

RYA Wavelength

keeping RYA instructors and coaches in touch

Rockley Watersports



Dates for the Diary

1 October 2013: Requirement introduced for new and renewing instructors to become RYA members. See page 12

9 October: DofE Expedition Supervisors Training Course. See page 14

25 October: SRC conference. See page 4

15 November: Copy date for Wavelength January issue

1 January 2014: Changes to Cruising Instructor Training come into force. See page 3

25-26 January: RYA Raymarine Yachtmaster™ Instructor Conference

January 2014: Changes to the way SRC course are run. See page 4

February 2014: Edition 10 of the First Aid Manual to be provided on all first aid courses. See page 10

1-2 February: Training conference

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September 2013

Sign up now to receive Wavelength via our app
See page 13 for more details.

Preventable tragedies and setting examples

In the UK, the season got off to a tragic start with the death of a father and daughter and serious injuries of other family members when they were thrown from their RIB in the Camel Estuary near Padstow. With the family in the water, the RIB circled and struck them a number of times before a water ski instructor leapt from his own boat to take control of the craft.

There was a kill cord on board and both adults had been trained. The kill cord was not attached to the driver at the time of the incident.

That this incident occurred at all is a tragedy. That it was entirely preventable is devastating.

As is often the case, a vocal minority have taken the opportunity to voice their view that the wearing of kill cords

should be enforceable by law and that compulsory licensing should be introduced.

If we are to continue to enjoy our freedom on the water in this country, we must do all we can to encourage safe boating. As representatives of the RYA on the water, the boating public looks to our instructors as role models. No matter how many times we ask someone to wear a kill cord, if we do

not set the example ourselves our words will have no effect. Monkey see, monkey do!

Keep yourselves, your students and your families safe. Lead by example and use a kill cord at all times. When you see someone not using one, take time to explain the devastating consequences when things go wrong – you may well save a life.



Start Motor Cruising for youngsters

With the increase of motor cruisers in our marinas, it is great to see that many of the owners and their families are opting for some tuition on their own boats. **Rod Smith** – RYA Senior Instructor at SportScotland National Centre Cumbrae, shares his experience with us.

When I ran my first **Start Motor Cruising pilot course**, I met a youngster with a great character, Maksim Ferguson. I believe that Maks may still be the only eight year old to have completed this new and fun course.

Maks and his Dad made the journey up from north west England to Loch Lomond, to the family's Sealine SC42 with their sights set on the new course. The decision to run the course over two days gave Maks time to practise parts of the syllabus and do some reading in between, and allowed Dad time to get a bit more boat handling in as well.

The course is suitable for anyone eight years of age and

over. It is designed to make crew more aware of, and proficient in, personal safety, emergency situations, seamanship and boat handling.

Using various teaching styles made the learning over the two days more fun for all involved. Maks was asked to hunt around the boat to find all the safety equipment and he was quick to return with the various items requested like first aid kits, fire blanket and spare life jackets. This made a relatively daunting subject more enjoyable while giving us a chance to discuss the importance of each item and their location.

The hands-on crewing part of the syllabus was not difficult to

make fun, and trying to hook a fender out of the water was one of the highlights. We also tried this with the harness on at the appropriate length, to include more safety teaching.

Next was controlling the boat's direction and speed. This was best done in Loch Lomond around a group of islands where there are speed restrictions and shallow spots to miss.

Maks showed great promise at becoming a very good helm and I'm

sure, with practise, he will gain the Helmsman certificate at the youngest possible age, in just under four years.



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Cruising Instructor training update

As you will have heard since the Yachtmaster™ Instructor conference this year, there are changes to the way Cruising Instructors are to be trained.

From the start of 2014, only Cruising Instructor Trainers (CITs) or Yachtmaster™ Instructor Trainers (YMITs) appointed by the RYA will be able to run the Cruising Instructor course, and the course will be moderated by a different CIT or YMIT on the last day. Training can still take place at any RYA centre for sail or motor cruising.

Those who have been actively delivering Cruising Instructor training over the past two years will have been contacted and invited to attend a CIT Assessment. The assessments are running throughout 2013.

Until the end of 2013, anyone wanting to become a Cruising Instructor can still be trained by the Principal or Chief Instructor of an RYA sail or motor cruising centre.

At the end of five years as a Cruising Instructor you will need to attend and pass either a Yachtmaster™ Instructor course or a Cruising Instructor update, these will continue to be run by the RYA's team of Yachtmaster™ Instructor Trainers.

New Cruising Instructor Trainers Course

This new course will focus on how to teach and coach instructors, and will be run by a YMIT. The course will be for highly experienced Yachtmaster™ Instructors. The normal route to the CIT course will be via a recommendation following your Yachtmaster™ Instructor update.

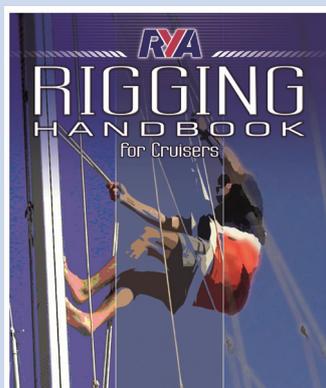
For details of Cruising Instructor courses Cruising Instructor updates, Yachtmaster™ Instructor Courses or Cruising Instructor Trainers courses please see the **Cruising and Yachtmaster™ instructors' section of our website.**

RYA Rigging Handbook

Rigging has been perceived as a black art, and many cruising sailors are reluctant to tamper with or adjust it through fear of the unknown.

The RYA Rigging Handbook aims to change that as author Allan Barwell shows you the ropes when it comes to all things rigging related. His book will guide you through the practical side of putting a yacht's rig together, including dressing and setting up the mast, setting up the rigging and making up the running rigging.

Order code: G86
Retail price: £13.99
Members' price: £11.89



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This book will become obsolete

From February this manual will no longer be current and should not be provided on first aid courses.

See the **Safety Management Section** on page 10.

Instructor resources

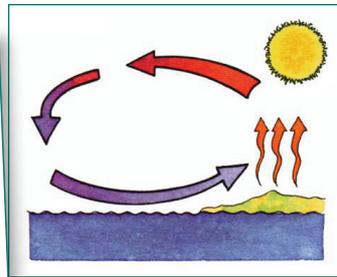
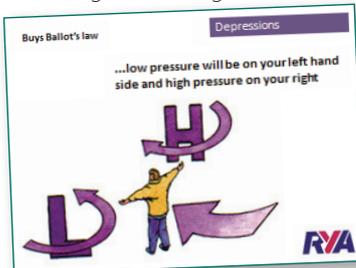
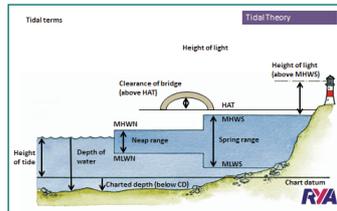
RYA Training is often asked for resources to be made available to assist instructors running the theory elements of their courses. ROM2 provides instructors with a full toolkit of slides to aid their teaching.

Although predominantly based around navigation, the slides also cover tidal theory, weather principles, pilotage, anchoring and many more useful illustrations. All our schemes incorporate these elements at various stages of learning.

Taken from the Day Skipper and Yachtmaster™ shorebased notes, ROM2 is a great resource for any RYA instructor, shorebased or practical.

Order code: ROM2

Price: £15



Reminder: Changes to SRC training

From January 2014 SRC training and assessment will change. It will no longer be possible for a student to be trained and assessed by the same SRC assessor. This is a significant change to the delivery of SRC training, and we have been working on ways to limit the impact.

To help communicate the detail of the changes, a conference is being held on 25 October 2013 at the

Marriott Hotel, Portsmouth. The conference will discuss:

- » the separation of training and assessment
- » training time requirements in the classroom
- » delivery of the new online training package
- » procedures for the exam process.

If you have not booked, please contact bethan.jenkins@rya.org.uk for more details.

RYA Sea Survival and the ISAF Offshore Personal Safety Course

The RYA's Sea Survival is a standalone course educating people in how to stay safe at sea, and includes a pool session using a liferaft. The same course also forms one day the two-day ISAF Offshore Personal Safety Course which is required by some sailors such as those competing in RORC offshore races.

If you complete your sea survival course separately to the remaining one day of your ISAF Offshore Personal Safety Course, your ISAF certificate will be valid for five years from the date of your sea survival certificate. To renew your ISAF certificate you have two options: either complete the whole two-day course again, or do

a one-day update which includes a pool session.

If your centre currently delivers the two-day course, it is also eligible to deliver the one-day refresher. Details can be found in **ISAF Offshore Special Regulations Appendix G Part D** on www.sailing.org.

Please note: the one-day refresher course **MUST** include a pool session as ISAF considers this to be the principal element of the course.

Certificates issued following either the two-day course or the one-day update must be dated from the day of the pool session, and will be valid for five years from that date.

RYA Interactive

As we put this edition of **Wavelength** together we are testing the upgrade of RYA Interactive, aiming to go live very soon.

The main driver behind the upgrade is to make the site 'belong' to our training centres with a slicker appearance and a better user experience for your students direct from your own websites. Many of you have asked for this – we trust you will like it!

The site should be just another way in which you can choose to offer RYA courses, in the way that you might also offer courses in the classroom or on the water. Until now, the perception of many students taking courses on the site is that they are students of the RYA, not students of your centre.

We are keen to change this by making your links with your online students much stronger. So, we'll be making a few changes:

- » Students will only be able to sign up to the site by contacting their chosen centre first. No more students with whom you

have little or no contact.

- » We are branding centres' site areas more robustly, from the moment your students open the site and before they have even logged in... and it will look nicer too!
- » Professional Practices and Responsibilities students will be able to pay centres direct for the course and the process for them applying for re-assessments will be streamlined.
- » We will be adding to our suite of courses offered through the site, starting with the Short Range Certificate course early next year, giving centres and students a choice for how they study prior to their face-to-face exam.

So, exciting times for RYA Interactive! If your centre is recognised for our online courses you will be kept informed as these changes take effect. If you are interested in gaining recognition once the upgraded site is live, please email interactive@rya.org.uk.



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Fire! Fire!

It is now an RYA and MCA requirement to carry a fire extinguisher on board any powerboat when it is being used for RYA training purposes.

The requirement is to carry an extinguisher with a minimum fire rating of 5A/34B. This means the extinguisher must be capable of extinguishing 0.5m² of class A flammable solids eg: wood or paper, or 3.4m² of a class B flammable liquid eg: petrol or diesel.

Which fire extinguisher should you buy?

The most practical solution for a small powerboat would be a 1kg dry powder extinguisher, sealed in a clear plastic bag to protect it from salt water. Heat sealable bags are ideal for this and can be easily torn open if needed.

Another possibility would be to carry the extinguisher in a dry bag with your basic safety equipment.

Remember to store the

extinguisher **away** from the engine and fuel tank.

Be prepared

It is well worth spending time pre-planning how you would tackle an engine fire, and finding a suitable place to inject the powder. If a fire occurs this pre-planning will allow you to act quickly and help to avoid a panic. Ensure appropriate training is given to all those involved.

What if a fire breaks out?

Move all personnel as far from the fire as possible and make a distress call. Prepare to abandon the vessel. Bear other hazards in mind too such as cold shock and distance from shore.

Fire within an outboard engine

Assuming the engine itself is on fire, attempt to isolate the fuel supply to the engine. If safe to do so, extinguish the fire using the dry powder extinguisher. **Do not** remove the engine cover to tackle the fire as this will feed oxygen

to the fire. Inject the powder into the engine cover through the pull start, if the engine has one, or through the air intake.

Fire within an inboard engine

Inject the powder into the engine compartment without opening it. Often there is a specific hole provided for this purpose. Know your engine!

Fire within a fuel tank

If the fire involves spilt fuel or the fuel tank itself, aim the dry powder extinguisher at the deck just in front of the fire initially. This 'bounces' powder through the base of the fire preventing re-ignition. Then work away from you to fully extinguish the fire.

The links below to www.cornwall.gov.uk offer further boating fire safety advice:

- » **Fire Safety on Boats**
- » **Avoiding Fire Afloat - Safe Use of Petrol**
- » **Avoiding Fire Afloat – Safe use of LPG**

Stickers available

To order RYA training centre tick mark stickers or kill cord stickers email training@rya.org.uk



Training Centre stickers come in various formats, for use on boats, office windows and are ideal for applying to dark or textured backgrounds.

Wear the Kill Cord

Attach the kill cord around your leg.



www.rya.org.uk 0844 556 9528

Kill cord stickers should be seen on all your powerboats. Keep spreading the message.



Inland Waterways Crew Course

'This course has filled a gap in the training we can offer and will prove to be very popular' reports **Peter Barnard MBE**, RYA Inland Waterways Trainer and Principal of Lincolnshire Boat Training Services. Two students from either end of the candidate spectrum have proved just how useful the Crew Course is for those cruising the Inland Waterways, as Peter explains.

Here at Lincolnshire Boat Training Services we have received recognition to run this new course and, at the time of writing we have instructed two candidates: a 10 year old girl and a mother of two.

Candidate No 1

A couple came to us for an Inland Waterways Helmsman's Course and at the same time we ran the Crew Course for their daughter. They were delighted that their 10 year old daughter could get

involved in their boating activities.

The young girl had a most enjoyable time covering personal safety, seamanship, emergency situations, man overboard drills, coming alongside, picking up a mooring and boat handling. She enjoyed helming the boat so much we had difficulty in getting her parents to have their turn!

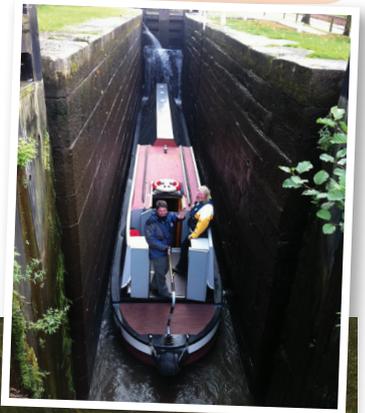
Both parents and their daughter said how much they had enjoyed their course and how they could use the training to work together as a team.

Candidate No 2

This lady had stated she did not want to complete the Inland Waterways Helmsman's Course, but would like to spend time on the boat to understand what was required to cruise the inland waterways safely. We persuaded her to complete the Crew Course so she could help her husband handle their new boat. She readily agreed and had a most amazing time on the course.

Both candidates agreed that the Crew Course was ideally suited to their needs and would recommend it to their friends.

This new RYA course has been piloted during 2013. It is a one day stand-alone course, or two days if run in conjunction with the Helmsman's course. It is ideal for introducing friends or family members to crewing a vessel on the Inland Waterways, giving them an understanding of how they can assist the helm. The minimum age to complete this course is 8 years.



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Having fun teaching the 5 essentials

As any RYA Dinghy Instructor knows, the 5 Essentials are, quite literally, an essential part of their teaching repertoire. **Simon Winkley**, RYA Coach/Assessor explores engaging, fun ways of delivering 5 Essentials training to improve students.

» Sail setting » Balance » Trim » Centreboard » Course made good

There are several approaches to teaching a manoeuvre:

- » Teach the students how to do it
- » Teach the students how not to do it
- » Allow the students to experiment.

The second approach could be termed as *opposite learning theory* and, although it should not be used exclusively, it does have its place.

Only teaching someone how to do something exactly right may, to some extent, stifle the learning process by removing opportunities to experience what it feels like when things are not quite working as they should.

A blend of the three approaches can provide an exciting learning platform.

Sail setting

Let's start with the sails. Try getting the students to alternate from setting the sail correctly (sheeting in until the sail just stops flapping) to sailing over sheeted. What are the differences in how the boat feels? How about an over-sheeted beam reach race? Whilst everyone sails over-sheeted they will have to squeeze as much as possible out of the other four essentials to make up for the unfavourable effects of over-sheeting.

The conclusion that sail setting is key will become obvious but

the students will have developed an additional awareness of what feels wrong, which can only help to understand how the boat feels when the sails are set correctly.

Another alternative is to get a group of boats to lineup from windward to leeward with some setting off with sails set correctly and some over-sheeted. The impact of over-sheeting should be seen immediately.

Balance

Weight distribution across the boat is a critical element of sailing and should be worked on to some degree during every coaching session. The classic problem is heeling too far to leeward in a prolonged gust which causes the sailor to pull hard on the tiller as they fight the boat's urge to turn towards the wind (weather helm).

Try explaining why this happens. In simple terms, if the sail's mid-point (centre of effort) is over the hull, the boat will sail straight. If, however, the centre of effort is allowed to 'lean' over the leeward side, then the leeward side experiences more drive than the windward side, so the boat turns towards the wind. The boat's hull shape helps with this.

So, try a tacking or gybing session or a straight line sailing session with both correct and incorrect balance and discuss the differences in how the boat



Get your students to feel the effect of excessive heel on the rudder.

behaves, especially in terms of the feel of the rudder.

Gybing with excessive leeward heel is particularly tricky, with the boom having to defy gravity to cross the boat in addition to the problem of weather helm.

Trim

Weight distribution fore-and-aft can be exaggerated for learning purposes. Ask students to move their weight too far forwards or too far back in the boat, ideally with the same type of boat close by using correct trim. Assuming this activity is kept safe, great fun can be

had as the students gather on the foredeck or cluster around the tiller as the boat's bow dives or rises.

Then bring out their experiences in the debrief. Speed-loss due to excessive drag and lack of pointing ability is likely to be experienced whilst trimming too far aft and, whilst trimming too far forward, loss of drive from the semi-airborne rudder and resistance at the bow will be apparent. Bringing the changing shape of the wake to the attention of the students as they trim fore and aft will enhance their understanding of where to position their weight.



As one boat retracts the daggerboard the effects of leeway will be highlighted



Compare the extremes of fore and aft trim to help learn how to trim the boat correctly.

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Feel the excessive drag and lack of pointing ability when sitting too far aft.

Centreboard

Leeway (making way to the lee – or downwind) is the concept of the sideways/downwind slip of a dinghy. This is minimised by the use of the centerboard.

In the classroom you could explain this by placing a large whiteboard flat on a table to represent a bird's eye view of the water. Draw a wind arrow and place two model boats at one side of the board pointing across the wind. The windward one has its centreboard set correctly and the leeward one has no centreboard down.

Demonstrate how both boats set off together on a beam reach and show how the leeward boat slides downwind, despite remaining at 90 degrees to the wind. When the two boats reach the other side of the board they will be a certain distance apart. This distance can be explained as a measure of leeway.

Now comes the fun part. Literally drop the students into this scenario by getting them out on the water to reenact it in paired boats. Regardless of whether a student is in the boat with the centreboard up or down, they will experience first hand the effects of leeway.

This can be taken one step further on the water by changing the point of sail to close-hauled where the effects of leeway will be even more apparent. Fishing around in the debrief may also highlight the loss of power in the sail experienced by the helm as a side-effect of the leeway.

Course Made Good

Sometimes referred to as 'course sailed', this is the art of getting from one place to another in a

sailing boat. For an intermediate student this may include the basic navigation of a sailing area, or may focus on the choices made when sailing a triangular course to include angles and distances sailed, as well as effective mark rounding.

In the classroom a horizontal whiteboard with model boats can be used once again with students working in small groups. One group can design a sailing area with a start and end point for the other group to discuss the best course to sail. Hazards to negotiate, depending on the students' experience, could be: areas used by other water users, shallows, rocks, shipping lanes, headlands with overfalls and wind bends. Some of the concepts discussed in this session can be highlighted later when back out on the water.

A platform for student experiences

Both adult and junior students engage well with sessions which have an interesting twist. Such sessions may also be run by Senior Instructors to develop their instructional team to help them, in turn, to deliver creative training sessions.

Running exercises to experiment with two of the 5 Essentials in one session, one after the other, works well before returning to shore for a debrief. Allow the discussion to progress naturally. Take care to listen to what the students have discovered and try to link their discoveries with established sailing principles. This should help to improve your students' understanding of the 5 Essentials and they should have had some fun at the same time.

If Morecambe and Wise flipped a rig

'Quite often when we are learning moves we come unstuck at the same point in all of them. This is good news in a way as if we can get that one skill sorted then a whole host of moves will start to come together' says **Sam Ross**, RYA Windsurfing Trainer and Advanced Instructor.

The rig flip has always been one of these. The gybe immediately jumps to mind as so many times we come round, about to exit, and the rig gets ripped from our fingers. There are so many other moves at every level where this is an issue.

Heli tacks, clew first waterstarts, gybes of every flavour and spocks can all end in flames as the rig is ripped from our fingers.

Interestingly, the rig flip is one thing in windsurfing that stays almost exactly the same from when we first start learning or coaching it, right through to advanced level. The actions don't change and it should be something we can dispatch effortlessly as we improve. But for some reason it's a continual stumbling block.

The rig flip is well documented and the tip of moving the hand to the boom clamp when flipping is one of the best out there. However there is something even more fundamental that could unlock all these moves.

Ask yourself the question: on which point of sail do you have the

most power in the rig? Answer: the broad reach. But what about when we are clew first? It's the opposite! The closer to the wind we are clew first, the more pressure in the clew. So if we release the rig, the result normally ends in a crash.

We need to flip the rig when we are off the wind. As soon as we come round to a beam reach in a bit of breeze, it will be incredibly hard to control. The heli tack is a great example as we often try to force the rig through the wind only to have it ripped out of our hands.

The gybe is another - we hang on too long to stabilize but end up unable to flip the rig in control.

So it's not just how you flip the rig, it's when. Stay off the wind for no pressure rig rotation. This is another example of coaching the tactics of a move rather than the technique. The 'when' is often just as important, if not more important, than the 'how'.

Quite often we realise that our students may be windsurfing a little like Morecambe and Wise. They may be doing all the right moves, just not necessarily in the right order!



The Dinghy, Keelboat & Multihull instructors' page is now LIVE
Take a look at www.rya.org.uk/go/dinghyinstructing

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More are swapping to the Quba



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ISAF learn to sail boat



RS Venture

The award-winner taking the world by storm. Carries up to 8 crew in comfort & style.

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Sailability dinghy and keelboat courses

RYA Training has been working to ensure clarity and consistency with regard to the suitability of craft used to deliver the RYA National Sailing Scheme (NSS) for sailors with disabilities. Specifically, when a boat is classed as a dinghy or keelboat, and the impact this has on the instructor qualifications required and the courses that can be delivered.

Popular craft used within Sailability are shown below with the instructor qualifications required to deliver RYA Training courses:

NNS Courses	Delivered by	Popular craft
Dinghies	RYA Dinghy Instructor	Access
Keelboats	RYA Keelboat Instructor	Hawk, Sonar, Yeoman, Martin 16, Laser Stratos

As Principal or Chief Instructor, it is your responsibility to ensure you are fulfilling the requirements of recognition regarding the correct staffing for craft being used and courses offered.

We will be looking to ensure that all centres are complying with this from January 2014. If you are using craft which are not listed above, or are unsure which discipline of the National Sailing Scheme your craft are suitable for, please do not hesitate to contact **RYA Training** for advice.

RYA Race Coaching Handbook

Previously published as the RYA Coaching Manual this is an essential reference book for all racing coaches.

It is available in both print and digital, and covers three distinct topics:

- » Coaching principles
- » Coaching fundamentals
- » Coaching checklists

Packed full of useful ideas, knowledge and advice gathered by a range of coaching experts.

Order code: G101

Retail price: £8.99

Members' price: £7.64



Amanda Van Santen

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Safety Management

Reduction in red tape

RYA training centres have occasionally been victims of unnecessary visits from local authority regulators. However, a new code introduced by the Health and Safety Executive (HSE), the 'National Local Authority Enforcement Code', may assist in future occurrences.

A recent independent review of health and safety legislation has seen the introduction of this national code designed to ensure local authority regulators take a more consistent and proportionate approach to enforcement.

Local authorities are being encouraged to inspect premises deemed 'higher risk', or where risks are not being effectively managed. Proactive inspections should only be used to target high risk activities in sectors specified by the HSE. Sailing is not one of them!

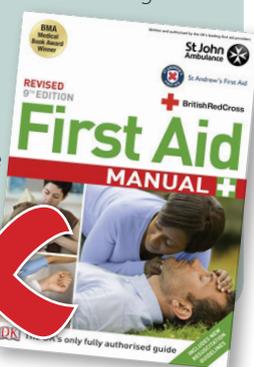
For further information on the code please visit the **HSE website**:

First Aid Manual – Edition 10

Edition 10 of the St Johns/ St Andrews/Red Cross First Aid Manual is expected to be published in **February 2014** and will need to be provided on all first aid courses as soon as it becomes available. Old editions on training vessels will need replacing too.

Please only order the quantity of the current edition that you actually need between now and then, as we will be unable to offer refunds or exchanges.

This version will become obsolete



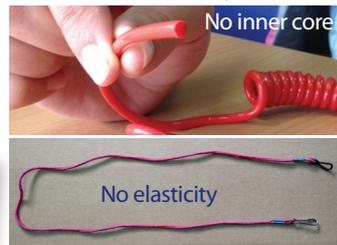
Kill cord health check

As we know, not only is it important to wear the kill cord at all times when the engine is running, it is also a condition of the RYA recognition.

Making sure it is attached securely around the leg, well clear of the steering controls and throttle is something that RYA training centres are pretty good at.

Something which is often picked up on at the annual inspection is, 'when is it time to buy a new kill cord?' Over time, kill cords of all types degrade from sun and salt water exposure.

Take a look at these photos.



Checking that the cord has not become stretched and lost its elasticity is a must. Kill cords with fabric covers are most prone to this, but plastic covered ones are not immune.

There have been instances of plastic kill cords snapping. Check whether your plastic kill cords have a nylon inner core– this makes for a stronger cord and can add longevity. When it's time to renew your kill cord, replace it with one with an inner core.

Check the crimping on the kill cord for signs of degradation such as rust or wear. You can see on the one below, the cord has pulled right out of the crimp.



Keep up the good work with spreading the kill cord message, and remember to take care of your little life saver by giving it a health check!

Watch **When should I change my kill cord?** with RYA Chief Instructor Motor Cruising & Power, Rachel Andrews.

Kill cord stickers are available from RYA Training – just email training@rya.org.uk

Thinking outside the box

In 2012 when much of our sport suffered due to the economic climate, one of our centres thought outside the box to get things moving. Femi Omotosho of Surrey Docks Watersports Centre tells us his story.

In May 2012 Surrey Docks Watersports Centre decided to run an online promotional site offer as part of our marketing campaign. After staying at a couple of really nice boutique hotels using online deals, I thought the same selling concept might work very well with off-season and pre-season courses.

A two hour taster session was discounted to a very affordable £18 per head for an experience in sailing and kayaking. The offer ran with Groupon for 10 days.

While our competitors watched with disbelief, our sales figures rose to over 500 and prompted our friends from across the Thames to ring and ask, 'How on earth are you ever going to deliver that lot?' With up to 24 people on each session, we had to deliver over 25 sessions.

We scheduled the sessions for quieter weekends and a few evenings between June and October, and delivered some fun and sociable sessions. All sessions were photographed and the pictures were uploaded to photo dispensaries with session members being invited to view and copy them. This in turn led to a bigger electronic footprint being created via social media as members edited profile photos with heeling Pico shots and a significant amount of happy capsized portraits.

Of course the motivation for us was to ensure that participants converted onto full courses, which meant a comfortable lounge chair debriefing in the clubroom was essential, along with a 'too good to miss' offer on courses.

Our conversion rate was 30% and I'm sure you can do the maths and surmise that we had to order unprecedented numbers of certificates from RYA House in 2012!

In addition to this we enjoyed at least 30 bookings due to the inevitable 'Where did you do that?' question that followed participants' Facebook posts.



So, in a year when our sport arguably suffered due to the economic climate, a little offer helped us out no end. There were many lessons we learned including how to run a slick booking process. Of course the margins were low, so we really did rely on slick organisation

of each session and good weather to make it all come together effectively. But overall (without sharing all our operational secrets) Groupon worked for us very well.

By the time you are reading this we are probably well into delivering 2013's Groupon watersports offer!

An update on licencing

The proposed abolition of the Adventure Activities Licensing Authority (AALA) licence has been **paused** in England, enabling further consideration on how to develop a regime to take its place. Consultation is likely later this year.

A statutory licencing scheme will remain in Scotland and Wales, details of which have not been decided.

Anyone providing adventure activities should continue on the basis of 'business-as-usual', ensuring you hold a licence if required.

Inspections for AALA

The AALA inspection should ensure there is good safety management practice in place at the time of inspection and for the duration of the licence. Below are a few key points raised by AALA at a recent inspection of an RYA training centre:

- » Effective recording of instructor qualifications
- » Evidence of regular staff training
- » Methods to receive, monitor and review feedback and complaints
- » Monitoring and ensuring activity meets requirements.

After school and holiday clubs – have your say!

The government are seeking views on reforming the current systems for childcare providers, reducing bureaucracy and burden for after school care.

This is especially important to organisations such as RYA Training Centres who run after school or holiday clubs. Their focus will be on reducing the current registration and qualification burden, helping children to be free to relax and experience new things or develop new skills such as sailing and windsurfing. Should this change be made, it could result in you being able to register to accept childcare vouchers, encouraging parents to use them towards discounted RYA activities, rather than main stream childcare. To have your say visit: www.gov.uk/government/consultations/childcare-regulation. Consultation closes 30th September.

Certificate registration

When registering your students' certificates online please make sure you include their correct date of birth. If you guess at it and your student's qualifications are subsequently checked by an authority such as the MCA, you could do them a great disservice. Dates of birth that don't tally may mean that the qualifications they gained in good faith cannot be verified.

Certificate registration help

- » Worried about registering your first batch of certificates?
- » Can't remember how to do it? Help is at hand in the form of a series of short videos taking you step by step through the process.

See www.rya.org.uk/coursestraining/resources/Pages/guidance.aspx

Reasons to join the



Exclusive benefits for our instructor members:

- » Discounts on Musto, Bolle and Spinlock products.
- » Brand new discounts on SLAM, OverBoard, Ocean Safety and Gill
- » Special Instructor membership card, car and boat stickers.
- » Discounts on selected instructor courses

Plus our standard membership benefits:

- » Fighting your corner
- » Free unlimited boating advice
- » Money saving offers
- » Bespoke support from RYA experts
- » RYA Magazine
- » Globally recognised qualifications
- » Exclusive e-newsletters
- » World class training
- » Support your sport
- » RYA Shop discounts

In addition to these great benefits from the RYA, we have a range of offers and discounts from partner organisations. Here are just a few of our partners...



RELAX AS HARD AS YOU LIKE



For more information on these and many more RYA offers and discounts see www.rya.org.uk/go/benefits

GOLD INSTRUCTOR BENEFITS
Claim your RYA Gold Members pin badge now!
Minimum 5 years membership needed to claim

RYA membership for instructors – changes to our current policy

Most sporting national governing bodies have a requirement for all stakeholders, coaches, instructors and officials etc to be members of the organisation under which they are qualified. This ensures a healthy relationship between the governing body and all those who are involved with it.

RYA Council has recently made the decision that all **new** instructors as well as those **renewing** their qualifications will be required to hold RYA membership.

This will align us with other sports' national governing bodies.

The new policy will come into effect on 1 October 2013. If you are due for instructor renewal in the near future you may wish to get ahead of the game by joining the RYA here: www.rya.org.uk/go/join

The five yearly revalidation fee will be abolished, and instead the

fee paid will buy membership for one year. If you are already a current personal member, your certificate will be renewed free of charge. It is our belief that once instructors understand the many benefits that are available through RYA membership they will elect to retain their membership on a permanent basis.

With our continued growth overseas, we have many instructors who are already members of national governing bodies in their own country. If you are applying for or renewing your RYA instructor qualification and can demonstrate that you are already a member of an appropriate national boating governing body you may be exempt from RYA instructor membership.

The RYA membership department has been working hard to identify exactly what it is that people value most about membership. They

have also enhanced the number and value of personal and instructor membership benefits available, from discounts on new cars and holidays through to great deals on sailing equipment and clothing. The list of benefits grows daily.

Click here to see benefits available to **RYA Personal members**.

Additional benefits available to **RYA Instructor members**.

If you are a centre principal responsible for a training centre that offers RYA instructor courses, you will need to ensure that all relevant marketing material and course paperwork is updated to reflect these changes prior to 1 October 2013.

New membership benefits

Ocean Safety has recently partnered with the RYA Instructor Benefit Scheme, giving members access to a wide range of essential training equipment.

All RYA Instructors will have the opportunity to discuss their training equipment needs with Ocean Safety's Training Manager, Chris Waterman, and use the range of products that have been developed specifically for professional trainers. It will ensure that they have access to the best and most relevant training aids on the market. This includes the training version of the Ocean ISO liferaft which has been specially modified to ensure its longevity when used in a pool environment.

The partnership with the RYA will give RYA instructors exclusive access to these and a number of specific, discounted, products

- invaluable items which will enable you to carry out your work more effectively. These products include: Ocean ISO training raft, dummy Hansson Pyrotechnics, dummy Kannad EPIRBs, SARTs, R10s and Kru lifejackets.

As a specialist in the worldwide supply and distribution of training equipment it is crucial that Ocean Safety can support the commendable training that the RYA offer.

To view the fantastic offers available see www.rya.org.uk/go/OceanSafety

To receive the exclusive pricing, register an account as an instructor. Once your details have been verified, you will have access to pricing and have the ability to place orders.

We also have a new Instructor membership offer with SLAM, details are here: www.rya.org.uk/go/SLAM

Gold instructor membership

The RYA is delighted to announce our Gold Instructor member recognition scheme. Qualifying members will be RYA instructors who have been members for a minimum of five years. These members will be able to claim their specially designed RYA Gold Members pin badge from the RYA.

'The RYA recognise and greatly value the work done by our instructors in promoting boating in general and would like these members to be recognised by others in turn,' explains Conor Swift, RYA Membership Manager.

'The pin badges are the first in a line of enhanced benefits that we are currently working on in an effort to improve the tangible benefits we offer our long serving gold member instructors.'

Find out more about RYA Instructor membership at: www.rya.org.uk/go/InstructorMembership



OverBoard instructor membership exclusive offer

Beach, Boat, Board and Life, Keeping your valuables safe! OverBoard's mission statement is a simple one: to keep water, sand and dirt from ruining personal effects and electronics.



OverBoard manufactures a wide range of stylish and 100% waterproof products, from small camera and phone cases to backpacks and large duffel bags.

Tough, hard-wearing and stylish, OverBoard products have been proven in every kind of environment. Whether you're sailing, relaxing on a boat or just chilling on the beach, OverBoard's waterproof bags and technology cases will keep your valuables safe and dry every time.



The offer!

Beach & Sea are offering all RYA members up to 30% off selected OverBoard products. To purchase an OverBoard item and receive the discount simply visit www.beachandsea.co.uk, register your account for free and enter the discount code:74B6 at the checkout.



Sign up now to receive Wavelength via our app

You can now opt out of receiving the printed and emailed editions of Wavelength, and view them via the RYA eBook app instead. Just email

wavelength@rya.org.uk with your name, membership number and postcode and the next edition can be delivered straight to your Apple or Android mobile device.

RYA eBooks

eBooks are proving to be a great teaching tool

Paul Glatzel, RYA Instructor: *'The animations and videos are a great way of teaching. Using the RYA eBooks through a tablet has opened up a really simple and cost-effective way to help students visualise a topic and learn more quickly. Many then go away after the course and purchase their own version of the eBook to consolidate their learning.'*

New desktop app brings 15% members' discount for eBooks

It is now possible to buy RYA eBooks directly from the RYA webshop, for use on mobile devices, PC and Mac desktops. This is in addition to the existing Apple App Store for iOS devices (iPad/iPhone) and Google Play

Store for Android devices.

Being able to buy your eBooks through our website enables members to take advantage of the 15% discount on all digital purchases bought through the RYA shop, and the unique login allows you to download the eBook to three separate devices across all the platforms.

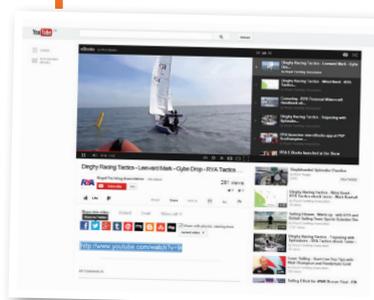
The future

All new titles and editions will be available in both print and digital and it is our aim to turn all our existing publications into eBooks within the next couple of years.

If you have an enquiry regarding RYA eBooks or have a preference as to what you'd like to see next, then email ebooks@rya.org.uk or visit www.rya.org.uk/go/ebooks for more information.

Keep up to speed with RYA books

RYA Publications are expanding their presence on social media channels through Twitter and YouTube. Here are the reasons you will find them useful as an instructor:



It is also an additional direct communication channel to the publishing team, if you have views and comments to air.

» The RYA books YouTube channel includes videos publicising our range of books. They are organised into user friendly playlists so they're easy to find. YouTube videos can be shared through your own social media channels or even embedded on your website to help promote the books that you sell through your centre.

With the rise of eBooks, we will be publishing much more video content in due course.

» Twitter is being used to announce book news, information on updates, new products and offers – a very useful source of information.

Twitter – [@RYAPublications](https://twitter.com/RYAPublications)
YouTube – [RYA Books](https://www.youtube.com/RYABooks)

Duke of Edinburgh update



Six months have passed since the RYA partnered with Duke of Edinburgh Award (DofE). We've received a great response and exciting ideas from training centres, instructors and participants about how the RYA and DofE are working together.

Whether you are involved with OnBoard, Sailability or an RYA Zone Squad sailor, RYA Training can now assist you in helping participants complete part or all of their award.

Can you help us?

The RYA would love to hear from you if:

- » you are an RYA Instructor or Senior Instructor qualified as a DofE Supervisor or Assessor who would be happy to assist local RYA DofE centres and participants.
- » you don't hold DofE qualifications, but are interested in helping young people complete their award.
- » you are able to help with expeditions by dinghy, keelboat, windsurfer, yacht or inland waterways, at RYA training centres or clubs.

If any of these apply to you, please send your details to Dawn

Seymour at RYA Training on dawn.seymour@rya.org.uk.

RYA Training are planning to host the required courses to get you qualified during September/October. Information on the courses for the various levels can be found in the 'Courses and Training' section of the RYA website.

Duke of Edinburgh and Sailability

One of the guiding principles of the awards is 'achievable by all', and the chance for young Sailability sailors to gain their

DofE awards could bring an extra reward, as well as experience in the sport they enjoy.

With volunteering recognised throughout the three award levels, this also brings our centres and clubs benefits. What better way to get new volunteers!

For further information on how the Duke of Edinburgh Award may work in your club or centre, please contact RYA Training.

Small problems lead to big adventures

Myles Ripley, Senior Tutor from Sedbergh School, took on the challenge and helped his Silver Award participants investigate how they could do their expedition by dinghy rather than foot, overcoming the issue of not being near coastal waters. Here's a snippet of their account...

Never let a small problem get in the way of a big adventure! the motto of students Katherine and Nicola Fleck, Chay Turner-Richard and David Hendrickse. They decided to take up the challenge and planned their expedition by dinghy.

Knowing it was not possible to do the expedition on one lake, they started to look for other solutions. Given the logistics and constraints of a school term for both expeditioners and supervisors, the Lake District solution had to be explored. It was suggested that they should put in an expeditions variation request so that they could combine sailing on two lakes with a walk between the two, while the supervisor



moved the boat by road. This was agreed and they planned a Coniston sail, Grizedale walk and a final day on Windermere, practising first on Ullswater.

So, with plans, risk assessments and protocols for the trip drawn up, they launched on a cold day in late April and headed to Ullswater for the practice trip, shadowed by the safety boat. A welcoming NW force 3 to 4 greeted them. Choosing to reef, the group sailed down to Glenridding via lunch on the west shore, with hot soup being vital to keep up morale in the cold weather. With a landing point organised for Glenridding Sailing Centre, the boats were beached

and they ferried their gear up to the campsite and lit the BBQ.

All DofE expeditions must have an aim or purpose. The group had many ideas of what could be explored on route including freshwater ecology, astronomical measurements and aspects of tourism, but finally settled on a comparison of density and style of lakeside buildings on the two lakes.

With their school exams over, it was time for the qualifying expedition!

To read the group's full account visit the RYA website, www.rya.org.uk/go/dofe

The group commented: 'It was definitely a good decision and we

thoroughly enjoyed ourselves, even if passers-by were concerned by our (hymn) singing. We were blessed with mainly dry weather, favourable winds and, apart from the practice, quite warm conditions.'

Whether you would like to encourage people to learn to sail, progress their skills, train up safety crew for club racing or assistant instructors, there is an element of the DofE award that can be integrated to add a little extra achievement!

So what are you waiting for? Get planning. We look forward to hearing about your adventures. Further information and advice can be found at www.rya.org.uk/go/dofe or by contacting RYA Training.

DofE Expedition supervisors training course

at RYA House, Hamble
Wednesday 9 October
For further information contact:
dawn.seymour@rya.org.uk
www.dofe.org/en/content/cms/leaders/training/estc/



Regional contacts

East Robbie Bell 07747 563298 robbie.bell@rya.org.uk	Scotland Gail Joyce gail.joyce@rya.scotland.org.uk
Midlands Gareth Brookes 07876 330136 gareth.brookes@rya.org.uk	Wales Ruth Iliffe 07824 990696 ruth.iliffe@welshsailing.org
North East and Yorkshire Adam McGovern 07771 642933 adam.mcgovern@rya.org.uk	Channel Islands John Elliott 07781 125526 elliott@cwgsy.net
North West Sally Kilpatrick 07747 534527 sally.kilpatrick@rya.org.uk	Army Clive Grant 07768 925678 clive.grant937@mod.uk Jon Metcalfe 07768 988258 jon.metcalfe928@mod.uk
South and South East Andy Hooper 07748 806733 andy.hooper@rya.org.uk	Navy Wayne Shirley 07786 702143 rnsailingmanager@gmail.com
South West Tony Wood 07876 330374 rdo.ssw@rya.org.uk	RAF Laurie Dengate coach@dinghy.rafsa.org.uk
Thames Valley and London Steve Mitchell 07748 804802 steve.mitchell@rya.org.uk	Sea Cadets Tye Shuttleworth 07920 767933 tshuttleworth@ms-sc.org
Northern Ireland Mary Farrell 07919 923018 mary.farrell@rya.org.uk	

New RDO manager

We are pleased to welcome Chris McCormack to the RYA as RDO Manager.

Chris, who recently retired as Global Account General Manager for Hewlett Packard, has sailed for 25 years and has previously been involved with the RYA in various roles, including committee member and volunteer.



Guidance Notes

Don't forget to check for updates. The current version of the Guidance Notes is Version 1.1.

For a copy of the updates or to download the latest version of the Recognition Guidance notes visit www.rya.org.uk/coursestraining/resources/Pages/Keepingcurrent

Jobs Page

PEOPLE WANTED

SKIPPERS WANTED

THE CLIPPER ROUND THE WORLD YACHT RACE IS ALWAYS ON THE LOOK OUT FOR POTENTIAL RACE SKIPPERS. WITH RACES RUNNING EVERY TWO YEARS AND A BRAND NEW FLEET FOR CLIPPER 13-14 MAYBE IT'S TIME YOU SHOULD APPLY.

Have you got what it takes to lead a team of non professional sailors around the world?

Do you have:

- An RYA Yachtmaster Ocean or IYT Master of Yachts Ocean?
- Have excellent instructing, interpersonal, team and leadership skills?
- Have experience, endless energy, drive, determination and commitment?
- The highest levels of safety and seamanship?

Then Clipper Ventures wants to talk to you! If you wish to apply to be a Clipper Race skipper and you think you have what it takes please visit www.clipperroundtheworld.com/raceskipper for an application. We offer an 18 month contract, highly competitive tax free salary* and additional race finish bonus. *depending upon personal circumstances

Call 02392 526000 or visit www.clipperroundtheworld.com

CLIPPER ROUND THE WORLD
RACED BY PEOPLE LIKE YOU

Fellowship Afloat, serving a variety of groups in a unique and lively Christian residential outdoor centre, seeks to make two appointments:

Chief Instructor
RYA Senior Instructor

Lead Instructor
Experienced RYA Dinghy Instructor

Applicants for both posts need to have proven leadership skills and be effective team members. RYA Powerboat Instructor, GNAS Archery leader and BCU qualifications an advantage. Start as soon as possible.

There is a genuine occupational requirement that the post holders are Christians and a DBS check will be required.

Details from: Andrew Eastham, CEO, Fellowship Afloat Charitable Trust, The Sail Lofts, Woodroffe Road, Tollesbury, Essex, CM9 8SE. Tel: 01621 868113. email: andrew.eastham@fact.org.uk

www.fact.org.uk | Reg. charity No. 1059143

PEOPLE WANTED



**ARE YOU A QUALIFIED RYA INSTRUCTOR
LOOKING FOR A NEW CHALLENGE?**

If you want a rewarding and enjoyable place to work and want to be involved in developing young people then look no further.

Grafham Water Centre is on the shores of one of Britain's largest reservoir which hosts a whole variety of activities and groups in our 120 bed Outdoor Centre.

We are offering an opportunity for those seeking a career in the outdoor industry the chance to work along side experienced instructors, develop an all round knowledge of a variety of different activities and the opportunity for instructors to develop their problem solving skills. We offer Accommodation, food and a fantastic training package with financial support.

Contracts for 2014 will vary in length with salaries for Instructors starting at £232.00 per week with opportunities for overtime. Accommodation and food is available on request. A uniform is also provided.

Please visit www.jobsincamb.com for more information on job specific requirements and to Apply. Please complete an on-line Application Form as we do not accept Curriculum Vitae's. **Closing Date 10/11/13**

To find out more please contact Gareth Whitfield on 01480 810521 or email gareth.whitfield@cambridgeshire.gov.uk

**WATERSPORTS DUTY MANAGER
PERMANENT, FULL TIME
£ 20,816 - £ 22,830 P.A.**

This is a fantastic opportunity to join one of the leading watersports centres in the UK. Hosting a twin channel White Water Course for White Water Rafting and Technical Rescue Training alongside the offshore Powerboat training, Kayaking, Canoeing and Sailing.

This varied and exciting role is an ideal opportunity for an experienced Instructor with an eye for detail, customer care and the aptitude to lead a diverse team to enhance their career in the industry.

Download an application pack at
www.tbiwwc.com/jobvacancies

or email
kelly.hunter@teesactive.co.uk

Closing date:
November 6th 2013



(We welcome enquiries from everyone and value diversity in our workplace)



STANBOROUGH ACTIVITY CENTRE

Seasonal RYA and BCU Instructors

£6.74 - £9.52 per hour depending on experience and qualification level

We are seeking to appoint dedicated Seasonal RYA Senior Instructors and BCU casual Instructors to assist our management in leading a great team. Additionally you must be able to assist with the development of our Centre and programme.

The successful candidates will have the relevant experience of working at an RYA accredited site, hold a minimum of RYA or BCU Instructing Qualification, together with a first aid certificate and if appropriate a Level 2 Powerboat qualification. You will need to enjoy instructing at all levels of age and ability.

Hours will be determined by the service and will involve regular evening, weekend and bank holiday working on a rota basis.

Call 01707 379860 for more information or complete an application form via our website at www.finesseleisure.com/careers. Alternatively if you require an application form by post, please call our 24hr Recruitment Line on 01707 357299.



Herts Young Mariners Base

Hertfordshire's Outdoor Education Centre are currently recruiting part time staff for our busy centre. We require instructors with a minimum of one of the following:

- » RYA Dinghy or Windsurf Instructor
- » BCU Level 1 Coach
- » SPA or CWA climbing award

To apply Email your CV with a covering letter to:
hymb@hertfordshire.gov.uk

For more information phone 01992 628403 or see our website at www.hymb.com



POSITIONS AVAILABLE

"The Yacht & Charter Service Company" are an aggressive and successful pleasure boat marine operator based in Dubai UAE. We are presently seeking full time positions for the following:

- » Operations / Training Assistant Manager (Junior Position)
- » Marine Procurement Assistant Manager (Junior Position)
- » Marine Services Manager (Senior Position)

All positions available 1 October 2013 for full time placement.

- Package:
- » European Company Operations
 - » Tax Free
 - » Good package and conditions
 - » Diversified working environment
 - » Government visa and conditions
 - » Private Health Coverage included

For those interested please send your inquiries and CV to info@jpsyachts.com



Advertise your jobs here...

Wavelength is the only magazine to go to all RYA instructors, coaches and trainers. What better place could there be to find your future staff?
wavelength@rya.org.uk

PEOPLE WANTED

**RYA yachting instructors**

40 hours per week over 5 days, with pro-rata hours for sea phases

The role will involve:

- » Teaching the RYA Sail Cruising Scheme, from Comp Crew to Yachtmaster prep
- » Teaching shorebased modules
- » Ensuring the safe running of the boat at sea in accordance with RYA and MCA regulations

You'll be an RYA Yachtmaster Instructor, with proven industry working and teaching experience. Applications considered from RYA Cruising Instructors where further training may be provided.

Benefits include:

- » Permanent, year round position
- » Working within a structured training program with the opportunity to develop skills and qualifications
- » The possibility of overseas ocean training
- » Use of extensive site facilities and subsidised meals

Please email your CV with a covering letter to

susanne.hopkins
@uksa.org



BAHRAIN YACHT CLUB
SHARING A PASSION FOR WATER SPORTS

Instructor required

The Bahrain Yacht Club, an RYA training center in the Middle East is looking for a young an energetic instructor (male or female) to join the water sports department.

Essential qualifications are dinghy and power boat instructor but if the person has additional qualifications relating to instruction on kayaks/ personal water craft and/ or windsurfer, then that will be an added advantage.

Any interested individuals fitting the above brief description are welcome to contact Willem Peach (General Manager BYC) at e-mail **willem.peach@thebahrainyachtclub.com** for more details about the job - remuneration etc



Boleh
Can do
www.bolehproject.com

Sailing Master

Expressions of interest sought for unique and exciting appointment of Sailing Master for restored Historic Junk Yacht "Boleh" coded for sail training and due to be commissioned in September 2014.

Full time salaried position from July 2014 and based in Portsmouth.

Overall direction and delivery of extensive annual programme of sailing and onshore activities to be provided free to young people in Portsmouth.

Full details of appointment and application procedure on website: **www.bolehproject.com**



NATIONAL HISTORIC SHIPS UK
The official voice for historic vessels in the United Kingdom

Working in the sunshine with CANARY SAIL**Yachtmaster Chief Instructor**

Location: San Sebastian de La Gomera, Canary Islands

Benefits: Competitive salary plus benefits

Start: Immediately

Duration: Permanent

Canary Sail have been perfecting the idea of combining sailing holidays with RYA courses for the last 10 years. We have a passion for sailing, and are looking for a professional Yachtmaster Chief Instructor with the same passion, enthusiasm and drive.



You will need:

- Good customer service ethics
- Teaching ability
- Outstanding interpersonal skills
- Positive attitude
- Team player
- Calmness under pressure and lots of patience

Qualifications and experience:

- RYA Commercially Endorsed Yachtmaster Instructor
- Experience within a customer facing environment and people management
- Valid First Aid certificate



If you are interested in being part of the Canary Sail family and team here in La Gomera, please contact William Burgess on **william@canarysail.com** and attach your CV.

PEOPLE AVAILABLE

Looking for a freelance
Trainer or Coach?
CLICK HERE

Does your centre ever need a freelance RYA instructor, Coach or Trainer?

If so, then check out the list of well qualified and diverse freelancers on:
www.freelanceinstructors.co.uk

RYA Trainers and Coaches qualified to teach all levels of:

- » Instructor Courses – Sail, Powerboat, PWC and Windsurf

RYA Instructors qualified to teach all levels of:

- » Dinghy, Catamaran, Keelboat
- » PWC and Powerboat
- » Windsurfing
- » First Aid, VHF/SRC, Sea Survival Courses
- » Shorebased navigation
- » Sailability Awareness

**Watersports Coach**

- » Innovative freelance coach
- » Dinghy and windsurf instructor training
- » Consultancy and documentation
- » First aid training
- » Boat repairs

Based in the South Ready to travel anywhere

07866 489261

simon.winkley@gmail.com