



TIA UK LAUNCH ADVANTAGE OFFERS FOR CLUBS

With Summer a few months away, most clubs will no doubt be contemplating a spring clean to freshen up facilities.

The smaller clubs will be calling on members to volunteer and help out with the maintenance of clubhouses and gardens, even cleaning out the old barbecue in readiness for open days or club socials.

The next few months will see clubs become more active as the 'fair weather' players emerge from their winter hibernation to join their more hardy colleagues on court.

Its also time to review the equipment. The TIA UK, in conjunction with the LTA, have developed a package which, whilst still in its early stages, will provide clubs with equipment at substantially reduced rates.

Called 'Advantage', the LTA's 2,700 registered tennis clubs, from last October when it was launched as part of the governing body's benefits scheme, have been able to purchase a collection of essential court equipment, court maintenance products and tennis training tools, from members of the TIA UK at a minimum 20% discount.

Initially seven members of the TIA UK have agreed to be part of the scheme but that will increase as the project gains momentum.

Phil Sandilands of the TIA UK

commented: "We are committed to working in partnership with the LTA to help grow the game and 'Advantage' is a real and practical indication of how we can work together for the benefit of tennis clubs. It will also provide more exposure and sales opportunities for our members, so everyone wins!"

Simon Walker, National Club Lead for the LTA added: "Offers on discounted equipment is an exciting addition to the benefits that club registration now brings and we are very pleased that the industry, through the TIA UK, has been instrumental in developing this new initiative".

Members of the Tennis Industry Association UK have agreed to abide by the association's Standard Practices guide lines so clubs can be assured of quality products and service.

The following products are currently available in the Advantage package:

Twisternet is an ingenious solution for any coach who is tired of spending 30 minutes unfolding and assembling a mini tennis net, only to have to disassemble and fit it back into a bag that's too small for the appliance! With Twisternet simply pop it out and then fold it away when finished; no assembly necessary!

Kollettaball is a revolutionary method of collecting sports balls that was a result of a combined 50 plus years of picking up tennis balls and wondering why there was not a quick, easy, fun and affordable solution. It has now expanded into five

different continents and collects over 8 different types of sports balls.

Recent buyers of Twisternet and Kollettaball include Leicester, Putney, Walton, Roehampton and Carisbrooke tennis clubs, Craiglockhart and Bromley Tennis Centres, David Lloyd Cardiff and organisations such as Tennis for Free, The Tennis Foundation, Teddy Tennis and Bright Ideas for Tennis.

Clubs can also refurbish their nets or replace them. Edwards Sports Products who supply Wimbledon with their nets, are on hand to do the same for any club. So are Harrod UK and their main distributor, Sportsequip plus Stadia Sport at Broxat with all companies offering a variety of net and court accessories.

Sunbaba Systems Ltd can ensure your courts are virtually wind proof with their printed tennis windbreaks and sight screens which they have been producing for the past 25 years. They are an ideal way of promoting the club or even generating club income.

Further products will be added to the Advantage brochure over the next few months and the TIA UK will be working with the LTA to ensure its on-going promotion within the tennis club sector.

Should clubs require further information they should download a copy of the brochure which can be accessed via the TIA UK website (tiauk.org).

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ADVANTAGE SHOWCASE



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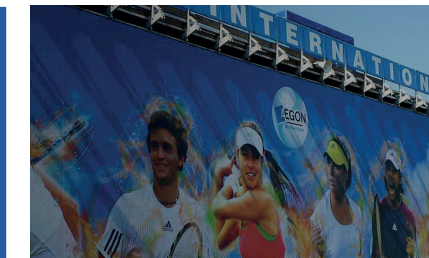
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