



# THE SYDNEY SPRING NATIONALS BULLETIN



No 7 Friday 11th November 2005 Ed: Anne Bates

Event 1: The Spring Nationals Women's Teams Qualifying

## The Entrepreneurial Clubs – Good or Bad for Bridge as a Whole?

### Derrick Browne's *Trumps*

**Membership:** c. 1000

**Atmosphere:** Friendly and relaxed but this does not preclude competitive bridge and participation in state wide events and the GNOT.

**Ambiance:** Two attractively decorated bridge rooms.

**Facilities:** Drinks and tasty snacks are available from the club's kitchenette.

**Parking:** On street; public transport at the door.

**Lessons:** Has an extensive teaching program as well as sessions of supervised play.

**Pre-dealt boards, hand records, results on web:** Of course.

**Special Events:** Congresses throughout the year and 'festivals' at Christmas/ New Year and Easter.

**And** bridge holidays and travel.

### John McIlrath's

#### *Club Willoughby & The Cove*

**Membership:** 750+

**Atmosphere:** The motto says it all: *Come, Have Fun and Enjoy*. But the clubs hold GNOT and State Wide Pairs Qualifying events, as well as red point days.

**Ambiance:** Spacious bridge rooms. *The Cove* opens onto lawns, tennis courts and a terrace.

**Facilities:** Food and drinks are provided by the sports clubs which house the bridge clubs.

**Parking:** Available in the club car parks; public transport is close by, especially at Club Willoughby

**Lessons:** "Easybridge Lessons" stages 1,2 & 3  
Regular workshops for 'improving' players; hand analysis at each session.

**Pre-dealt boards, hand records, results on web:** Yes!

**Special Events:** Week end congresses and a Super Congress in June. **AND *Play Bridge on Sydney Harbour*** once a month – but book well in advance.

**As well as:** bridge holidays and travel

### Ish and Ed's *Kings and Queens*

This club, owned and managed by Ishmael Del'Monte and Ed Barnes, opened on 1<sup>st</sup> December, 2004, and speedily developed a following.

**Membership:** 350

**Location:** O'Sullivan Road, Rose Bay in Easts Rugby Union Club.

**Ambiance:** The bridge room is large and airy and has a leafy outlook over Royal Sydney Golf Course.

**Facilities:** Food and drink are available in conjunction with Easts Rugby Union Club.

**Parking:** Plentiful

**Atmosphere:** The club has developed a reputation for having one of the higher standards of bridge in Sydney. This is partly due to the free talk before each session by the club's premier directors, such as Australian international, Ishmael Del'Monte, Australian Youth International, David Wiltshire, and experienced teacher and expert player, Ed. Barnes.

**Lessons:** From time to time Ish gives a series of lessons for advanced players. These are generally regarded as excellent.

**Barometer Scoring:** This is done every session; players seem to appreciate it.

**Pre-dealt Boards etc:** Naturally

**Special Events:** c. 5 Congresses planned for 2006. Bridge holidays and bridge travel are in the pipeline.

SEE THE NEXT BULLETIN FOR MORE ABOUT THE PROS AND CONS OF THE ENTREPRENEURIAL CLUBS.



# THE SYDNEY SPRING NATIONALS BULLETIN



**No 8 Friday 11<sup>th</sup> November 2005 Ed: Anne Bates**

## **Event 1: The Spring Nationals Women's Teams Qualifying**

### **THE ENTREPRENEURIAL CLUBS -**

Good or Bad for Bridge as a Whole?

The success of the entrepreneurial clubs in attracting a fair share of members from the limited pool of bridge players – present and potential – suggests that they are doing lots of things right; that they have an effective *modus operandi*. (This **is not to say** that many of the non-profit making clubs do not use many of the same practices.)

Below are some of the factors that work towards the success of the private clubs:

An entrepreneurial club may be very service-oriented because its owners are dedicated to the enjoyment of their clientele. So they will be conscious of the ambiance, and may have chosen the site because it is attractive.

Likewise, they may have chosen the location because of its proximity to parking, and public transport. (cf member-run clubs whose location is sometimes a historical accident.)

If an entrepreneur's chosen location is part of an existing club, it is likely that there will be access to refreshments on site. (This can be very appealing and is not so common in member-run clubs.)

The quality of teaching may be excellent and/or specially oriented to the club's target clientele. (In member-run clubs, too.)

If the entrepreneur is charismatic or simply a well known bridge identity, he/she may develop a strong personal following and so attract more members. On the other hand, management committees hardly ever have a cult following!

A club owner will almost certainly have contacts which can be used to advantage in the bridge world eg to buy books or supplies in Australia or overseas, or for introducing up-to-date practices. It is not so common for committees of ordinary clubs to have useful bridge networks – though a president or committee member could cultivate one.

Once in a while it is suggested that a private club will sacrifice best practice – use of system cards, ready access to appeals, ethical conduct at the table – in order not to offend players. Such behaviour would be bad for the reputation of any club – private or member-run.

In summary, the entrepreneurial clubs are good for bridge as a whole, simply because their owners have created good businesses -

- By attracting customers
- By retaining them through creating pleasant, accessible venues
- By educating them
- And by keeping them entertained by special events, holidays and travel.



# THE SYDNEY SPRING NATIONALS BULLETIN



No 9 Friday 11<sup>th</sup> November 2005 Ed: Anne Bates

## Event 1: The Spring Nationals Women's Teams Qualifying

You have made it to the end of the qualifying rounds!

Hope you enjoyed the competition and will think of playing again next year.

Arrangements for 2006 are very different. The dates are still to be confirmed, but at this stage it is hoped that the event will be played over 9 days of October 2006. The Spring National Open Teams is planned first, followed by the Dick Cummings Blue Ribbon Pairs at the weekend. Then the Women's and the Seniors in similar format to this year, will run in parallel.

### On the lighter side:

"Isn't that your bridge partner being beaten up by six men?"

"Goodness, I think you're right"

"Aren't you going to help?"

"No, six should be enough."

(Ron Klinger)

If you are not bridged out why not play in:

### The Australian Open Pairs Qualifying

Saturday, November 12, 10 am – 6 pm

Two (2) sessions of 28 boards

### Final & Consolation Final\*

Sunday, November 13<sup>th</sup>, 10 am – 6 pm

Two (2) sessions of 28 boards

Winners of the Final receive the Elizabeth Sawicki Trophy.

Medallions for 1<sup>st</sup> and 2<sup>nd</sup> place in the Final

Entry Fee: \$160 per pair

Players may elect not to play in the Consolation Final, but no refunds will be given.

