

Editor: Jim Lamb

# Wing Flap

Newsletter of the B14 Class Association of New South Wales

PO Box 646

Neutral Bay NSW 2089

6 July 1995

## SAIL INSIGNIA

The Board has decided that all skiffs competing in Association events should carry an insignia on their mainsails for the coming season.

The Board does not wish to make this compulsory, however, it will certainly assist us in having our races called from the ferries which follow the 18s and allow spectators to follow the progress of our races.

Those skiffs with sponsor's names etc on their mainsails stand out and can be seen easily from the ferries.

The insignia should be a minimum of 1 m<sup>2</sup> to ensure it is visible from a distance.

This can be done using sticky back which is obtainable from any sailmaker in a number of colours or can be painted to any colour. The sticky back comes in sheets 137 cm wide and is approximately \$16 per metre.

The logo is painted onto the sticky back and then cut out and applied straight onto the mainsail. It is also possible to simply paint directly onto the mainsail. But you should contact a sign writer familiar with sails to get the correct paints.

To avoid duplication of insignia, the association will maintain a register of each skiffs insignia. A form to register your insignia is included with this issue of *Wing Flap*. First in with a design will get preference if there is a clash of designs.

Obviously sponsored skiffs won't need an additional insignia but should advise what will be on the mainsail so that this can be included in the program at the SFS

Your help in this will be greatly appreciated and will help to gain more spectator interest in the fleet.

## **ASIAN CHAMPIONSHIP** *1997 Should be the year.*

The Asian Championships are off - the Hong Kong Association could not arrange things in such a short time span.

However, they are working to have the event staged in 1997 and as soon as any news is received it will be advised to you via your newsletter.

## **ANNUAL SUBSCRIPTIONS NOW DUE!**

Your annual subscriptions to the Association become due on 1 July.

This year you can nominate a crewperson who will receive copies of newsletters etc. which are normally only sent to members of the association.

The association would still like to see crew members join up as Associate Members, which only costs them \$10.00 per year but gives them voting rights and they can stand for positions with the association.

# NOTES FROM THE BOARD!

The second meeting of the Board of Management was held on Thursday 29 June at the SFS and the major points coming out of the Board were as follows:

- The Medina sponsorship proposal is proceeding - difficulty because of some problems experienced with last year's sponsorship - also there has been a complete change of staff since last year.
- Additions to the NSW By-Laws (See story page X).
- The Board decided not to make sail insignia compulsory, however, it is strongly recommended that all skiffs competing in Association events have a sail insignia (See story page 1)
- Julian Bethwaite has accepted the recommendations on sail materials etc. which were put together by the NSW Association with the help of Iain MacDiarmid and Frank Bethwaite. These were as follows:

1. That for working sails (jibs and mainsails):
  - a) the specifications be that the sail cloth should be Dacron NYT in with a finished weight in the range of 210-260 gms per m<sup>2</sup> ;
  - b) the referred sail cloth be Polyant 225B HTP; and
  - c) that (in Australia) coloured cloth only be permitted in the bottom 900mm, batten pockets and reinforcement sections of jibs and mainsails unless coloured cloth within the weight range specifications is available.

2. That for spinnakers:
  - a) the specifications be that the sail cloth should be ¾ oz nylon;
  - b) the preferred sail cloth be ¾ oz *Dynalite* a silicon coated nylon;
  - c) that an adjustable 2mm *Spectra* luff line be included in the specifications; and
  - d) that all existing spinnakers may be fitted with a 2mm *Spectra* adjustable luff line.

Iain MacDiarmid will retro-fit the luff line in your existing spinnaker(s) for only \$20.00 each.

## MACDIARMID SAILS

UNIT 25A 33 COLLEGE STREET GLADESVILLE  
TEL: (02) 817 4155

FOR PRICES ON NEW SAILS CONTACT:

DARREN BOLTON  
TELEPHONE:  
(02) 524-9796  
OR  
015 66 44 33

## MONTHLY MEETINGS OF THE BOARD OF MANAGEMENT

The Board of Management meets on the **last Thursday** of each month [public holidays and other commitments permitting] and all meetings are held at the **Sydney Flying Squadron**. Meetings will start at 7.30 pm.

## NEXT MEETING:

[Because of the Boat Show]

**THURSDAY 20 JULY 1995**



## MARKETING AND PROMOTION

### WHAT IS OUR FUTURE?

There has been a deal of discussion about the future of the B14 Class, particularly with the introduction of the 49er by Starboard Products.

There has been concern expressed that the B14 will be smothered by the new class and that all our potential buyers will disappear and many of our existing owners will transfer to the new class.

The B14 has never been the subject of a marketing plan or strategy - rather there has been a piecemeal, scattergun approach to the process.

To start the process we need to undertake the basic steps of marketing and complete a marketing audit of our product. Our various market segments need to be identified and the key or high impact segments clearly marked so they can be targeted.

A quick analysis of our current NSW owners identifies two or three "market segments" - they can be identified by anyone who wants to sit down and think about it.

But there are other markets and the likely introduction of a *crash'n'burn* type skiff into the Olympics (whether the 49er or some other skiff) opens up potential markets for the B14.

It is possible that the B14 could take the role the 420 has taken to the Olympic 470. However, that would mean some changes in market strategy.

Marketing can be defined as *a process which takes a manufacturer's product and makes it ready for a customer to want to buy it*. If we take that definition and the analogy of the 420/470 roles, then we have a number of market areas we should explore.

One of these is the so-called "storm rig" used extensively in Japan. If this was given a better marketing image and name (e.g. The *Intermediate Rig* or the *Cadet* etc.) it could be marketed to the youth market.

At present this market is buying boats which last two years at the most. Imagine if we could provide this market with a skiff they can buy with a *Cadet* rig and they can compete both in their own division and in the open B14 class - yet which in two or three years time they can upgrade with a new set of sails (and a new forestay and a minor adjustment to the spinnaker pole) and sail the same hull as a full B14.

We know the B14 hull will last and be competitive and the value of the boat will be there when the boat is sold. So the real cost that is the cost for each time the boat is on the water is half or less than any comparable skiff. Don't you think parents would love not having to dig into their pockets every year or two for new boats.

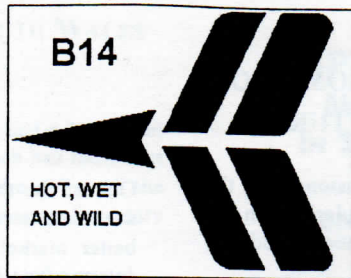
The Sydney Flying Squadron is seeking a junior boat, the B14 Intermediate could be the answer to their needs.

Look at how Laser has marketed its various rigs, full, radial and 4.2 - they have seen that parents will buy the concept of upgrading a rig if the hull can continue to be sailed.

It is up to the Association, and that means you, to come up with the marketing approach and push the B14 - Starboard Products have never had a real marketing plan (and this is accepted by Julian Bethwaite - so it is not a revelation).

So let's get out there and Sell, Sell, Sell.

- Jim Lamb (Editor)



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**1995-96**  
**Australasian B14**  
**CHAMPIONSHIP**

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**McCrae**  
**Yacht Club**  
Mornington Peninsula, Victoria

**Wednesday, December 27 to**  
**Sunday, December 31**

**'PART OF SAIL MELBOURNE '96'**

**For Details Contact**

**Rob Argent (Sec., B14 Assoc. Vic.)**  
**(03) 9397 2037 (H)**  
**(03) 9344 4848 (W)**  
**(03) 9344 6215 (Fax)**

**Martin Sly (B14 Agent)**  
**(03) 9580 2446**  
**(03) 9580 2946**

**Announcing the  
1995/96 Australasian B14 Championships  
"PART OF SAIL MELBOURNE '96"**

## **McCrae Yacht Club**

**Nepean Highway, McCrae, Victoria**

**27 - 31 December, 1995**

## **The Venue**

McCrae Yacht Club is the second home of B14 sailing in Victoria, with clear water, golden sand, good breezes, a convivial club atmosphere and some of the nicest beach views to be found on Port Phillip Bay.

The Club is experienced in hosting a wide range of sailing series and regattas, and is known as a good venue for events, with good quality event organisation and good sailing. The club is positioned adjacent to the Nepean Highway, in McCrae, offering easy access to the beach, as well as a grassed rigging area that is close to the beach.

## **The Sailing**

McCrae Yacht Club offers some of the most exciting sailing on the bay, whether it be with pounding waves in a 40 degree northerly or the fast flat conditions offered by the 15 knot afternoon sea breeze.

The sailing program starts with an invitation race and the first heat on the 27th of December, and is followed over the next four days with morning or afternoon sailing sessions, allowing some extra time for exploring the Peninsula area.

## **The Area**

The Mornington Peninsula area holds a feast of excitement for family and friends or for the spare time between races. The local vineyards (over 100 on the peninsula) provide a relaxing afternoon's entertainment after an early morning round of golf or a visit to the rose and herb gardens at Merricks North. The Arthur's seat chairlift provides scenic views and access to the Two Bays walking track to Dromana.

Local ferry and boat hire services provide interesting views of the bay and surrounds (and the racing), and also the opportunity to snorkel with the dolphins in the crystal clear waters. Parasailing is also available from the nearby Rye pier, while jet ski hire provides a way for getting some close view of the racing action (just don't get in my way - and don't bump the purple boat. It might break.). On the land there are many pleasant evening activities, including squash and sauna, ten pin bowling, mini golf or just visiting the local restaurants and bistros.

## **Accommodation**

The Mornington peninsula is one of the most popular summer holiday destinations in Victoria, so booking accommodation early is encouraged. The McCrae Yacht Club have information on local accommodation and possibly billets, and this will be passed on as soon as it becomes available. In the mean time, the Dromana Tourist Information Centre (FREECALL 1800 804 009) can provide local accommodation contacts.



## CHANGES TO NEW SOUTH WALES BY-LAWS

The Board of Management passed a Notice on Motion at its last meeting which has the effect of more carefully defining the roles of the President, Vice-President, Honorary Secretary and Honorary Treasurer.

The B14 constitution is designed to be applicable world-wide and because various laws apply in each country and, sometimes, each state, it is necessary that we have definitions which are in line with the law of the state of New South Wales.

Copies of the amended By-Laws are available from our Honorary Secretary - **Karen Bolton**.

If you contact Karen, she will forward a copy to you.

Also, copies will be available at our next monthly Board of Management meeting at the Sydney Flying Squadron on **Thursday, 20 July**.

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## THE CLUB SCENE

From the feedback being received, it would appear that there will be two clubs with B14 fleets in the Sydney area, plus a number of boats sailing at Illawarra and Gosford.

The Sydney based clubs will be the Sydney Flying Squadron (see notice regarding membership and registration) and at Kurnell Sailing Club.

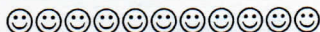
Both of these clubs are predominantly Saturday clubs, however, both will feature some Sunday races to allow keen members to sail at both clubs.

Illawarra Yacht Club have a Winter Series with two more races to be sailed and B14s are very welcome to attend. (See Notice)

## SPECIAL MEETING MEMBERS INTERESTED IN SAILING CLUB SAILING FROM SYDNEY FLYING SQUADRON

A meeting of all members who are likely to be participating in the SFS Club events in the coming season will be held at 7.15 pm Thursday, 20 July 1995.

- The SFS will be conducting club racing for B14s in the coming season.
- If you are likely to participating in the SFS Club races please endeavour to be at this meeting.
- If you can't make the meeting, please phone GRANT HUDSON on - (02) 949 4874 (Home and Bus.)



## SYDNEY FLYING SQUADRON SPECIAL MEMBERSHIP OFFER

For a limited time only, the Squadron is offering a special deal to join for the rest of this membership year for only \$10 (This includes your application fee and membership until 30 September.)

An application form is enclosed - but be quick because the offer will close in August and then you will have to pay the full joining and membership fees.

If you send your application and cheque direct to the SFS they will arrange nomination and a seconder.

# NATIONAL CHAMPIONSHIPS McCRAE VICTORIA

The Australasian Championships will be sailed at McCrae Yacht Club from:

Wednesday 27 December  
to Sunday 31 December 1995

A format for the series and a schedule of heats has not been finalised by the Victorian Association.

However, we have been advised that they will be sailing heats similar to those which proved popular at the last Australasian Championships.

There will be a least two heats each afternoon and there will probably be at least nine heats scheduled for the series.

McCrae is located on the Mornington Peninsula and is some 50km from Melbourne. It is a very popular holiday venue for Victorians - so accommodation should be booked very early to ensure you do not miss out.

The information in the centre of this copy of your *Wing Flap* newsletter has been provided by the Victorian Association.

## FOR ACCOMMODATION INFORMATION

CONTACT  
DROMANA TOURIST INFORMATION  
CENTRE

FREECALL 1800 804 009

## LETTERS TO THE EDITOR

Just a short note to answer the list of queries in the May Issue of *Wing Flap*:

- Get Clive to do it for you.
- Fat Boys only set up for light (Though we do think of changing to a medium setting at about 40 knots).
- Who cares!!!!
- Well Darren does actually, but Karen's shorter height means that her punch is delivered to a very delicate area! - Jeff Keane (Action)

Editor's Note: Thank you Jeff for taking the time to respond and it shows that at least one member reads the newsletters. I would really like to have input from all members. So how about some of you others putting pen to paper and giving us your input on what is happening.

## Boats for Sale - a very short List..

At present we only have three second-hand boats listed for sale. These are:

200 Extasea - John King - 02 489 1903

2 centreboards - both excellent (foil bags etc.)

2 new spinnakers

Registered road trailer with detachable cradle - boom rack and mast rack

An extremely well maintained and very dry boat - extremely good value at \$7300 ono

252 Miss Conduct - Doug Stuart  
02 665 5885

Registered trailer  
Asking \$7300

282 Past the Use By date - Peter Coleman  
Bus: 03 699 4777 a.h. 03 506 4309

Excellent trailer - very good condition  
\$ 7500





THE ILLAWARRA YACHT CLUB LIMITED  
A.C.N. 001 071 987

# WINTER SERIES

DIVISIONS;

☞ **TRAILABLE YACHTS**

☞ **OPEN MONO-HULLS**

☞ **OPEN CATAMARANS**

DATES;-

**MAY 21** 3RD SUNDAY **MAY 21**

**JUNE 18** 3RD SUNDAY **JUNE 18**

**JULY 23** 4TH SUNDAY **JULY 23**

**AUG 27** 4TH SUNDAY **AUG 27**

☺☺ SOCIAL AND FUN RACING ☺☺

**ALL VISITORS WELCOME**

**START TIME 12:30 pm.**

**NO ☹☹**

☞ ☞ ☞ ☞ ☞ ☞ ☞ ☞ ☞ ☞

DELIVERY ADDRESS:  
ILLAWARRA YACHT CLUB LIMITED  
1 NORTHCLIFFE DRIVE  
WARRAWONG N.S.W. 2502



TELEPHONE (042) 74 6622  
FACSIMILE (042) 74 3574

ALL CORRESPONDENCE:  
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ILLAWARRA YACHT CLUB LIMITED  
P.O. BOX 148  
WARRAWONG N.S.W. 2502