

## Message from the President



As I suffer under grey wet skies and cold Sydney weather many of our members will of course be heading into spring and the new season. Hopefully it will be a productive and enjoyable one for all ISSA member schools.

Your Administrative Council has been busy behind the scenes, supporting Executive Director Ralph in getting all the administration back on track. Membership is increasing and we are once again stable. You should have received a subscription renewal email and I know many have already renewed. We thank you for your continued support.

### Barcelona Conference

The last AGM and conference in Spain was an extraordinary affair. Courtesy of the superb generosity and organization of the Catalan Sailing Federation we were able to enjoy magnificent facilities within the Barcelona Boat Show precinct, full translation services and the thrill of witnessing the final days prior to the start of the Barcelona World Race. Joan Basacoma and his team deserve the highest praise and thanks.

### New AC Members

Arising from the conference we have welcomed Joan to the Administrative Council, along with the ever-smiling Raymond Chan from Hong Kong. To have such key representation now in two vital sailing areas – Spain and Asia – is of enormous benefit to ISSA.

### Plans for the Future

The conference also saw the emergence of a potentially groundbreaking, world-class ISSA event to be held in Barcelona in 2009 or 2010. Further details will be distributed once the Federacion Catalana De Vela finalises its proposal.

The next conference and AGM is to be held in Vienna in October this year – hosted by ISSA Vice President Markus Griessler. Ralph will be sending dates and details to all in due course.

As always, I remind everyone that our strength is in our communication with each other. Please send to Ralph any stories, details of your work or matters of interest you would like published.

Fair winds,



## Vienna Conference 2008

This year's conference will be held in Vienna, Austria from 5<sup>th</sup> - 7<sup>th</sup> October 2008.

Markus Griessler will be our host and is organising a programme of activities for Sunday 5<sup>th</sup> and Monday 6<sup>th</sup>.

Tuesday 7<sup>th</sup> will be reserved for business meetings of the Administrative Council and the Annual General Meeting.

All members are welcome to attend the AC meeting and detailed arrangements will be published on the web site.

If you are planning to come to the conference, please send an email to Ralph.

## Administrative Council

**President:** Martin Pryor (Australia)

**Vice President:** Markus Greissler (Austria)

**Treasurer:** Jean-Yves Cotty (France)

**Hon. Secretary:** Joan Basacoma (Spain)

**General Committee:**

Raymond Chan (Hong Kong)

Yoshi Inoue (Japan)

Esa Kalervo (Finland)

Tomasz Lipski (Poland)

Pierre Mahaut (France)

Terry Wise (Australia)

**Auditors:**

Leena Meisalo (Finland)

Bernard Torfou (France)

## In Brief . . . . .

### Welcome to New Members

- Bellamer International Yacht School ( Russia)
- Busan Sailing Federation (Korea)
- Nauticna Sola Dekleva (Croatia)
- Federacion De Vela De La Comunidad Valencia (Spain)

Applications are also being processed for schools in Columbia, Spain and Switzerland

### 2008 Subscriptions Are Due

Invoices have been sent out to all members on the database.

**PLEASE NOTE:** if your subscriptions are not paid by June 30<sup>th</sup>, **your details will be removed from the web site** until payment has been received.

**Members who have not paid by the AGM will cease to be members of ISSA**

### New Web Site

The web site has been moved to a new server and updated.

There is a new Members Room for ISSA members only. The plan is develop pages in this section which will benefit members of ISSA.

**Please register for the new site, your old password will not work.**

### Translators Needed

Can you help to translate this newsletter or the web site into your own language to help other members in your country?

### [SPAM] Email

I send emails all around the world and it was only a matter of time before my Inbox became full of spam.

At the moment, I am receiving hundreds of emails each day from Russia. This is in addition to the usual rubbish.

The ISSA email address has also been 'highjacked' so some of my emails may be going straight to your spam folder.

Because some member emails are not getting past the spam filters, I need to check every email in the spam folder ☹

Please add the ISSA email address and 'ISSA' to your approved list and if you send an email, please include 'ISSA' and your school name in the title of the email to help me spot valid emails.

If you send an email and do not get an answer within 7 days, please send it again

### .. and finally

Best wishes AC member Tomasz Lipski and his wife who had a baby boy in November 2007.

## Exec. News

It does not seem like twelve months since I produced my first Newsletter. Looking at my article last year, there are still many jobs that need doing but like every other problem, there are not enough hours in the day to do them. The new web site is on line but the Members room still needs work.

The annual conference in Barcelona was an outstanding weekend and a credit to Joan Basacoma and his team – thank you to Josep and all the crew at FCV for your friendship and excellent hospitality.



I am very pleased to report that we have been able to achieve one of our objectives to develop member - to - member services.

### BSC Awarded Topper Dealership

BSC Watersports Centre wrote to me, asking if I could help them to apply for the Topper dealership in Japan. After few false starts (mainly due to language issues) Yoshi Inoue is now placing orders with Topper International (another ISSA member) to supply his clients in Asia.

### Polish Sailing School Accreditation Scheme

Many members have asked if ISSA could create an accreditation scheme but because of different laws around the world, it is a difficult problem to solve. We have not given up on such a scheme but when we were approached by ISSA members in Poland to help them set up their own system, the Council immediately, gave their full support to the idea.

After various telephone calls made by your ED to the UKSA in Cowes, England, Polish representatives have attended a training programme at UKSA, supported by the Royal Yachting Association. Personnel from UKSA and RYA (both ISSA members) will be visiting Poland to assist in launching the new accreditation scheme.

### BlueWater Sailing Magazine

Starpath School of Navigation in USA are the producers of the electronic edition of BlueWater Sailing Magazine and are offering a free annual subscription to ISSA members.

View a sample magazine at <http://www.starpath.com/bws> (the free elibra reader must be downloaded first to open the magazine)

Please email Ralph if you would like to receive a free subscription.

## Discover Sailing in Paradise

by Rob Williams - Yachtpro, Thailand

Thailand is amazing and the waters around Phuket are stunning; even when viewed in glances from a racing yacht, which was how I was first introduced to the area.

When I hung up my racing shorts and set up Yachtpro in Melbourne, Australia, the urge to discover more of this unique area lingered.

As Yachtpro grew rapidly, I found a great way to get back and fulfil my urge by taking some students over for a training holiday.



These proved popular and the more I did, the more I realised that Phuket would be an ideal physical location for a Sailing School.

### Leaving Australia

While Melbourne was home and the business there successful, the years of travelling had obviously given me a desire for a different life-style. A mortality check, in the form of spinal surgery, combined with the lure of Thailand combined to cause a hasty decision to start a School in Phuket.

In the initial years here the learning curve was both steep and expensive. Without the help and support of K.Radab Kanjanavanit, one of Thailand's premier sailors and supporters of the sport, I fear the adventure would have had an early end

But it didn't!

Life in Thailand is never boring. The business grew despite the setbacks of SARs, Terrorist treats, Bird-flu and a Tsunami; we hung on in and grew.

**If you would like to see your school here, email: [issa@sailingschools.org](mailto:issa@sailingschools.org)**

### Developing Our School

As we learnt more about our clients and got information from them on their needs, we refined our courses. People travel great distances to sail with us so we developed products including Fast Track multi-certificate courses and training formats for private and two student courses, as well as the normal groups to cater to their individual requirements.

A small Bareboat fleet of smaller Hunters followed and we started programs making our yachts available for individual bookings in the King's Cup Regatta.

It sounds strange even as I write this, but I felt we were getting a bit big and I feared we were starting to lose the personal touch, that I believed, was the of the key factors that set us apart.

Yachtpro went through a major redevelopment in the last year which saw the replacement of our live-aboard fleet with new Beneteau's that include an OC323, an OC343 and a Cyclades 39.3.

### The Paradise of Phuket

Phuket has changed a lot since we've been here. The island and indeed the whole area is becoming more developed.

Thankfully there are still many anchorages where you will be the lone yacht and so many beautiful and interesting places that I don't think you could discover them all in a life-time of sailing here.

The only thing that hasn't changed in Yachtpro's years here is our desire to try to provide the best possible training and service for our customers.

For a small business like ours, very much in the global market and without a substantial local one, we are extremely conscious of the need for our products to be of the highest standard possible.

I hope you can come Sailing in Paradise sometime soon

