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DIARY DATES	
LIVE MUSIC – Friday 25 August	
WINTER SAILING DAY – Sun 27 Aug	
JUST THE GIRLS! LUNCH – Sun 27 Aug	
AFL GRAND FINAL BBQ – Sat 30 Sept	
BSYC LOG BOOK - ADVERTISING RATES	
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<b>Printer:</b> Cove Print	
<b>Editor:</b> Kylie Thomas, 8296 7935	
FLAG OFFICERS & MANAGEMENT COMMITTEE 2017/2018 SEASON	
<b>COMMODORE:</b>	Robert Turton
<b>VICE COMMODORE:</b>	Lisa Brock
<b>REAR COMMODORE:</b>	Tony Gold
<b>TREASURER:</b>	Bradley Barnes
<b>RETIRING COMMODORE:</b>	Bruce Noble
<b>COMMITTEE:</b>	Andrew Dallisson
	Peter Higgins
	Darren Witty
	Tony Turton
	Jim Lelliott
	Phil Scapens
	Chris Todd

## MEMBERS' DRAW

### Friday Nights at the Club

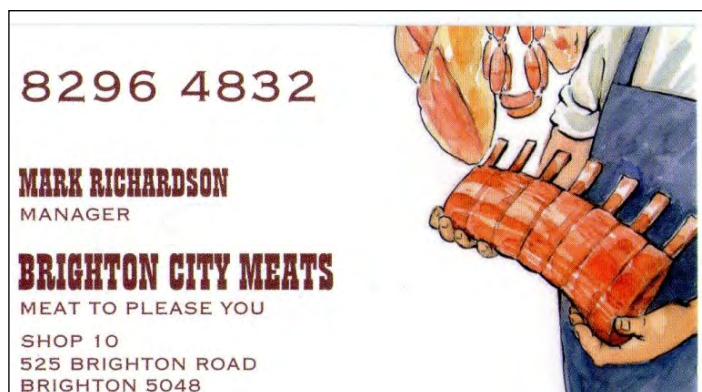
*The Members' Draw is a cash prize which is drawn every Friday night; the draw is run in conjunction with a Meat Raffle.*

*But remember, to win it **YOU HAVE TO BE THERE!!!** One name is drawn each week – so don't miss out!*

***DURING WINTER MONTHS THE MEMBERS DRAW INCREASES BY \$50 EACH WEEK!!!***

### THIS MONTH'S WINNERS:

<b>14/07/2017</b>	<b>\$150</b>
<i>Andrew Sant</i>	<i>Not present</i>
<b>21/07/2017</b>	<b>\$200</b>
<i>Virginie Perlo</i>	<i>Not present</i>
<b>28/07/2017</b>	<b>\$250</b>
<i>Sheila Roe</i>	<i>Not present</i>
<b>4/08/2017</b>	<b>\$300</b>
<i>Natalia Jastrzebski</i>	<i>Winner!!</i>







## **2017 OPTIMIST Spring Training Clinic Goolwa Aquatic Club**

**9 – 10 September 2017**

**2 days of fun coaching focused on:**

- New Green Fleet sailors (beginners)**
- Intermediate and Open Sailors**

**A great bunch of coaches and support boats to help the sailors improve over their skills over the 2 days**

This is an Optimist class event, but any sailor under 15 is welcome to join in for the weekend, as they are for any optimist event throughout the season. The sailor needs to be a member of the association (IODASA) and borrow or lease an optimist boat to use. This is a great opportunity for sailors to improve overall sailing skills and take these skills to your regular class.

Contact the association for further questions or assistance.

Saturday night dinner option details coming soon, stay tuned to this page for updates and the full program.

**Cost \$70 for a single day attendance, or \$100 for the 2 days**

### TREASURER'S REPORT

Last year I stated the 2015/16 financial year was one of significant change for the club however that was insignificant compared what the club managed to achieve in the current year.

New sheds and redevelopment of the downstairs bar have given the club a more modern feel whilst still keeping its homely characteristics.

Whilst this was all going on the commercial side of the business continued on the momentum from last year to grow turnover by 38.5%. This despite losing our food, beverage and events manager in June 2016. However what this did create, in a time where so much was going on, was a hole for cost control in this area. This resulted in the profit resulting from this extra revenue not being as significant as we'd hoped.

The commercial practices of the club continue to support our core activity of sailing. Sailing members continued

there decline this year but revenue was assisted by the 2 national championships we held in the year.

A restructure of the profit and loss report now shows us how much the club spends on sailing, and therefore how much we need to subsidise.

There is some overlap in the expenditure included in the sailing section but its telling us that it cost around \$113k (2016: \$83k) for us to put on sailing this year.

Brett Yardley has come on board in the sail training area of the business, which resulted in a further cost burden to the club and the club has broke even in this area. Brett has embraced the challenge of this and increased the professional image of our sail training. Hopefully this continues into the future with the guidance of the sail training plan we undertook, and a mentor, this is an area of the club which can thrive and in turn increase sailing participation.

### TRADING RESULTS BY AREA

**Bar** – Bar income was \$508K compared to the previous year of



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\$373K which is an increase of \$135K. The gross profit margin was consistent with last year at 61.8%. This has resulted in a gross profit for the bar of \$314,318k, up \$86k.

The wages for the bar were \$123k which is a 24.2% of turnover, last year it was 29.5%.

**Galley** – Galley sales are reported at \$205k compared to the previous years of \$144k. Gross profit on the galley is 52.7%, compared to 56% last year. This continues the trend of increasing turnover but it results in eroded margins.

The wages for the galley were \$119k which equates to 57.9% of turnover, last year it was 52.7%.

**Canteen Sales** – A slight resurgence in this area has seen income increase from \$18.1k to \$27.5k this year. This is the most part was helped by the national championships and more sailing days in the current year. Margins improved also to 41.6% from 35.6%. The wages grew by 65%, meaning the contribution on the canteen was only up slightly despite the increased turnover, due to the this increased revenue as we still struggle for volunteers in this area.

*The Commercial and Finance Committee are meeting on a monthly basis with Andrew and working closely with him to review results and discuss initiatives in all the above areas on an ongoing basis. I will takeover chair of this committee*

*from July 2017 and would like to thank Martin Pike for his assistance with setting this committee up along with his valuable input during his time.*

**Sailing Professional** – this area broke even compared to a small profit in previous year.

## **EXPENSES**

Operating expenditure has increased on last year by \$36k (16.5%) to \$254,843.

This level of expenditure is significant and the club must have income streams to cover these costs. There are a number of fixed expenses the club needs to pay to ensure premises & equipment are maintained and we can continue to get boats on the water each weekend.

This expenditure is prior to any capital expenditure the club must spend from time to time upgrading equipment, fixtures and fittings.

## **CAPITAL EXPENDITURE**

This year resulted in a large amount of capital expenditure being incurred by the club.

As well as the money committed to completing the shed project, the club redeveloped the downstairs bar, had new signage installed and purchase of Pacers, which was partly funded by our ASF donations.

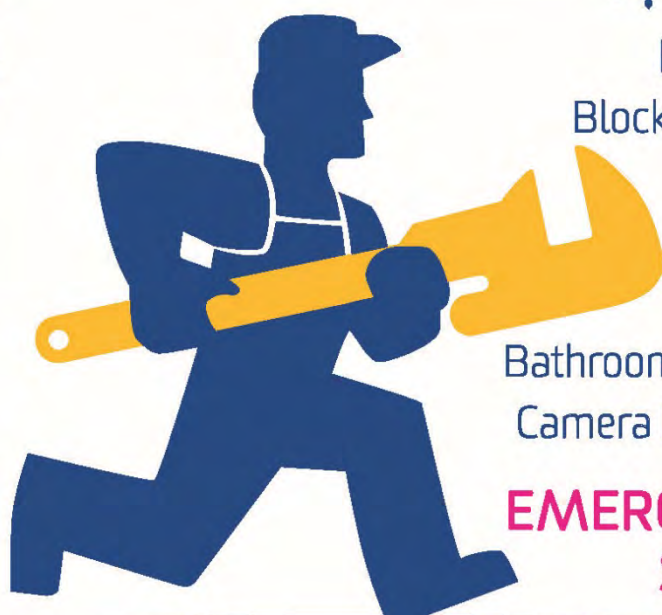
The costs of redevelopment were assessed and a deficit of funds was calculated between what we would





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receive and the cost of what we wanted. The management committee approved an extra \$50k of shed development costs which would be funded. \$49,106 has been capitalised separately on the balance for this but it is likely there was further expenditure included in operating expenditure.

Each request for capital expenditure is reviewed and submitted for approval by the management committee. They look at the cost benefit of each proposal and current funds to come to a decision on each request.

## LIABILITIES

The liabilities are consistent year on year at \$42k.

## CASH POSITION

As at April 30 the cash at bank was \$51,732 which is \$24k lower than last year. If all liabilities were paid on 1 May this would leave the club with approximately \$10k in surplus (up \$3k on last year). Despite the new sheds and bar redevelopment the

club has still not required to use its overdraft facility.

## SUMMARY

Following the year of significant change I believe the club couldn't be better placed to capitalise on its many unique selling points.

Bradley Barnes, BSYC Treasurer.

## COMMODORE'S REPORT

---

With the new sailing season quickly drawing upon us I would like to take the time to thank and appreciate our hard working volunteers.

Firstly, there are those from the Wednesday Working Group, Dad's Army as they are frequently referred to. They say with age comes wisdom so these guys *should* be pretty smart! Their efforts are obvious around the club if you are around to have a look, ranging from plumbing excavations and repairs in the men's change rooms to new windsurfer and SUP racks, from new signage preliminary works to balcony and deck repairs.



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- Private Sale of Business Contract and Form 2 preparation
- Commercial Leases
- Land Divisions and Community Title Divisions



Their members include Bob Abercrombie, Tony Colliver, Bob Couch, Mark Coxon, Peter Gold, Mike Davy, Dan Dieckmann, John Haines, John Harvey, Les Sims, Steve Sieviewright, Dave Webber, Geoff Turton, Darryl Heath, Barry Burdon, Phil Roe, Phil Webb, Steve Downward, John Cobb and I'm sure others who I may have missed (apologies!).

Without the hard work of volunteers like this I doubt our club could survive and our financial position would definitely be worse off so we all owe them a big **thankyou!!**

Our volunteers don't just end there though as we move into the roles which allow the majority of us to just go sailing. There are our rescue and committee boat crews who spend hours and hours on the water, the first ones to get out on the water and the last to leave it also.

In support of them are our Bridge crew who support our on-water rescue craft and ensure we all sail safely and our results recorded and handicapped. And there are our nomination desk duo, Anne and Pauline (they're so famous they don't need last names!). Once again I'm sure there are people who I haven't thought of or categorised, but without the continuing support of these people it just doesn't happen- we can't go sailing, so I say **thankyou!!**

Then there are our more silent volunteers, those who serve on our various committees. They keep our many services running and available, ensure our social functions occur, and that our sailors are well represented. Without those people who put their hand up to be on our Management, Sailing and House Committees once again we would struggle to survive, let alone put any sailing on so another **thankyou!!**

There are also our members who devote their time to junior sailing and assisting Brett Yardley with our learn to sail programs. These junior sailors and new adult members are where our future will come from hopefully so that area is vital. While many may have a vested interest in their support, they also volunteer in other areas of the club so we **thankyou!!**

From all of the above you can now get a picture of the large amount of work that it takes to keep our club operating in all areas and the army of volunteers that make it happen. Unfortunately we need to replace some of our volunteers from time to time due to various personal reasons. We are all time poor so the continual finding of new volunteers as that arises is becoming more and more difficult. While we have the majority of areas covered with members continuing on, we are desperately short in others.

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At present we need someone to take on the role of Bridge supervisor. This sounds daunting but our recently retired Darryl Heath tells me that with the systems in place, and ably supported by Noelene Rickards, Lindy Hansen and Don Woolman, it is well within the capabilities of most people and you can keep an eye on your favourite boat in the process (sharpie 925??!!). If you can even just help out on the bridge your time would be much appreciated. Please contact our VC, Lisa Brock.

Lastly, the House Committee recently said goodbye to long serving members Peter Gold, Christine McCloud and Wendy Cobb. They have been integral to the success of many functions, noticeably the Commodore's Ball and our now familiar format Opening and End of Season Celebrations. **Thankyou to you all!!**

This unfortunately leaves just Tony Gold, Shane Stewart and I on the HC, not the 3 best people to be choosing the social themes and agenda! With the majority of events now self-running nearly, the time demands are not huge so we are looking for fresh input and enthusiasm. If you have some time or thoughts on new functions and events then why not put your hand up? These events are essential for not only our club spirit but also our ability to provide new décor, toilets, canteens and new

rescue craft. Please contact our RC, Tony Gold.

Look forward to seeing you all down the club!

Cheers Rob

---

## VICE COMMODORE'S REPORT

I am back to work and Yacht Club duties after a most fantastic trip from Brisbane to Airlie Beach – 500nm with Brett, Malcolm and Jono a fun filled 16 days of sailing, motoring, motor/sailing, swimming, snorkelling, the beautiful turquoise water and the warm sun, plenty of whales jumping out, lots of dolphins, turtles and a few dugongs. We even caught Tuna and Mackrell (one Tuna resulted in me with a black eye!) – I felt very special to be invited on board “Off Shore” (lucky for me I could take time off and fit in with the dates!) - Thanks Brett!!!!!! – the guys along with Colin are now racing in Airlie Race Week – Good Luck

At the AGM I received a request from Bob and Sue Perkins to amend the sailing instructions to try and increase the participation numbers of trailerable yachts by changing the category to 6. We have also made a change to the number of participants for all classes in club championship and consistency races from 5 starters to 4. Hopefully by doing this we will be able to increase the numbers of boats in classes which are low and



achieve trophy winners at the end of the season.

There will be a Winter sailing day on 28<sup>th</sup> August from 12pm

State Heat dates have been coming through to me and I am on to the 3<sup>rd</sup> draft of the program and working through to meet the needs of all classes.

Wanted for the coming season

### **BRIDGE OFFICER**

This is not a scoring role – we need a person to co-ordinate the safety aspect of the bridge.

It's a very important role in the running of sailing at BSYC

Please see me for the list of duties if you are interested – If there is more than one person we could share the role and perhaps do alternative weeks.

I have also organised a race officer course to be run at BSYC on 9<sup>th</sup> September from 9am-3.00pm – doing this course will give you the qualifications to run club races – we need to expand our “army” of volunteers and hopefully get some new people participating in the running of our club. We do need a junior race officer and I am hoping that if you are interested you will

register on line via the Australian Sailing Website.

### **Race Officer Course at BSYC**

**9<sup>th</sup> September 2017 – register on line at Australian Sailing - SA**

If you would like to volunteer for any role or would like to help out in any way with any aspect of sailing at BSYC please see me, we are always looking for people to learn key roles and spread the load amongst our existing volunteers – this is a great time to be involved in our club –with Brett working really hard on the sail training, our goal is to be the best Sail Training Club in Adelaide. Any help you can offer will be greatly appreciated.

Also if you need a crew or are a crew and need a skipper let me know and I will see what I can do to get you onto the water (or keep you on the water) – with the success of the sail training there will be lots of new members who will need boats and crewing spots so if you have a boat going spare let me know so that we can retain these important new sailors at our club.

Lisa Brock

Vice Commodore

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### Around the Club

Well finally spring is just around the corner, with the days starting to gradually get longer again, but not necessarily warmer! Opening Day for the 2017-18 sailing season, on the 7 October, will be upon us soon, so now is the time get that winter boat maintenance done and dusted.

It looks as though the Sabre fleet for 2017-18 will be much the same as for last year - in terms of boat numbers and ownership. Unfortunately, however Virginia Perlo (1619 Sydney Hobart) will no longer be with us as she has secured a job in Brisbane.

For those who want to get in some pre-season sailing time, the Adelaide Sailing Club will again be hosting their popular four week Hot Up Series in September, with the first commencing on Saturday 2 September @ 1300 hrs.

The SSASA Coaching clinics are on again and will be conducted on the 16th and 17th September in conjunction with the Adelaide Sailing Club's pre-season sailing. This, as always, is a great opportunity to get you and your boat in good shape before the season starts, with expert tuition on and off the water from some of the State's best Sabre skippers. Be there or miss out!

Also, the SSASA has been busily looking at proposals for a container to ship Sabres to the Sabre Nationals

in Western Australia, even to the point of offering to sponsor \$1500 towards the container costs. However, to date there have been no firm commitments from Sabre skippers to book a place - State Secretary Jonathan Owen would like to remind those interested in sending their boats to WA to get their \$250 deposits in by 31 August, otherwise the container may not happen.

For those who like to plan ahead the 2019-20 Sabre Nationals are due to be sailed in South Australia. At this early stage the venue has not been decided, however whispers are that the Wallaroo Sailing Club will be making a strong bid to host the series - this would be the first time a non-metropolitan SA club hosts a Sabre nationals. Watch this space...

### Upcoming SSASA Events

Just a reminder of some events coming up in the first half of the sailing season:

Measuring Night (1)

Fri 15 Sept 2017 @ ASC, 7.00pm

Measuring Night (2)

Fri 22 Sept 2017 @ BSYC, 7.00pm

Pre-season Coaching Day 1

Sat 16 Sept 2017 @ ASC, 9.30am

Pre-season Coaching Day 2

Sun 17 Sept 2017 @ ASC, 10.00am

State Heats 1&2

Sat 25 Nov 2017 @ Wallaroo SC

State Heats 3&4

Sun 26 Nov 2017 @ Wallaroo SC

Bye for now, HOODOO



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# *Articles from the Archives....*

Glenelg Guardian – Thursday 23 September 1923 – Page 4

## **BRIGHTON AND SEACLIFF YACHT CLUB**

### **Annual Meeting**

The third Annual Social of the Brighton and Seacliff Yacht Club took place in the Brighton Town Hall on Saturday night. The evening consisted of toasts, presentation of prizes to the successful yachtsmen, and a programme of vocal, instrumental, and elocutionary items were much enjoyed by a number of yachtmen and friends of the Yacht Club.

Commodore E. J. Hancock presided and opened the function by proposing the loyal toast. Mr. J. A. V. Brown, Jun., proposed the toast "The Town of Brighton." He declared it to be the next most important toast to the "King." He dealt with the early history of the town, stating that it was the third oldest corporation in the State, being established in 1850, and of the vast improvements during the past 15 years, especially that of the last two years of rapid progress which proved its importance.

The Mayor (Mr. E. Anthoney, M.P.) in responding, endorsed the statements made by Mr. Brown, and stated that last year £100,000 had been spent in buildings alone and this year the amount would be eclipsed. He realised the importance of the yachting club, and their great need in order to advance was that of a suitable boathouse. (Hear! hear.) They were in possession of a fine stretch of sea that interstate yachtsmen declared to be second to none, and no other strip of sea was so adapted for yachting (Applause.) It was the desire of the Council to do all in its power to help the club by making such provision as would be in the best interests of the citizens as well as the club.

The toast of "The Sport and Kindred Clubs" was ably proposed by Commodore E.J. Hancock, and

Mr. L. T. Bennett responded on behalf of the Royal Yacht Squadron and Capt. A. Noon on behalf of the Port Adelaide and Henley Beach Clubs. "Patrons and Vice Patrons" was proposed by Mr. R. D. Radford, and responded to by Messrs. J. A. V. Brown, Senr. and Mr. A. R. Vincent. Other toasts honored were "Honorary Surgeon" and "Performers and Press."

The following prizes were distributed: - Bindarra Cup, won by Weeona, Skipper H. G. Collyer; Dunda (second), Skipper B. Woolston; Unity (third), owners Koerner and Norton; Commodore's trophy, won by Unity, owner Koerner & Norton; Sunbeam (second), Kopp and Thomas; Weeona (third), H. G. Collyer. Astoria Handicap, Weeona, H. G. Collyer; Sunbeam (second) Unity (third). Benny Cup, Unity. Sunbeam (second). Vice-Commodore's Handicap, Doreen, owned by Messrs. Hood, Gardiner and Smith. Pearse Cup, Weeona, owner, H. G. Collyer. Ladies Day, Fidenia, sailed by Miss Somerville. Rear Commodore's Handicap, won by Unity; Weeona (second). Gums Cup, Dooreen. Seacliff Handicap, Doreen. Seacliff Gala Day Cup, Weeona.

The performers for the evening were Messrs. G. Selth, F. Langdrige, and E. Smith (overture); Mr. A. Fewell (song); Mr. R. D. Radford (elocutionary items); bagpipe selections, Mr. A. R. Crawford; songs, Mr. D. Watson.

The Commodore announced the following donations for next year's events: - Woolston Cup, Rutland Ave Trophy, G. Wood Son's Trophy.

# IMPULSE NATIONALS 2017/18

Brighton & Seacliff Yacht Club

**Thursday 28 December 2017 to Wednesday 3 January 2018**

The BSYC has undertaken to host this Championship and will need volunteers to assist in the conduct of this event. Whilst we are still some time out from this event we ask Members and Friends of the Club to consider if they might help.

Those who have assisted before in such events will know the satisfaction in being a participant in this type of activity and the Club has an excellent reputation in its conduct of such Series.

## REGISTRATION OF INTEREST FOR VOLUNTEERS

Name:	
Phone Number:	
Dates available:	
Power Boat licence	Yes/ No
<b>Type of assistance that you can provide:</b> <i>(please tick)</i>	
Powerboat support vessel	<input type="checkbox"/>
Driver or Crew	<input type="checkbox"/>
Office support to the race and its participants	<input type="checkbox"/>
Bridge Officers	<input type="checkbox"/>
Tractor Operators	<input type="checkbox"/>
Canteen	<input type="checkbox"/>
Other	<input type="checkbox"/>

Please return to the BSYC Office to assist us with the planning.

Lisa Brock, Vice Commodore



# WEEKLY DUTY ROSTER

## AUGUST & SEPTEMBER 2017

**CLASS DELEGATES PLEASE NOTE THAT IT IS YOUR RESPONSIBILITY TO SWAP WITH ANOTHER CLASS IF YOU ARE UNABLE TO FULFIL YOUR DUTY ON THE DATE MENTIONED BELOW**

<i><b>Saturday</b></i>	<i><b>Class</b></i>	<i><b>Delegate</b></i>	<i><b>Duties</b></i>
5 Aug	Opti	Nicole Russell-Higgins	
12 Aug	TYF	Tony Colliver	
19 Aug	Sabres	Ron Rickards	
26 Aug	420 Dinghy	Matt Magarey Barry Burdon	
2 Sept	NS14	Lisa Brock	
9 Sept	Sharpies	Jim Lelliott	
16 Sept	505 PMSC Contender	Martin Pike John Whitrow Ian Kirkwood	
23 Sept	Opti	Nicole Russell-Higgins	
30 Sept	TYF	Tony Colliver	

### STANDARD TASKS

<i><b>During the Sailing Season</b></i>	<i><b>At all times</b></i>
1) Staff canteen from 10am till 12pm	1) Remove sand from driveways
2) Collect glasses after sailing	2) Other tasks as assigned by officers
3) Run meat raffle after sailing	3) Empty rubbish bins around Club into wheelie bins
4) Cook Sausages	

**THE DUE DATE FOR LOG BOOK ARTICLES IS THE FIRST WEDNESDAY OF EACH MONTH**



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