



# RS - Training and Fleet Sales eNewsletter

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**July 2009**

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**Going out to more than 1600 Clubs, Schools and Centres both UK and worldwide. If you know someone who has not yet subscribed or wish to have all members of your training committee, point them in the direction of [www.rssailing.com/training](http://www.rssailing.com/training) and let them sign up. It is the training industry choice.**

## Moving on...

Its been nearly 3 years since I took the reigns of the Training and Fleet sales department at RS and it is with a heavy heart that I hand back the RS keys and move on to pastures new. With your help and support I have achieved much success in my role and the number of centres UK wide using our boats for sail training is testament to that partnership that we have developed. You know who you are!

An exciting opportunity has been offered to me. I will be taking up the new post of ISAF Training and Development Manager at the start of July. The role will see me develop and oversee the implementation of the worldwide ISAF Connect to Sailing programme, working with developed and developing MNA's, building grass roots training to feed up into Olympic success. For more info on this and many other ISAF initiatives check out [www.sailing.org](http://www.sailing.org)

I will continue to have a strong relationship with all the RDO's and ODO's in your regions and will hope to attend the RYA Regional Conferences, albeit in a new role and new uniform. I will be liaising with the RS Team with regards to existing clients in order to make the handover to my replacement as seamless as possible. I hope you will all be as genuine and helpful as you were with me. It is hard to explain the amount of work that goes in behind the scenes, to make 1400 customers all feel part of something bigger. The UK is the luckiest country in the world when it comes to sail training. This is due to the hard work that you all put in to making everyone have a great experience, whether it be first time or not. Keep it up.

All my best wishes and keep in contact. Until my new email details are set up I can be contacted on my new phone number 07764 587927 from 13<sup>th</sup> July or through Riki at RS. [riki@rssailing.com](mailto:riki@rssailing.com) before then.

## We are recruiting..... RS Training and Fleet Sales Manager.

My move leaves an exciting job opportunity within the team of the most progressive dinghy manufacturer. Please [click here](#) to see the attached downloadable job advert. If you or anyone you know are interested and you think could excel in this role, please send a CV to Riki (Sales Manager) [riki@rssailing.com](mailto:riki@rssailing.com)

We expect to receive significant interest and request that applicants are received by **Friday 26th June**.

## Continued Growth in the UK Schools and Clubs Fleets for 2009 season...

With a couple of huge deals with European MNA's totalling 125 retail Fevas and 200 Tera sales, and new export dealers, coupled with some large commercial fleet sales here in the UK the RS order books look very healthy. Special thanks go out to those Clubs and Centres that are relatively new to our range of boats and have made the commitment.

- Thanks to Wembley SC, Penarth YC, Datchet Watersports, Oxford Youth Sailing Association, Aldeburgh YC, Ardingly Reservoir Watersports, Lancing SC, Roseland Paddle and Sail. Your business is valued highly and I hope you will be RS Supporters for a long while yet. If you would like to be mentioned on the next newsletter, please drop me a line. I'm only sorry that I cant mention everybody at once.
- The RS Tera, RS Q'BA and RS Feva have seen a huge increase in sales this year as the financial situation changes the way in which people spend their free time. Kids courses seem set to rise and with it the requirement for a fleet of single / double handers becomes more. For reviews of the boats please download the attached pdf's.
- Arun Yacht club in Sussex recognise a new Onboard Contact – Congratulations to Paul Hughes. Mark Saul, ODO for Sussex has rewarded the sterling work that the club and Paul has done with the young people of Littlehampton and the surrounding area. AYC will be holding the RS500 nationals this year. For anyone not yet entered, please get hold of Heather or Debbie through [www.rs-association.com](http://www.rs-association.com)
- The RS Vision continues to sell well and has benefited this year from extra resources that the RYA and other organisations are making available to centres for use with funding adult volunteer training. No longer is match funding purely available for the 'youth' boats. For more info ask your local RDO's or me.



#### RS Feva makes a big impression at London Youth Games...

Competitive sailing ranges from single person dinghy racing to large boats with 10 or 20 crew and from small boats costing a few hundred dollars to multi-million dollar vessels.

The costs of participating in the high end, large boat competitions, such as the America's Cup or Sydney to Hobart Yacht Race, make this type of sailing one of the most expensive sports in the world. However, there are also relatively inexpensive ways to get involved in sailboat racing.

The Thames Water London Youth Games Regatta includes three types of dinghy racing which test an individual skills and in the Feva class the ability to work as a team. These dinghies are used to help sailors progress to the Olympic class boats, which have seen some of Team GB's greatest exploits.



16 Fevas participated in the event, held at Victoria Docks Watersports Centre in the London Borough of Newham on Saturday 13th June. As principal race officer for the Feva race track I was lucky to be able to watch all the action close up. The organisers had only forecast for 9 Fevas to be there as it was only added as a class this year. With 24 Boroughs taking part in the event, the future of Feva Youth Sailing looks very positive indeed for inner London. I look forward to being involved in next years event.

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## RS100...

**Development to reality. Fibreglass is definitely not a material of the past!**

The rumours are true. RS Has officially opened its doors to invite feedback on its latest project...the RS100. The Yachts and Yachting forum is busy with discussion already and a few selected sailors have already been out in the prototype. So far the reaction has been very positive. For those of you using performance boats at centres and schools who wish to know more about how you could possibly have a sail to see how the RS100 could be used for adult singlehanded race and performance training, give Charlie Merchant a call on 02380 246333 or email [charlie@rssailing.com](mailto:charlie@rssailing.com)



To read the press release [click here](#) for the pdf attachment.

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### Sources of funding...

For ideas on how you and your club could access more funding, download the attachment by [clicking here](#). If you have any questions about this process, I have sat in your position and been through the process and am happy to advise. The earlier you get in the more chance you have of a pay out.

First point of call should be regional access. Check out this link.

[http://www.sportengland.org/index/get\\_resources/county\\_sports\\_partnerships.htm](http://www.sportengland.org/index/get_resources/county_sports_partnerships.htm)

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### RS Vision Owners Club Open Circuit shows continued growth...

RS Vision Owners across the country are coming out of hibernation and joining in traveller events this year as the 2009 Vision Circuit gathers momentum, building up to the first ever RS Vision Nationals in Plymouth this July, as part of the prestigious Port Of Plymouth Regatta [www.plymouthregatta.com](http://www.plymouthregatta.com)

If you are able to get down just for the weekend or for the extended 5 day event then please print off an entry form from the Regatta website or go to the [www.rsvisionclub.com](http://www.rsvisionclub.com) website for more info. We have a potential 30 boats in Plymouth and the surrounding area. This would be an amazing spectacle and great close racing due to the fact that even old Visions can race competitively against new. Check out previous results to make up your own mind.



With four 2009 events already under its belt including a great event at Swanage SC with 10 boats, and at the time of writing a 5th event at Herne Bay coming up with 12 confirmed entries, the Vision class shows signs of having a real following. Some schools and centres have even entered boats for their members to come and learn more racing skills in a relaxed and informal atmosphere. The racing is short and has coaching sessions interspersed with rigging and tuning master classes from dedicated owners. If this kind of event would appeal to you then get hold of Matt Hogben (events secretary) [matt.hogben@btinternet.com](mailto:matt.hogben@btinternet.com) or go to the website [www.rsvisionclub.com](http://www.rsvisionclub.com) to look at the planned fixtures for the rest of the year.

I continue to be involved with the Class and look forward to seeing you out on the circuit.

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### RS Tera / Q'BA Success at French tests.....

The French sailing industry is one of the toughest in the world with Sailing being mandatory on the national curriculum for school education. French sailors are renowned for being tough and independent and the boats used at the numerous Sailing Academies dotted around the country need to reflect this. The entry level boats for both single and double-handers have predominantly been heavy, traditional training boats up until now. I went to France for 2 boat tests in May and June for both 'Bateaux' and 'Voile et Voileurs' magazines and took the Tera and Q'BA along to show to the gathered reviewers.

The Tera was a runaway success. Its versatility amazed the youngsters and reporters in both tests. It was not only the favoured choice of the novices but also the racers, who, when asked to race all 7 boats side by side on several 'speed trials' found that the RS Tera out accelerated every other craft, upwind and downwind, having to be asked to return to the group by the photographer who was finding it hard to keep the Tera in shot. The heading for the relevant section in the review read 'Premier de la Classe'.

When the La Rochelle Optimist Squad got into the boats and started pumping their way out of the Marina and into the bay the young lad in the Tera turned round to me and beamed from ear to ear shouting out loud 'Superb'. He then went on to win the first race against the 6 other boats by a whole leg (200 yards) The heading for the Tera review in Bateaux magazine reads 'Les Enfants L'adorent'. You don't have to speak French to work out the wording in English.



The chasing pack struggle to keep up with the RS Tera)

The Brest test for Bateaux , unlike the La Rochelle test for Voile et

Voileurs which was only focussed on single handers for real youngsters, used the Q'BA which was taken out with both Sport and pro rigs. Feedback was that it felt like it had the acceleration of a laser with the big pro rig on and was more stable and performed better in the light winds than its competition, the Laser Pico and Topper Topaz.

The article said that it was 'the competition for the Laser Pico' and it was 'the most modern of the boats' The manager of the Maritime Academy asked me how quickly he could get his hands on 20 Q'BA's. Our dealer in France is on the case and we look forward to many more fleet sales of the Q'BA in Europe.



### Don't take my word for it!

Read the reviews or ask for the number of a fleet user for an informal discussion about how our boats are used in your type of training environment.



These attachments can be very useful if comparing boats for your fleet. Written with feedback from unbiased sailors, they can often be the precursor for a demonstration day at your club. Click on the picture to download.

### RS Q'BA gets rave reviews in the UK...

Its been over a year now since the Q'BA hit the water here in the UK and RS are proud to say that the feedback has been very positive indeed. Many more centres are now making the move away from established classes such as the Pico and Topaz in favour of the increased versatility of the Q'BA. With its ability to appeal to the market as a double hander for kids or as an excellent performance singlehander for the adults or club racers, it has everything you could need and more. Tidal centres especially love the fact that the RS Q'BA can point so much higher than the competition and actually punch its way through the tide and back to base without the need for constant intervention from the safety boat to tow the boats home.

A few centres and clubs are now using the Q'BA as weekend hire boat due to the fact that it appeals to a broader audience and can make them more revenue than traditional classes that are maybe a bit outdated and have become the norm.

Any club or school wishing to borrow a boat or have a bespoke demonstration should get hold of Riki Hooker [riki@rssailing.com](mailto:riki@rssailing.com)

### For sale...

A great opportunity for individuals or clubs / organisations to get their hands on our range of boats at competitive prices. Give these guys a call and sort yourself out a bargain...

- 2008 RS Fevas (£3,250), 2008 spec RS Q'Bas (£2,150) and 2008 spec RS Visions (£4,350) for sale at Rutland Watersports Centre. Contact the Centre for more details. 01780 460154
- RS Fevas and RS Visions for sale at Rockley Watersports, Poole - contact the centre on 01202 677272 for prices and spec.
- 2004 spec RS Fevas and 2007 spec RS Visions for sale at very realistic prices. Spinnaker SC, Dorset. Contact Graham for more info - 01425 483692
- 2008 spec RS Visions and Fevas in Bristol area. Contact Charles for more details - 07737 344189

And from my own personal demonstration fleet...

- 2x 2008 Ex demo RS Tera Sport dinghies – including trolley and cover. £1,150 inc vat
- 2x 2008 Ex Demo RS Q'Bas – Sport rig plus Jib pack – inc cover and trolley. £2,050
- Fleet of 6 Used 2008 RS Feva XL's inc cover and trolley – come as a job lot. Price on enquiry to Dan or Riki.

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When asked what the best thing about my job was, I never hesitate in my answer; meeting people from such a diverse amount clubs and schools and being able to chat to you about training related subjects pretty much every day. What more could I have asked for.

If you have any ideas for me with regards fleet development and boat bits, please call Riki Hooker at RS – 02380 246332 or email [riki@rssailing.com](mailto:riki@rssailing.com)

I continue to be there for all of you.

Yours in sailing,

Dan Jaspers

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