

MINUTE of MEETING of the ENTERTAINMENTS
COMMITTEE of the SCOTTISH POTATO TRADE
ASSOCIATION held at 8 Kinnoull Street,
PERTH at 11.30 a.m. on THURSDAY, 16th
AUGUST, 1979.

PRESENT: Messrs. D.H. Lindsay, P. Miller and J.R. McArthur with
R. David Hunter (Secretary) and D. Blackmore (Assistant)
in attendance.

APOLOGIES. Mr. Blackmore intimated apologies for absence on behalf of
Messrs. J.H. Barr (ex officio), K.A. McKenzie and A.K. Powrie.

CURLING. He also reported receipt of formal confirmation of booking for
both legs of the Association's annual North v. South Curling
Match for the "Willie Paul" Trophy to be played at Perth Ice
Rink - the first on five Rinks between 3 p.m. and 5.15 p.m. on
Friday, 23rd November, 1979 and the second likewise on Friday,
22nd February, 1980.

GOLF. He further reported receipt of a letter advising a provisional
booking for the Association's next annual Golf Outing to be
held at Gleneagles on Thursday, 22nd May, 1980. Subject to
possible over-riding hotel and conference requirements, this
booking is due to be confirmed early in the New Year.

DINNER-
DANCE. Mr. Hunter reported on discussions of various points with Mr.
Blowfield of the Station Hotel. Principally to negotiate a
reduction in the charge for the Buffet Meal and to secure the
keenest preferential quotation for Members requiring to stay
over-night after the function, the discussions had not been
completely successful in these aims.

He explained that the quoted meal charge had included V.A.T.
at 8%. Due to this rate having been increased to 15% by the
intervening Budget, the Hotel had increased the meal charge by
50p to £7.00. In fact, of this increase, 43p is directly due
to the changed V.A.T. rate and only 7p in respect of meal costs.

A reduction in the quoted cost was not possible in these circum-
stances therefore but, under pressure, Mr. Blowfield agreed to
hold the meal cost for our function to £6.50 including V.A.T. at
15%. Effectively the Hotel will thus bear the whole V.A.T. in-
crease (at this price) of 37p per meal. So far as overnight
accommodation rates are concerned Mr. Blowfield had explained
that the standard "off-season" (Winter) "cut to the bone" rates
for 1979/80 had yet to be determined, but that our Members and
guests would be accorded a preferential discount on those rates.
Pressed for an indication of such discount he had explained it
had been of the order of 10% in Winter 1978/79.

The Discussions had confirmed the broad outlines of the time-
table, seating arrangements (numbers attending would determine
whether separate party tables would be possible but at 200 plus,
ribbon-separated banquet style was necessary), special licensing
arrangements (the bar to close at 1.30 a.m.), soup on departure
(staffing and service considerations favouring 1.30 a.m. rather
than 1.00 a.m. onwards) and no separate Presidential Entertainment
accommodation being required.

Mr. Hunter also explained that, having secured fixed quotations
of £175 from Jim Blue's Band and £40 from Psycho Disco and con-
firmed both bookings as instructed, with a quotation of £22.50
for printing of 250 Invitation/Programmes also obtained, a
revised cost-estimated Statement had been prepared which Mr.
Blackmore tabled. Including £25 for prizes (discontinuation of
whist would permit "spot" and/or other prizes for both the Dance
and/

and the Disco), say £15 for gratuities, £26 for guests (4 meals @ £6.50 each) and postages, etc. of £40, total non-meal oncosts amounted to £343.50.

Mr. Blackmore explained that including (net) interest still to be earned, cash reserves in hand by the date of the function would be £223.50. He felt it would be prudent to retain say £100 of this in hand, to allow for estimate errors and possible re-subsidation for a 1980 function. On this basis the estimated net total oncost to be borne by those attending the 1979 function would be £220. The Statement showed that (including the meal cost of £6.50) the cost of each ticket, to break-even, varied between £8.50 each if 110 people attended and £7.50 each if 220 people attended.

The Statement also showed both the share of "subsidy from reserves" included in each ticket price shown (it was interesting to note that if 120 tickets are sold as in 1977 the "subsidy" element in each would virtually equal the refund then received from the Hotel) and the cost plus V.A.T. analysis at each price level. Mr. Blackmore explained that while the latter would provide a very attractive selling point he was doubtful that the V.A.T. element would be properly recoverable. In any event, even supposing it were, the issue of relative V.A.T. Invoices would incur both considerable additional work and additional oncost of almost £20 (in respect of non-V.A.T. bearing expenditure).

After brief discussion the Committee decided that V.A.T. should be treated as non-recoverable and V.A.T. Invoices will not be issued. It was further agreed that although the Statement showed "break-even point" of tickets priced at £8.00 each occurred once 147 tickets had been sold, it could assist sales and increase attendance by fixing the cost of each ticket at £7.75. At this price "break-even point" occurred once 176 tickets had been sold, each ticket more adding (and each ticket less subtracting) £1.25 to (and from) the proposed reserve of £100 to be retained.

During further discussion it was confirmed that the function be timed from 7.30 p.m. and agreed that an extra Bar be arranged in the Residents Lounge (with through access from the Cocktail Bar) until the start of Dinner at 8.00 p.m. only. During this period central table wines pre-ordering facilities will be provided for party hosts at the Dining Room entrance. The President will briefly welcome the guests and company following immediately with pre-Dinner Grace. During Dinner the extra Bar will be transferred (to include waiter service) into the Ballroom. After-Dinner coffee will be served at table following which diners will make their way past the five Members of Committee selling Raffle tickets at the Dining Room exit via the Methven Room (which will be arranged as a Lounge) into the Ballroom, where Jim Blue's Band will be ready to commence playing as soon as required from 9.00 p.m. onwards.

The Committee decided not to arrange a formal Programme of Dances, Mr. McArthur being delegated to act as an informal Master of Ceremonies to liaise with the Band leader in respect of any necessary announcements. The Disco is expected to commence not later than 10.00 p.m. in the Dining Room immediately following removal of the furniture, etc. there.

It was also decided that the interval in the dancing will be from say 11.15 p.m. until 11.45 p.m. (or, preferably, 11.30 p.m. until 11.50 p.m.) and the Disco interval from 11.45 p.m. until 12.15 a.m. (or, preferably 11.50 p.m. until 12.10 a.m.). This will permit the whole company to assemble together, with the Band in attendance (for a "fanfare/roll of drums" accompaniment) in the Ballroom for the Raffle Prize Draw at midnight. The Bar will close and dancing will end at 1.30 a.m., from which time onwards hot soup on departure will be available in the foyer, extending to accommodate the end of the/

the Disco at 2.00 a.m.

Mr. Blackmore next tabled a cost-estimate of the Raffle Prize which he explained he had prepared from the Brochure without assistance from the Travel Agent. For the (5 star) Son Vida Hotel at Palma, the total cost of a 3-day week-end for two (including full board and Glasgow/Edinburgh supplements, plus maximum possible presently known surcharges) at end February/early March, 1980, would be £304. This would require a booking deposit of £80, the balance (payable 10 weeks before departure) becoming payable by 21st December, 1979 (i.e. one week after the proceeds from the sale of tickets has been received). He also explained that whereas flight times from and to Edinburgh provided 8.00 p.m. Friday arrival in and 12 noon Monday departure from Palma, those from Glasgow provided 12 noon Friday arrival and 8.00 p.m. Monday departure.

After a full discussion the Committee instructed booking from Glasgow to be made immediately. To assist a maximum effort in the sale of Raffle Tickets at £1.00 each (to be on sale only at the function), a placard announcement (with supporting posters borrowed from the Travel Agents) will be displayed in the Hotel foyer and transferred to the Dining Room exit into the Methven Room by the end of Dinner. The Secretary was also instructed to arrange the printing of 1,000 numbered perforated counterfoil tickets, in 50 books of 20 tickets each. To ensure absolute impartiality it was agreed the Hotel Manager be asked to make the Draw.

Finally it was agreed to make a separate fully detailed, circularised announcement to all Association Members as soon as possible. It was decided this should take the form of a printed Invitation/Programme (with extra copies available on request for Members to send to their guests - ticket cost should therefore be excluded from the printed Invitation/Programme) accompanied by high pressure covering letter giving full details of ticket prices, Raffle Prize information, etc. It was agreed that proof copies of the Invitation/Programme, Raffle Tickets and the covering letter be sent to each Committee Member for approval as soon as available, to ensure that the circularisation to all Association Members is despatched by first class mail not later than Thursday, 6th September, 1979.

Thereupon the meeting was concluded.