not a competition but a means of recognising and rewarding the entrepreneurial enterprise of those schools whose pupils work effectively with local people to improve the lives of everyone.

Mr MacConnacher said that the Millennium Awards scheme (which is open to pre-5, primary, secondary and special needs schools in Glasgow) could become the community equivalent of the Queen's Awards to Industry.

The Awards were welcomed by Ex-Deacon Councillor Bob Gray, Convenor of Glasgow Education Services, who hailed it as a "wonderful idea with enormous potential which will attract

considerable interest from pupils who already do so much unsung work for others."

The first annual Award will be presented in June.



Deacon Convener MacConnacher and Councillor Gray watch pupils Michael Waddell and Leanne Holly put the finishing touches to a mural painted by school parents to help brighten up one of the dark school corridors.



The Trades House Millennium Plaque for the school with outstanding rapport with its community.

MUSICAL MASTER CLASS

The House is also marking the millennium by instituting an awards scheme worth £20,000 at the Royal Scottish Academy of Music and Drama. The funds will be available for use over a five year period and will allow gifted students who have completed the Standard Course for singers but who would be unable to afford the further two years tuition required to maximise their talent.

The awards will be made by the Platform Committee with the advice of the RSAMD Principal of Singing Studies. The sponsored students will be invited to make themselves available to perform at Trades House functions during their courses and on completion of their studies.

SEE PAGE 2 FOR UPDATE ON CRAFT MILLENNIUM PROJECTS

THE MILLENNIUM CONVENERS

In recognition of the part played by successive Deacon Conveners in sustaining the work of the House in the years leading up to the millennium, Deacon Convener Ian MacConnacher hosted a Celebration Dinner in Trades Hall to which were invited former Deacon Conveners and their ladies from 1964 onwards.

A total of 16 former Conveners were able to join the present Deacon Convener. Seen here are Bill Leggat Smith (Skinner); Sir Robert Smith (Tailor); Alistair J McLay (Skinner); James P Fyfe (Mason); Stephen P Newall (Hammerman); William H Hunter (Gardener); AJ Blair Agnew (Baker); Peter Crichton (Hammerman); John J Blanche (Maltman); Roy A Johnson (Cordiner); John NP Ford (Mason); John G Fergus (Tailor); Kenneth Sandford (Gardener); T Morton Fyfe (Baker); David Watson (Tailor); J Allan Denholm (Maltman); Ian MacConnacher (Mason); T Norman Biggart (former Clerk to the House); and Gordon M Wyllie (present Clerk to the House).



MORE PICTURES OF THE MILLENNIUM DINNER ARE ON PAGE 3

HALL HELP

Activity is ongoing in the efforts of the Trades Hall Trust to complete the funding required to ensure that the final stages of the renovation of the Trades Hall can proceed. Decisions on possible support from various statutory bodies are expected within the next few months.

A splendid gesture has been made to the renovation fund by the Hugh Fraser Foundation whose trustees, under the chairmanship of Ex Deacon Kenneth E Chrystie of the Incorporation of Fleshers, have made an award of £10,000.

"If another nine or ten people do the same thing," commented Hall Trust chairman Harry Abram, "we would be well on our way to reaching our target."

However, the final total cannot be achieved unless there is continued support from the Crafts' own membership. Valuable assistance is forthcoming from many of the crafts and the Commonwealth Fund has made a significant contribution. But individual members' contributions, however small, can make all the difference in reaching the required final total. Members wishing to contribute can obtain details of the wide variety of ways in which this is possible by contacting Bill Stevenson at the Hall Office (0141 228 8000).

PRACTICAL ASSISTANCE

At their last meeting the Commonwealth Fund Committee agreed to 35 grants totalling £45,856 with the emphasis very much on practical support, including assisting towards the purchase of necessary equipment. Groups which benefited included the Clyde Maritime Trust (installation of a wheelchair lift); Glasgow Victim Support (telephone lines in new premises); Cot Death Society (infant respiration monitor); Missions to Seamen (computer training and equipment); National Blind Children's Society (computer for blind child); Royal Scottish National Orchestra (new musical equipment for schools educational work); and Epilepsy Association of Scotland (IT equipment and training). Community projects in Govanhill, Bearsden, Laurieston, Maryhill, Royston, Simshill and elsewhere on Glasgow's periphery also benefited.



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ARCHITECT DUKE JOINS THE MASONS

At a special ceremony in the Trades Hall H.R.H. The Duke of Gloucester was enrolled into membership of the Incorporation of Masons.

In accepting membership the Duke said that as an architect himself he was honoured to accept membership during Glasgow's Year as City of Architecture and Design and "indeed more than flattered when I consider the role which the Trades House and its Incorporations have played throughout history in creating this splendid city."

The Duke added: "Many people in Glasgow have cause to be grateful to the House for its generosity and I wish you every success with the continuation of your good works over the next 400 years."

The Duke then signed the Masons' membership roll and received his membership certificate and commemorative Masons' mull (maul) from Deacon Alasdair Macrae. Ex-Deacon James Hamilton Smith then closed the meeting in the Masons' traditional manner.

The Duke of Gloucester later toured the renovated Pollokshields Burgh Hall with Late Deacon Jack Steele and saw a carved stone obelisk funded by the

Incorporation of Masons and carved by Colin McGugan, winner of the Masons' 1997 Award for the best student of stonemasonry at the Glasgow College of Building and Printing.

Picture: H.R.H. the Duke of Gloucester signs the Masons' membership roll watched by Deacon Convener Ian MacConnachie, Deacon Alasdair Macrae and Clerk George Snowden.



PENSIONERS at PLAY & PANTO



The Hammermen Service Group has once again organised a summer outing and a panto visit for pensioners nominated by their own craft, seven other crafts and the Macfarlane and Robert Hill Trusts. More than 160 attended the summer outing to Gleneagles Hotel and

almost 200 enjoyed a meal at the RSAC Club before attending "Mother Goose" at the King's Theatre. This year's summer outing will be to Turnberry Hotel on 19 August. Pictures:

Some lady guests relax in the sun at Gleneagles Hotel.



A full house at the RSAC Club. The Fleshers also entertained 16 pensioners to a pantomime outing in January

CraftEx 2000 - BIGGER, BETTER AND BIRMINGHAM

The Trades House annual College Craft Competition and Exhibition - CraftEx 2000 - is set to be the best yet. Winning entries will be seen not only by the many hundreds who will visit the Exhibition in Trades Hall from Thursday 15 June to Sunday 18 June but by thousands more at the National Exhibition Centre in Birmingham and by most of the school children in Glasgow.

CraftEx 2000 will be BIGGER. Additional categories will cover ceramics and pottery, with art being split into two and three dimensional sections; there will be a video award for the best 10-minute documentary style video promoting craft skills overall and at least 1000 entries from nine Glasgow Colleges in 16 categories will be judged by Mr Bob Giles, Head of Training at the Ministry of Defence.

CraftEx 2000 will be BETTER. Live demonstrations will be staged throughout the four days of crafts such as jewellery manufacture and floral arrangements; exhibits will be shown to their best on the latest style of display stands again provided by Melville Beck; the Tailors Craft Millennium Banner will be on show and a high profile personality will present the overall Trades House Gold Medal Award. In addition the winning video entry will go forward to compete in the British Finals of the SKILL OLYMPICS and possibly be shown at the actual Skill Olympics in Korea.

CraftEx 2000 will be represented in BIRMINGHAM with cate-

gory winning entries going on display at the major SKILLS SHOW which will run from 5 to 9 July at the NEC. The Trades House will also be promoted at the event.

Equally exciting is a development at home in Glasgow. The CraftEx winning entries, along with the winning submissions in the Trades House Schools Craft Competition, will go on display at Scotland Street School Museum for a three month period starting from mid October. School children from throughout the city and their teachers as part of their in-service training will be able to spend hours examining the students' work. They can also take part in a full programme of craft demonstrations and workshops being organised by the colleges in Glasgow.

The Schools Craft winning entries will also be on display at CraftEx 2000. The schools event has greatly grown in stature over the past 10 years and now attracts entries from all of Glasgow's secondary schools. Certificates this year will be awarded to all winning entries at the prize giving which will take place on 12 June in the Trades Hall.

The awards will be presented by Ex Convener Roy Johnson, who first proposed them in his year of office. It is thought that Lord Provost Alex Mosson, Education Convener Ex Deacon Bob Gray and Director of Education Kenneth Corsar will also attend.

Like all such events CraftEx is only possible with the support

of sponsors. Already this year sponsors include Bass and Bass Leisure, Belhaven Brewery, Scottish & Newcastle, Tilney Investment Management, Millers Creativity Shop, D.C. Thomson (Sunday Post), William Duncan & Co., Thomas Tunnock, J Chandler & Co (Buckfast) Ltd, Melville Beck, SCORE, Weavers Society of Anderston and the 14 Trade Incorporations.

CARVING HIS FUTURE

One of the prime objectives of CraftEx is to encourage students to take up craft work as a career. One student who has done this is John Woodcock who won the Advanced Woodwork category at CraftEx 99. His winning piece was displayed in the offices of his sponsor The Miller Partnership and from this John received a commission from the Royal College of Physicians and Surgeons of Glasgow to carve a coat of arms to be displayed in their new lecture theatre. John is pictured here with his carving.



CRAFTS MARK THE MILLENNIUM *A wide range of projects are being carried out by the Crafts to co-incide with the millennium year*

GARDENERS



Late Deacon David Yeoman of the Gardeners and Sir John Arbutnot, Principal of Strathclyde University with First Minister Donald Dewar at the Opening Ceremony

The Gardeners' Millennium Garden has been officially opened by First Minister Donald Dewar. Situated in the University of Strathclyde campus at Rottenrow the 3/4 acre garden was instigated by the Master Court of the Gardeners. The work was overseen by Ex-Deacon Sandy Martin, who hopes that this summer it will become part of a planned Townhead garden walk also taking in the nearby Zen and Walled gardens.

BARBERS

The Barbers are marking the millennium in a very practical way by raising £5,000 to redecorate the residents' sun lounge at the Prince and Princess of Wales Hospice in Glasgow. Numerous contributions and donations have been received for the project and it is anticipated that a raffle at their dinner dance will see the target reached.

TAILORS

A Millennium banner is now nearing completion and will go on display at the Trades Hall and the People's Palace. The banner, designed by Clare Higney and produced by a dedicated team of embroiderers, depicts the history of Glasgow and the Trades House over the past 500 years. Deacon Ian Dale of the Tailors said: "Clare and her team from the Embroiderers' Guild have to be congratulated for their skill in producing such a wonderful work of art."

Picture shows the first panels of the banner with historical events from the 16th century including the Tailors' Charter.



CORDINERS & SKINNERS

The two crafts have combined in a project aimed at the enhancement and refurbishment of books in the House library in Trades Hall. Many of the books will be rebound in leather with the work being carried out by students at the Glasgow College of Building & Printing.

MALTMEN and the Association of Deacons



Both organisations have produced special editions of a "millennium malt" whisky. The total run of the Maltmen's malt has now been sold at a profit of £5,000 and their Master Court will decide in May which charities should benefit from the sum raised. The good news is that a few bottles of the Association of Deacons' malt (pictured here) are still available at £34 a bottle or £200 for a case of six. Contact the House office (0141 228 8000) for orders.

MASONS

A traditional Celtic standing stone has been jointly commissioned by the Masons and the pharmaceutical company Organon. It will be erected later this year at the company's new laboratories at Newhouse near Glasgow where it will mark not only the millennium but the retirement of Mason's member Angus Smith as a director of Organon. With carving details designed by architect and Ex-Deacon Ian Will, the six foot high Halland sandstone monument is being sculpted with the permission of the National Trust at Culzean Castle by apprentice stone mason Ross Muirhead. The carving will use symbols to depict Organon's founding in Holland, the substances used in its animal and plant extract chemicals and culminate in a Celtic knot alluding to its presence in Scotland since 1945.

Picture shows Masons' Deacon Alastair Macrae and Collector Bill Richardson with Ian Will inspecting the work of Ross Muirhead at the masons' yard at Culzean Castle.



FLESHERS

The future of the Scottish meat industry is very much in the minds of the Fleshers who have instituted an award for young people, aged 16 to 20, working in the industry in Glasgow and surrounding areas. They have been asked to submit a short letter outlining why they like their job, their and others' perception of the meat industry and how this could affect their job in the future. The best three contributors will be interviewed by a craft committee and the award made at the annual dinner dance in December.

DEACON CONVENER'S HALF TERM REPORT

The First Part of a Momentous Year

We are now into the new Millennium and I am well into my year as Deacon Convener, with a start to my year in office, both traumatic and exciting.

Traumatic for me in having had a sudden, serious problem with my eyesight, but encouraged by the help and understanding of all in Trades House, such as one might expect from a friendly family.

Exciting in the opportunity in time, starting in the year 2000, to lead the House into the 21st Century.

As a result of several meetings with the Deacons and Visitor of the fourteen Incorporations, I have been invited to attend many of their Master Court meetings and to witness at first hand the work that is done by the Crafts to help their beneficiaries; by way of financial and the moral support of their visits to the homes of those for whom they care. Without exception this appears to give as much pleasure to the visitors as it does for the visited. A credit to the ideal of the Crafts and the Trades House.

The House has just completed nine years support of the Trades House New Years Day Concert in aid of Action Research and will continue with its efforts in supporting many worthy causes.

A large part of the Deacon Convener's year is in working very closely with the Lord Provost and City Council in representing the city at the many receptions, lunches and dinners held for conferences in the city by organisations from all over the world. A tremendous challenge of stamina and appetite which I am happy to say I am just able to meet. One occasion which was very interesting was the invitation from the Royal Navy to join HMS Norfolk off Kempock Point and to sail from there to Yorkhill Quay. While under way, the small party of guests were shown round the control room lined on all sides with computers of the highest technology emphasising the high level of training required to operate a modern warship. Needless to say the hospitality of the captain and his officers was of an equally high standard.

The Trades House hopes to arrange a gathering in the Trades Hall of all the Guilds of Scotland, some eighty to a hundred, for the first time ever, on Saturday 3 June. A great deal of interest has been created in many of the towns throughout Scotland for this proposal.

Finally, I am confident that working with the Deacons and Visitor of the fourteen Incorporations the House will continue to flourish and that the City of Glasgow and its citizens will benefit from the efforts of all in the Trades House of Glasgow.

I look forward to the second part of my year as Deacon Convener.



All those who enjoyed the Deacon Convener's Millennium Dinner



Deacon Convener MacConnacher greets some of his guests



Ladies talk - Mrs Avril Denholm, Mrs Ros Ford, Mrs Heather Johnson, Mrs Sheena Watson and Mrs Janette Scott



Guests at his table with Deacon Convener MacConnacher and Mrs Anne MacConnacher are: Bill Leggat Smith and Mrs Yvonne Smith, Sir Robert Smith and Lady Smith and David Watson and Mrs Sheena Watson

VERY MUCH A "FAMILY AFFAIR"

The Deacon Convener's Millennium Dinner was conducted as a festive "Family Dinner", with guests in evening dress to mark not only the joy but the significance of the occasion. It is believed that this is the first time that Conveners and their ladies have gathered together in such a way.

Also joining the dinner party were Collector George Horspool and Mrs Charlotte Horspool, Late Collector Roy Scott and Mrs Janette Scott, former Clerk to the House Norman Biggart and Mrs Eileen Biggart, present Clerk Gordon Wyllie, the House Chaplain William Morris and his wife Jean, and the ladies of several deceased ex-Conveners. Music was provided by pianist Terry Martin and the sumptuous meal overseen by Harry of Strachan Kerr.

Reminiscences were very much part of the evening and Deacon Convener MacConnacher commented later: "The dinner showed the strong affection for the Trades House among those who have served so many years. No greater tribute could be paid than that so many met together to enjoy the opportunity of a "family" reunion dinner."

HOUSE WORK PRAISED

All the speakers at the Trades House Annual Dinner following the installation of Deacon Convener Ian MacConnacher praised the work of the House.

Proposing the toast to the City of Glasgow Professor David Purdie of the Centre of Metabolic Bone Disease at Hull Royal Infirmary spoke of the work being carried out by the House in relation to the challenges facing the city. In his reply Lord Provost Alex Mosson said that undoubtedly Glasgow had suffered over the years but the people of the city, as had the House, had shown the resolution, spirit and willingness to accept change. Proposing the toast to the House and the Trades James Wardrop, a retired banker, and like the Deacon Convener a member of the Incorporation of Hammermen of Paisley, praised the charity work of the House and in particular the support given to the elderly.

The Deacon Convener then presented Professor Purdie with a cheque towards research.



Deacon Convener Ian MacConnacher and Collector George Horspool with Trades House officials Annette Wright, Doreen Burns, Carole Nelson and Clerk Gordon Wyllie



Collector George Horspool with the Lord Dean of Guild James Laird



The Deacon Convener with two of his distinguished guests

Some of the other 200 guests at the Trades House Annual Dinner



LADIES MEET

Guests of the Deacon Convener's wife Anne MacConnacher and the Collector's wife Charlotte Horspool enjoyed their gathering the same evening in the Western Club.



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CRAFT NEWS

CLIMB ANY MOUNTAIN



Thanks to support from the Crafts and chartered surveyors DM Hall, ex-Deacon Donald Smith of the Cordiners has raised £4700 for the Erskine 2000 appeal. Along with four colleagues Donald took part in Alps '99 when a total of five of the highest peaks in Austria were "conquered" by the group. Donald personally reached the summit of

three mountains including the 3537m Schaffkogal. Donald, in the foreground, is pictured here with a colleague crossing the Gurgler glacier.

MILLENNIUM MILESTONE

Millennium year has special significance for the Wrights as it is the 400th anniversary of the granting of their Seal of Cause by the City of Glasgow. To mark the occasion Glasgow City Council will host a Civic Reception Dinner in the City Chambers on the anniversary date - 3 May. The Wrights will also hold their box opening on the same evening and there will be a pageant performed by children from Kelvinside Primary School and students from the Royal Scottish Academy of Music and Drama. A special anniversary service will be held in Glasgow Cathedral on Sunday 7 May at 11.00 am.



BRING ON TYSON!

Because he said he was fed up with the "in fighting" between the Masons and the Wrights, Deacon Alan Ferguson of the Skinners decided that to settle matters once and for all he would present their respective deacons with boxing gloves complete with their individual craft crests.

Alan, who is managing director of the Sports Business, is seen here receiving the "thanks" of Wrights' deacon David McMillan (left) and Masons' deacon Alasdair Macrae.

ALL TOOLED UP



Masons' deacon Alasdair Macrae is pictured here with Professor Thomas Wilson, principal of the Glasgow College of Building and Printing with mason student Andrew Weir. Andrew holds a box of stone working tools which are part of a prize presented by the Incorporation of Masons at the College award ceremony in the City Chambers in December.

A TIMELY CUP

This year the Wrights will have as a prestigious prize for one of their annual sports competitions a special cup generously gifted to the craft by the trustees of Allan Glen's School. Allan Glen was a master wright who was born in Pollokshaws in Glasgow and died in Gourrock in 1850. In accordance with his Will in 1853 his trustees opened a school in Glasgow to "provide a good practical education to fifty boys, sons of tradesmen or persons in the industrial classes of society."

THE CORRECT CUT?

The Barbers are also celebrating their 400th anniversary this year but admit that they are "somewhat vague" about the exact date. The event will be marked by social events including a dinner dance on 24 March at which the guest speaker will be Rod McCowan, soon to become Governor of Saughton Prison.

ONGOING WORK

Over the past six months the Crafts have continued with their ongoing activities in supporting charity, craft apprentices and pensioners. This has included £5,800 from the Maltmen, £6,250 from the Fleshers and £750 from the Wrights along with £2,600 in carpentry, joinery and glazing awards.

AN OFF FORM TAILOR

The 37 sewing machines collected by the Tailors have now arrived in Kalimpong in India where they are being used to train village people in garment production. There was a bureaucratic delay, however, when the Indian Customs Service questioned some of the export paperwork - much to the embarrassment of Late Deacon Tom Jessop who completed the forms and who was a senior member of the Customs & Excise service in Scotland.

KEEP IN TOUCH

TAILORS - Clerk is now Ian Paterson, 25 Bothwell Street, Glasgow G2 6NL (0141 221 6991).

COOPERS - Clerk is now Alastair Campbell, George House, 36 North Hanover Street, Glasgow G1 2AD (0141 552 3422).

MASONs - Clerk is now W Alasdair Fleming, Morison Bishop, 2 Blythswood Square, Glasgow G2 4AD (0141 248 4672).

DATES FOR YOUR DIARY

- 2 June - Grand Antiquity AGM and Concert, Glasgow Cathedral
- 3 June - Guildry Conference, Trades Hall
- Grand Antiquity Millennium Party
- 12 June - Schools' Craft Competition, Prize Giving, Trades Hall
- 15-18 June - CraftEx 2000, Trades Hall
- 15 September - Craft annual meetings, Trades Hall
- 16-17 September - Doors Open Day, Trades Hall

SPORTS NEWS

ANNUAL JOUST ALL SQUARE

Dull and wet weather failed to prevent everyone enjoying the annual match with the Edinburgh Merchant Company Golf Club. Played at Pollok, it ended in a 3-3 tie. To mark the MCGC centenary year the Deacon Convener presented a Centenary Trophy (inscribed back to 1989 when the first match was played) to be held by the winners each year. As MC won in 1998 they took the trophy back to Edinburgh. The Deacon Convener also presented an inscribed print of Glasgow Golf Club to Walter Mennie, House Golf Secretary 1988-98 as a token of thanks to the Incorporations.

The Boreland Trophy meeting was held at Cathcart Castle, luckily on the one dry day in a wet week which adversely affected the course. A total of 46 golfers took part in Craft teams of up to six players each under Stableford rules with the best four scores counting. The winners were the Masons (131 points) followed by the Gardeners (125) and Dyers (116). Robin O'Neill (Masons) took the individual prize with 38 points. Provisional dates for this year are: Trades House Shield - 24 May at Pollok (afternoon); Annual Match v Merchants CGC - 16 August at Bruntisfield (afternoon); David Boreland Trophy - 12 September at Prestwick St Nicholas (choice morning/afternoon).

Interested golfing craft members should contact their own golf convener, i.e. Hammermen - David Manson (0141 956 3570); Tailors - John Sinclair (0141 942 4646); Cordiners - Alistair Dorward (0141 954 7382); Maltmen - Neil Amner (0141 620 2067); Weavers - Hamish Brodie (0141 639 3614); Bakers - David Templeton (01357 521098); Skinners - Gordon Ferguson (0141 942 7836); Fleshers - Allan Lapsley (0141 812 7998); Masons - Hugh Sutherland (01786 834058); Gardeners - Sandy Martin (0141 334 0403); Barbers - Archie Hutchison (0141 571 1388); Dyers - Steven Braid (0141 639 3331).

BOWLERS WANTED

The Masons won the Trades House Bowling Trophy on a wet day in June which may account for the disappointing turn out. Only half the Crafts sent representatives to compete for the 103 year old trophy. ALL CRAFTS note that this year's competition will start at 2.00 pm on Sunday 11 June at Giffnock Bowling Club. Full details from Stewart Cobb - 0141 639 6472.



Late Collector Hugh Sutherland and Ex Deacon Ian Macpherson are delighted to display the trophies won by the Masons

BARBERS TRIM GARDENERS



The Barbers' winning team

The Barbers, skipped by Mark Lombardi had to beat the Gardeners twice to achieve victory in the Trades House Curling Competition. In both games, the match went to the last stone, but it would be hard to find a better shot than Mark's winner in the final. Against Gardeners 2 it was a fine draw that took them through to the next round, but in the final it was a gentle hit through a barely discernible port that eventually won the competition.

Mark's team of Archie Hutchison, Robin McNaught and Ian McMenimin had the best of the first half of the final, leading the Gardeners 1 team 5 to 3 at the turn. However the Gardeners, ably skipped by Douglas Burt, and supported by Kenneth and Ross Sandford and Tom Nimmo fought back to 6 all at the 7th. The 8th and final end seemed to go the Gardeners' way, and holding last stone, they must have thought the Trophy theirs, when Douglas's stone cleared the opposition counter and rolled behind cover. Mark, with his final stone elected to play the up-weight draw through the port, and third Archie (and the rest) watched in awe as it slipped through the gap to an inconsistent draw all evening it was truly a competition winning shot. Douglas had a brave attempt to follow it, and indeed he only just clipped the guard to run out of contention. It was a sad moment for the Gardeners who had done so well to fight back, but in the end the Barbers were worthy winners. They will be pleased to see their name back on the trophy after an absence of 19 years.

An interesting historical note Mark Lombardi also played in the 1981 rink at lead. (Juvenile lead surely?)

Planning for success

Douglas Baillie, Area Business Manager for Glasgow, spells out the do's and don'ts of preparing a business plan when you are looking to borrow from your bank.

Many business plans drawn up by business people and their advisers, seeking assistance from a bank, are often poorly prepared and can be unclear. There are a few simple guidelines to follow and given careful thought, your business plan will have a much better chance to succeed. If you want to borrow from a bank, you must provide the information which allows the would-be lender to consider your request.

- Don't assume that the banker knows everything about your specific kind of business. He can't have a detailed knowledge and understanding of all sectors and will usually be a generalist. Describe what your business does, how

it makes a profit, using straightforward language. Tell him what market you're in, who your customers are, who your competitors are. If possible, give reliable, impartial information about your market.

- Don't forget to include how you see the borrowing being repaid - this shows you have given the plan some thought.
- Do organise your business plan into sections to ensure easy reference to information and use headings and sub-headings.
- Do support your request for funding with solid facts and figures. Supply previous years accounts, up-to-date management accounts and forward projections. These must be clear, achievable and, ideally, be backed by firm orders.
- Do be precise and concise. Stick to a clear reasoned outline of your objectives and the exact purpose of the funding. Vague phrases like 'contribution to the expense of the marketing effort' are not likely to help the plan. Make the plan as short, compressed and readable as possible.
- Do include a section on management of the business. The people involved in the business are almost more important than anything else.

In summary, put yourself in your banker's shoes. Imagine you are considering the business plan. The ones which stand out from the crowd are those that are well researched, factual, focused, realistic and above all, achievable. If the plan contains all of these ingredients, you stand a much better chance of being able to borrow what you require from your bank. Clydesdale Bank is about to launch a new business planner software package aimed at helping businesses to develop their plans and this will be available from any Clydesdale Bank Business Centre from May 2000. For further information and to find out how we can help your business call 0141 552 8848

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