

**Minutes of the CGLMC Ltd Pro Shop Sub-Committee Meeting held in the
CGLMC Ltd Office on Tuesday 12th August 2014**

Present: W.Thompson, R.Gillespie, P.Sawers

In Attendance: C.Sinclair, (Head Professional)

Meeting began 1900 hours

Apologies

L.Gordon, G Murray, G Paton, C Yule, J McLeish

2. Head Professionals Report

C.Sinclair advised that the first two weeks of the summer are quiet when the Open is England but the period following was busy and hit the targets. R Gillespie had observed that the golf clubs were also busy which was important. R Gillespie commented that the caddies were encouraging the visitors to the clubs and hotels, which was helpful to the local economy.

C.Sinclair advised that he has a list of the licencees who can supply Open Championship merchandise and he would intend having meetings with them in September. W.Thompson commented as he would like these discussions to be controlled by the General Manager, so they should be put on hold for now. Also W.Thompson advised he would like to look at the contracts that are in place with other suppliers, in order to obtain the best deals.

P.Sawers commented on how well the shop was doing. W.Thompson also commented on TGI's great feedback and an excellent head professional's report from TGI.

C.Sinclair commented on staff matters that James Asher is settling in very well. W.Thompson followed on to comment that James fits in very well and the shop staff are generally providing excellent performance.

C.Sinclair advised that the suppliers are all delivering on time and there are no problems at the moment. Adidas/Ashworth/Johnstons sales were strong and headwear was again popular.

C.Sinclair also advised that the Juniors are playing at nights and this is slowly picking up. During the summer holidays Junior camps were held at lunch slots and this was well received with good attendance.

C Sinclair advised the Golf Centre cafe was opening late and P.Sawers undertook to speak to the Hotel about this issue.

C.Sinclair advised that clubs for beginners are now in place.

3. Quarter 1 Actuals/ Quarter 2 Forecast

W Thompson said he some issues with how the cost of sales is shown, and he would speak to the Finance Manager.

W.Thompson advised that if we achieve quarter two's numbers, we would have hit 90% in the first six months which is excellent. He mentioned if we sell £64,000 during the winter we would reach the overall sales target and if required a sales strategy would be drawn up.

W.Thompson also advised that VIP has 60 members signed up which he felt was good for the first year. If VIP is going to continue, then a rolling 12 month period might need to be considered.

W.Thompson advised the custom fit uptake has been very poor, with only really the VIPs taking this up, as they get this included with their membership. The next pro shop meeting can discuss whether to continue with custom fit. R.Gillespie commented that members may not take this up as getting fitted in one shop, but having to buy in another, is not attractive to customers.

W.Thompson commented that, as long as August and September run well with weather etc., the targets should be met.

W.Thompson advised that extra sales on trolleys and power caddies are increasing profits. For the next meeting, he asked C.Sinclair to make committee aware if we hit the 90% target so the next six weeks can deliver a sales push if needed.

4.Any Other Competent Business

There was no further business.

Meeting closed 19.30 hours