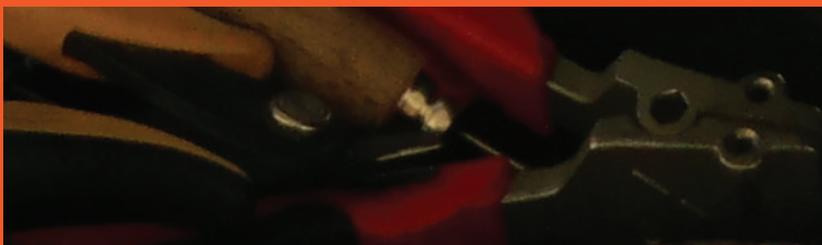




- New Products
Tecnifibre Squash
MSV Strings
- Industry News
- Symposium 2016
- ERSA ATW
- Tips

issue 2- 2016

RACQUETTECH



REINFORCED BY
TeXtreme[®]

prince[®]

New Prince TeXtreme Collection

COMING SOON



TeXtreme
Pro Airstick Lite 550

TeXtreme
Pro Beast 750 PB

TeXtreme
Pro Shark 650 PB

TeXtreme
Pro Sovereign 650

TeXtreme
Pro Warrior 600

Prince TeXtreme Racquet Collection

TeXtreme woven laminates are developed with a thinner, lighter structure and straighter Carbon fibers to create a composite material that is **20% lighter** than traditional graphite materials. This results in superior torsional stability at impact creating a bigger sweet spot for unparalleled power, response and accuracy for all squash players.

contents

04 My Serve

07 New Products

10 Industry News

17 ERSA International

18 Symposium 2016

24 ERSA ATW

25 Tips

Industry News

Ashaway Monogut

Keeping the Sport Clean

2016 Business of Tennis Forum UK

International Tennis Hall of Fame

My Serve

RACQUETTECH EUROPE

European Racquet Stringers Association

ERSA Australia

Anthony Aley

ERSA Benelux

Timo van Driel, Rob Maessen

ERSA Czech Republic & Slovakia

Vaclav Smat

ERSA Germany, Austria, Switzerland

Mike Emenako, Mark Maslowski

ERSA Greece Manager

George Pahiakos

ERSA Italy Manager

Marco Rossani

ERSA Korea

Taikki Lee

ERSA Latin America

Andrea Amaral, Ricardo Dipold

ERSA Spain

Richard Parnell

ERSA Taiwan

Bernie Chen

ERSA UK

Paul Skipp, Huw Phillips, Jamie Pethick

ERSA UKAINE

Sergey Konovolenko

FOUNDING MEMBERS

Ashaway	Babolat
Head	Isospeed
Kirschbaum	Luxilon
Pacific	Wilson

CORPORATE MEMBERS

Ashaway	Head	Babolat
Prince	Isospeed	Yonex
GOSEN	Tecnifibre	

STRING SUPPLIER MEMBERS

Apollo Leisure	MSV
Kirschbaum	Signum Pro

ASSOCIATION MEMBERS

PTR Europe	TIA UK
------------	--------

TENNIS EUROPE

TECHNICAL CONSULTANT

Rod Cross

European Racquet Stringers Association

Lenastr. 38 40470 Düsseldorf

DE Germany

Phone / Fax +49(0)211-68814151

www.ersa-stringers.com

After attending the 4th Annual ERSA Annual Meeting and Symposium, I am always motivated to get back to work on new projects.

I also want to thank all the manufactureres who supported the Symposium and those who gave presentations. We had test strings, grips, string reels and rackets donated by Ashaway, Head, Signum Pro, MSV, Kirschbaum and Yonex more than covering the Symposium costs for each member. We have tried each year to concentrate on one aspect of our business. The first Symposium was highlighting stringing and tuning, the second marketing and organizing your business, the third string developement and manufacturing and this year racket developement and manufacturing. Next year we will highlight specialty courses, with the possibility of signing up for an intensive course in different areas, such as badminton stringing, squash stringing or racket tuning, along with an increased number of presentations.

As we are expanding internationally, we have an article on our plans for the future in this issue. We had a majority of our managers in Spain for the annual managers meeting Symposium and will update our members on everything discussed.

The largest problem we had was too many of our members are getting jobs stringing at tournaments and it is difficult to get everyone together for the Symposium. I was a little disappointed when a large number of our members said they had to cancel this year, but I guess that is just a sign that we are doing something right. Now we are trying to find the "perfect" date and venue for next year, where the largest number of members and manufacturers will be able to attend.

We now have two string tests going on and several more coming up this summer. If anyone is interested in joining the one of the string play test teams, please contact us at our offices.

Best wishes for a great summer season!

Mark Maslowski





New Certified Stringers, MRT, PTS.

ERSA now offers certification for different levels of stringers, from beginners to the top professional stringers in the world. The first level is ERSA Stringer is for new stringers to show they have completed a stringing course and learned to string correctly. Certified Stringer is for stringing services, such as coaches, club stringers, shop stringers, after passing a day of practical and written tests. Master Racquet Technician is for shop stringers and owners who can tune racquets, string at a high level and have a broad knowledge of products for their customers. Pro Tour Stringer certification is for MRTs who are stringing at ATP and WTA tournaments. There are 3 levels for this certification, Level 1, Level 2 and Master Pro Tour Stringer.

Certified Stringer - Vladamir Šafařík - Czech Republic, Miroslav Suchánek - Czech Republic, Jaroslav Knedlík, Czech Republic, Simone Massi, Italy - Luigi Bortone, Italy

Master Racquet Technician - Paul Gerdes, Japan - Yuichi Ichikawa, Japan - Colin Pummell, England - Christian Famà, Italy - Andrea Gheza, Italy - Frédéric Morier, France - Stéphane Maire, France - Olivier Lesimple, France - Monika Basanova, France - Elodie Reiber, France - Laurent Brun - France

Pro Tour Stringer Level 1 - Yuichi Ichikawa, Japan - Marcelo Ferreira, Brazil - Ivan Buffoni, Italy, Nick Down, UK - Paul Bobilliar, France

Master of Racquet Sports - Dimitri Kaijser - Netherlands



**STRINGS
MADE IN GERMANY
SINCE 1985**

Kirschbaum®



strings & grips

New Products

MSV Mauve Sports has introduced 2 new strings into their line.

MSV FOCUS-HEX ULTRA is a six-sided co-poly string designed for maximum durability. Players using their popular FOCUS-HEX can use this string in a thinner gauge to deliver more spin. Available in 12 meter sets and 200 meter reels, color black or white and in 1.10mm, 1.15mm, 1.20mm, 1.25mm and 1.30 mm.

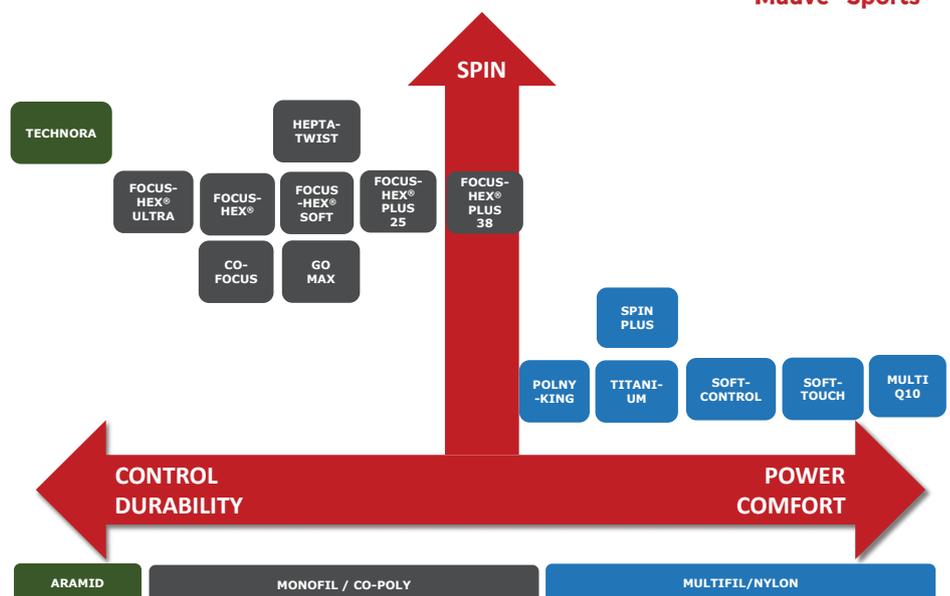
MSV GO MAX is a round co-poly string designed to give a good balance between power and control, with great touch.

Available in 12 meter sets and 200 meter reels, color black in 1.20mm and 1.25mm.

Below is a chart of all the MSV strings. Visit : www.msv-tennis.com



MSV Strings



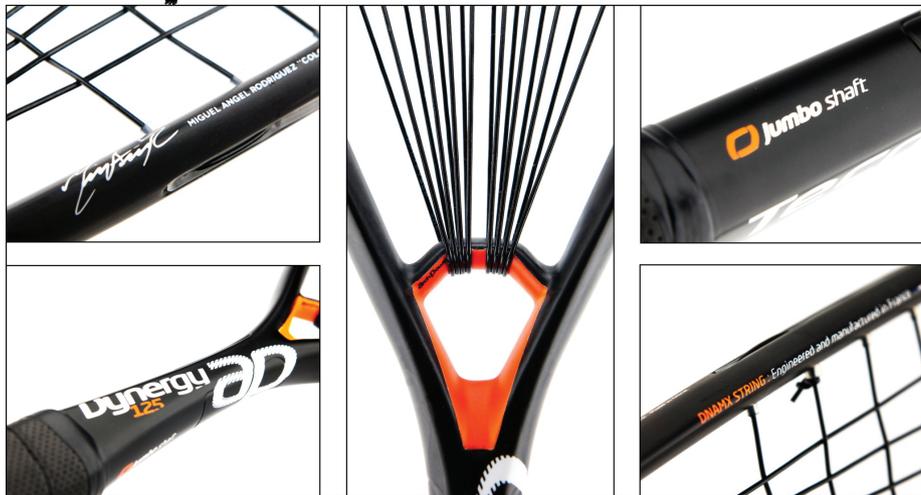
New Products



Tecnifibre has introduced a new line of Dynergy AP squash racquets. Designed for more power. New technologies include Arch Power, Jumbo Shaft and a new lighter High Modulus Graphite. Three models are available, Dynergy AP125, Dynergy AP 130 and Dynergy AP 135. See stats page 8

Visit : www.tecnifibre.com

Dynergy *ap*



Tecnifibre has also developed a new squash string, **DNAMX**. The string is a multifilament designed for maximum power. using PU HDX Inside, high density polyurethane, along with 100% Elastyl Fibers. and SPL² Inside for maximum sliding of strings for greater cut on the ball.

The string is Black and comes in 1.15mm (18), 1.20mm (17) and 1.25mm (16). It is available in 9.7 meter sets and 200 meter reels.

The new Dynergy AP 120 and Dynergy AP 125 come strung with DNAMX.



New Products



Dynergy ¹²⁵ ap

Construction	Graphite & H.M.G
Frame weight	125 +/-5g - 4,40oz.
Headsize	490 cm ² - 76 in ²
Balance (strung)	355 +/- 5mm
String pattern	16 x16
Stiffness	83 RA
Swingweight (strung)	188
String	DNAMX 1.20
Grip	Squash Dry Grip Black
RPP	149,95€

ArchPower

Unleash the power and comfort from PU Multifilament

Jumbo shaft

38% thicker than Carboflex cross section for maximum power and stability.

HIGH-MODULUS-GRAPHITE

High grade material for optimal performances





MATHIEU CASTAGNET
World #8 (March 2016)

ASHAWAY®

SuperNick® ZX

Join one of the most exciting young players in professional squash today and string with **SuperNick® ZX** now!

- ▶ Hi -Tech ZX Wear Layer for Maximum Durability and Tension Maintainance
- ▶ Multifilament Nylon Core for Precise Response and Optimum Control
- ▶ Hi-Visibility Orange Color

ASHAWAY®

ASHAWAYUSA.COM // 800-556-7260

Industry News

Ashaway MonoGut® ZX Tennis String Wins PTR Challenge

-- In blind head-to-head competition with polyester, Zyex®-based MonoGut ZX preferred by 80% of PTR member participants

Ashaway MonoGut® ZX tennis string claimed the honors at a recent Challenge hosted by Ashaway at the 2016 PTR Symposium in Hilton Head Island, SC, on February 15 - 21. During the Challenge, 15 Professional Tennis Registry members played back-to-back five-minute singles drills with two identical racquets, one strung with Ashaway's Zyex®-based black MonoGut ZX, and the other with a popular black polyester string. They then revealed which they preferred and why. Twelve of the fifteen, or 80%, preferred the MonoGut ZX string.

"This was the first time we have ever had a direct, head-to-head, blind competition between Zyex and polyester on the court," said Ashaway's Steve Crandall. "The results are qualitative rather than quantitative, but we were very pleased to see such a dramatic preference for our MonoGut ZX string by these very knowledgeable, professional coaches and teachers."

Zyex polymer is noted for its low dynamic stiffness, which allows strings to stretch and recover more completely than other synthetic materials. This generates power with low impact shock (soft power). In contrast, polyester strings are noted for their stiffness and reported ability to generate spin, making them very popular on the pro circuit.

For the Challenge, two identical Head Radical Pro racquets with identical grips were strung with MonoGut ZX and the poly. Racquets were strung identically by John Gugel, Tennis Industry's recent Stringer of the Year, and were not used prior to the Challenge. The Challenge was conducted on an outdoor court using fresh Pro Penn tennis balls supplied by the PTR. Each player rallied hard for five minutes with each racquet, hitting groundstrokes, volleys, and serves.

Comments favoring the Zyex-based MonoGut ZX were decided, and included: more spin and depth on shots; livelier; more feel; softer feel; better feel; longer on the strings; less pocketing; less effort; more spin; lower error ratio; better shot placement; more power; more solid feel; and not as harsh. The poly string, by contrast, was "harsh," with one player even saying he "could not play with it."

PTR (Professional Tennis Registry) was founded in 1976, by world-renowned coach Dennis Van der Meer. Dennis saw the need to develop a universal language and progressions for tennis teaching.

www.ashaway-usa.com. Zyex is a registered trademark of Zyex Ltd.



Industry News

Tennis Channel Sold to Sinclair

In a \$350 million deal, the Sinclair Broadcast Group of BaltimoreMd., USA has agreed to purchase the Tennis Channel. In a statement on the acquisition, Sinclair says it has already negotiated deals on Tennis Channel's behalf that will increase distribution from 30 million subscribers to 50 million.

Tennis Channel comes with a net operating loss of more than \$200 million, which Sinclair says it will carry forward to reduce future tax payments. Because of the net operating loss, Sinclair puts the current value of the Tennis Channel at approximately \$65 million.

But Tennis Channel's CEO, Ken Solomon, says the channel has been profitable for the last few years. Solomon says he'll remain with Tennis Channel after the sale and the channel will remain based in Santa Monica, Calif. Launched in 2003, Tennis Channel is owned by five private equity firms. DirecTV and Dish Network also have small stakes in the channel.

Sinclair is the USA's largest owner of local TV outlets with 164.

Keeping the sport clean

A credible anti-doping programme is crucial for maintaining the trust of fans and players alike.

"People have to believe what they are watching," said Chris Kermode upon his appointment for a second term as ATP Executive Chairman and President.

Kermode's appointment came just days after Maria Sharapova's admission that she had tested positive for banned substance meldonium, while the sport hit the headlines on the eve of the Australian Open after claims of widespread match-fixing.

"More scandals would totally undermine our integrity," Kermode said in an interview with The Times. "That is why we have the maximum incentive to catch athletes for breaking the rules."

Kermode's view was echoed by Nicole Sapstead, chief executive of UK Anti-Doping. Speaking at the 2016 Tackling Doping in Sport Conference in London last week, Sapstead warned that the professional sports must preserve the trust of the paying public.

The Tennis Anti-Doping Programme (TADP) began in 1993 and since 2007 the ITF has administered and enforced the programme on behalf of WTA, ATP and the four Grand Slams. The programme, which is fully compliant with the World Anti-Doping Code, applies to all players who hold an ATP or WTA ranking, or who enter or compete in any ITF recognised event.

In 2015, a total of 4,433 blood and urine samples were collected – 2,256 during tournaments as well as 2,177 out-of-competition samples. There are currently eight tennis players listed on the ITF website serving suspensions for doping violations.

"I think all sports can do more," said Andy Murray, who is a staunch advocate of anti-doping and was one of the most tested athletes last year. "It's better than it was a few years ago, last year I got tested a lot but this year I've been tested twice so far this year, three months into the year, which is clearly not enough."

But it's not just about maintaining the trust of the general public; it is crucial for World Anti-Doping Agency (WADA), the TADP and tennis' governing bodies that clean athletes believe the system is working and that drugs cheats will be found out.



Industry News

Tickets are now on sale for the

2016 Business of Tennis Forum, which takes place on Wednesday, April 27 at The Queen's Club in west London.

The UK's major tennis industry event showcasing insight, technology, innovation and best practice is the only forum solely focused on the

Kristina Mladenovic and Alizé Cornet are the latest WTA players to endorse USANA Health Sciences nutritional products.

current issues and challenges facing the UK tennis industry.

Experts within the sport as well as specialists from the world of business and beyond will share a platform to highlight current industry thinking as well as sharing new products and services to enhance and improve the sport of tennis.

"We want to make British tennis more exciting, relevant, accessible and sustainable and as a result, help the drive to increase participation," said TIA UK Business Development Manager Phil Sandilands.



Solinco introduces a new string

Hyper-G is a co-polyester string utilizing a newly developed chemical formula in combination with the high-powered polyester monofilament fiber that is designed and shaped to generate maximum power and control while amplifying spin, according to the company.

Hyper-G is available in four gauges—16/1.30, 16L/1.25, 17/1.20 and 18/1.15—in 40-foot packages and 656-foot reels.

Visit solincosports.com.



Sign-up 2016



Sign up Now for 2016 and receive 3 sets of Test String.
Become a member today and receive:

- STRINGERS DIGEST
- RACQUETTECH MAGAZINE - 10 ISSUES
- WEB ACCESS
- DISCOUNTS ON ADVERTISERS PRODUCTS
- FREE SAMPLES
- REDUCED PRICES ON WORKSHOPS AND CERTIFICATION
- ANNUAL MEETING / SYMPOSIUM - Value 600€ for 99€ -
Minimum 100€ in Free Samples so it is at no cost to you.

2016

1 Year Membership -99€

2 Year Membership – 180€

3 Year Membership - 230€

Name _____

Address _____

Postcode _____ City _____

Country _____

1. Year Membership 99Euro _____

2. Year Membership 170Euro _____

3. Year Membership 220Euro _____

Credit Card AMEX _____ VISA _____ Mastercard _____

Card Number _____ Exp. Date _____

Signature _____

Please Fax or e-Mail this form to European Racquet Stringers Association.
Phone & Fax +49(0)211-68814151; email mmaslo3330@aol.com

Industry News

McEnroe to Play With Head Racquets

Head and tennis legend John McEnroe have announced a multi-year partnership in which the former World No. 1 will play with Head tennis racquets while competing in the senior events on the ATP Champions Tour.

During his career, McEnroe, who was inducted

into the International Tennis Hall of Fame in 1999, set several long-standing records, won seven Grand Slam singles titles, and a record eight year-end championships. He achieved the No. 1 ranking in the world for four years. After his retirement from the ATP Tour, McEnroe joined the ATP Champions

Fila will become the Official Athletic Apparel and Footwear partner of Tennis Canada. The multi-year deal will also make Fila a silver sponsor of the Rogers Cup events, held in both Montreal and Toronto, and of Davis Cup and Fed Cup official uniforms, senior, junior and wheelchair national and international events, as well as all Tennis Canada officials, and national training center

PowerShares Series

Announces Players, Dates:

The PowerShares Series, the tennis circuit for champion players over the age of 30, announced its slate of player fields for its 12-city circuit that begins April 8 in Chicago. Competing players in 2016 are Andre Agassi, John McEnroe, Andy Roddick, Jim Courier, Mark Philippoussis, James Blake and Mardy Fish. Each PowerShares Series event features two one-set semifinal matches and a one-set championship match. Ticket and VIP experiences

information are at PowerSharesSeries.com. The full schedule:

- April 8, Chicago
- April 9, Charleston, S.C.
- April 14, St. Louis
- April 22, Memphis
- April 23, Tulsa
- July 17, Newport, R.I.
- Aug. 21, Winston-Salem, N.C.
- Aug. 25, 26, New Haven, Conn.
- Nov. 4, Portland, Ore.
- Nov. 5, Denver
- Dec. 1, Orlando, Fla.
- Dec. 3, New York

iTPA to Hold 2nd Annual World Tennis Fitness Conference

The Second Annual World Tennis Fitness Conference, presented by the International Tennis Performance Association (iTPA) will be July 30-31 in Atlanta. The conference focuses on techniques and evidence-based information to help participants to more effectively train tennis players.

About 140 people from six countries attended the inaugural event last year, including tennis coaches, strength and conditioning coaches, personal trainers, athletic trainers, physicians, healthcare providers and other tennis-specific specialists. Faculty included some of the world's leading tennis-specific fitness education experts. For information, on the 2016 World Tennis Fitness Conference, visit itpatennis.org.



Designed for Pro's. This monofil polyester string offers ultimate control combined with high ball speed. Now released!

BLACK FIRE

Diese Monofile Polyestersaite wurde speziell für die Anforderungen auf der Profittour entwickelt. Volle Kontrolle bei hoher Beschleunigung. Jetzt released nach erfolgreichem Einsatz auf der Tour!



BLACK FIRE

TECHNICAL DETAILS

Stärke: 1,25 mm / 17

Länge: 200 m / 660 feet

Diese Monofile Polyestersaite wurde speziell für die Anforderungen auf der Profittour entwickelt. Volle Kontrolle bei hoher Beschleunigung. Jetzt released nach erfolgreichem Einsatz auf der Tour!

ISOSPEED
STRINGS FOR KINGS

www.isospeed.com



ISOSPEED
STRINGS FOR KINGS

www.isospeed.com

ERSA Directions

We had a great Managers Meeting at the **2016 ERSAGM & Symposium**. We have had a hard time getting everyone together at the same time due to tournament schedules and many of our managers are stringing all the largest tennis, squash and badminton tournaments.

The largest change in the ERSAGM is the new divisions in the company. We will continue to have **ERSA International** as the main company headed up by Mark Maslowski as President.

We will divide the company into three divisions as such:

ERSA - Europe will be in charge of Europe, the Middle East and Africa.

ERSA - Australasia will be in charge of Australia, New Zealand and Asia.

ERSA - Americas will be in charge of activities in North and South America.

Mark Maslowski will still be in charge of Europe with an Assistant Manager, Richard Parnell will oversee ERSAGM - Americas and Bernie Chen will oversee ERSAGM in Asia.

We also are trying to get all the certifications in line. Nick Down, our International Squash Manager, has come up with a Certified Stringer Squash Test. We will keep our Master of Racquet Sports as the MRT for Squash and Tennis. In the future there will also be a Pro our Stringer Squash.

Another consideration in discussion is to have a certification above the MRT tennis and below the Pro Tour Stringer Tennis for shop stringers or owners including tuning, racquet repair, more technologies, marketing.

Here is an overview of the certifications :

	<u>TENNIS</u>	<u>Badminton</u>	<u>Squash</u>
Workshop - no test	ERSA Stringer	-Badminton	-Squash
Certified Stringer	CS Tennis	CS Badminton	CS Squash
Master Racquet Technician	MRT	Master of Racquet Sports	
Pro Tour Stringer Level 1	PTS Tennis	PTS Badminton	PTS Squash
Pro Tour Stringer Level 2	PTS Level 2	none	none
Master PTS	PTS Level 3	none	none

We will be hiring a webmaster to oversee the website, in addition to Timo van Driel, being in charge of the FORUM. Everyone at the Symposium said the best thing about it was communicating with top stringers from around the World. With the FORUM, we can do this 12 months a year. Hope you will all become active on it this summer.



Symposium 2016

2016 Symposium - Marbella, Spain In the last four years of the Symposium, this was the first time we had perfect weather all 5 days. Blue sky and sun on the water in Marbella. Beautiful evenings going out to dinner.

After having more troubles pop up than usual with the organization phase, everything went smoothly from day 1.

I arrived on Thursday evening and did the room set-up with about 8 members on Friday morning. With the same meeting room, same hotel, everything went much quicker than last year.

Friday Evening Meet and Greet - Our friday night cocktails went well with 35 to 40 people attending. It was great meeting stringers from around the world for the first time. I think we had about sixty percent returns from last year and forty percent new attendees. We had people coming from Japan, Brazil, USA and most of the European countries.

Saturday - We changed our schedule this year to be a little more relaxed with only three or four presentations each day with hands-on workshops and private lessons every afternoon. Also, every afternoon we had courts reserved to test racquets and strings from the sponsors. We started the morning off with our AGM going over everything new and our future plans for the ERSA.

Next on was Eric Ferrazzi, co-owner of ERECA, gave a presentation on some stringing and tuning equipment he has designed. Eric is an MRT and has strung at many international tournaments. He is also an engineer and demonstrated his new balance board which calculates online the exact



2015

EUROPEAN TENNIS REPORT

A unique
and essential
reference to
European trends in
tennis participation,
facilities and
performance

- FULLY-ILLUSTRATED INTUITIVE REPORT
- THIRD EDITION, WITH EXPANDED DATA COMPARISONS AND LONG-TERM TRENDS
- GAIN VALUABLE INSIGHT INTO THE EUROPEAN TENNIS MARKET
- AT-A-GLANCE RANKINGS BY NATION

Statistics and performance details from all 49 European countries

- 49 national summaries + European overview
 - Comprehensive updated federation contacts
 - Statistical information with current figures and 6-year trends for:
 - *Players: licensed and recreational*
 - *Clubs & club membership*
 - *Courts (indoor/outdoor)*
 - *Coaches*
 - *Tennis federation publications, websites and social media*
 - *Professional player data*
 - Eight-year trends of all officially-sanctioned international tournaments (2008 - 2015)
 - European Tennis Trophy (performance) rankings (junior/professional/seniors/wheelchair & beach tennis)
- & much more!**

➤ **Standard + e-Package**
includes 2 hard copies and PDF version

➤ **550 €** Tailor-made packages also available

Special offers for non-profit organisations

Order now: Keith Jenkins • keithj@tenniseurope.org

Conducted by

Tennis Europe (by constitution European Tennis Federation) is the largest regional association of the sport's governing body, the International Tennis Federation. Based in Switzerland, Tennis Europe is comprised of 49 member nations and co-operates with constituent national federations to sanction, manage and support well over 1,000 international tennis tournaments each year across the continent.

SPORTS MARKETING SURVEYS INC. is the 'Official Research Partner' of Tennis Europe. It is an experienced and focused sports research business servicing the sports facility, equipment & sports' goods industry.



SPORTS MARKETING SURVEYS INC.

- ALBANIA
- ANDORRA
- ARMENIA
- AUSTRIA
- AZERBAIJAN
- BELARUS
- BELGIUM
- BOSNIA & HERZEGOVINA
- BULGARIA
- CROATIA
- CYPRUS
- CZECH REPUBLIC
- DENMARK
- ESTONIA
- FINLAND
- FRANCE
- FYR MACEDONIA
- GEORGIA
- GERMANY
- GREAT BRITAIN
- GREECE
- HUNGARY
- ICELAND
- IRELAND
- ISRAEL
- ITALY
- LATVIA
- LIECHTENSTEIN
- LITHUANIA
- LUXEMBOURG
- MALTA
- MOLDOVA
- MONACO
- MONTENEGRO
- NETHERLANDS
- NORWAY
- POLAND
- PORTUGAL
- ROMANIA
- RUSSIA
- SAN MARINO
- SERBIA
- SLOVAKIA
- SLOVENIA
- SPAIN
- SWEDEN
- SWITZERLAND
- TURKEY
- UKRAINE

Tennis Europe ➤ Zur Gempenfluh 36 CH-4059 Basel

Tel: +41 (0)61 335 90 40 ➤ Fax: +41 (0)61 331 72 53 ➤ www.tenniseurope.org ➤ contactus@tenniseurope.org

Symposium 2016

balance point. This will show minute changes in the balance point that would be impossible to determine with the naked eye. Eric is now designing a swingweight machine and should be available next year.

HEAD's Mauro Pinaffo, gave a great presentation on string and racket development, along with introducing their new products, how the product lines are developed, marketing of the different lines.

After lunch, Babolat's Lucien Nogues, gave a presentation on their new line of stringing machines. We were hoping to have them to try out at the Symposium, but they are still tweaking some things to make it perfect before the expected sales date of July, 2016. Lucien is a great presenter, with many great stories. He is the most experience stringer in the world. I do not know anyone who strung as many tournaments as Lucien. The machine looks great and has a not of new technologies on it, hence it takes longer to perfect everything.

Private Lessons were next on, with anyone with free time taking to the courts to test the new rackets from HEAD and YONEX. We offer free lessons to every attendee from a Master Pro Tour Stringer. This is our most popular activity with the list overfilled very quickly. We had to spread the lessons out over three days.

After finishing up with everything we had our Annual Managers Meeting. This is the only time of the year when we get most of our country managers together to discuss our plans for the upcoming year. You can read everything we went over in this issue, page 17.



Is String your Business?



We are there for you, driving tennis business in support of growing the game throughout the country.

The TIA UK is the trade body for all tennis businesses, including yours - independent stringers and coaches dependent on the well-being of our sport - and, collectively, we are the authoritative voice of tennis commerce.



Tennis Industry Association UK Ltd

c/o Sport Wins
PO Box 238
Tadworth
Surrey KT20 5WT



Gilly English
Membership & Events Manager
Phone 01737 831 707
Mobile 07904 526 779
Email gilly@tiauk.org

Phil Sandilands
Business Development Manager
Phone 020 8398 3232
Mobile 07786 390 855
Email phil@tiauk.org

Benefits

- * Your business profile online in the searchable TRS directory on www.tiauk.org
- * Access to workshops, credits and certification courses at preferential rates
- * Networking opportunities via Member Forums and The Tennis Summit
- * Industry contacts and news
- * Access to TIA UK Preferred Suppliers, including ActionCoach (business mentoring), BLM (legal services), Conference Co-Ordination (meeting professionals), Newby Crouch (Chartered Accountants), Perkins Slade (Insurance) and Traveleads (business travel experts)
- * Playing your part in the business of tennis
- * And more to come... so

Join the TIA UK now!

Symposium 2016

Sunday - Our first presentation for the day was given by Rob Maessen, our co-manager from the Netherlands. He has been working on a project to offer grip moulding along with his tuning and stringing service. This has taken several years to start and Rob went through the steps in developing this to where he has just started this service shortly before the Symposium. Rob brought many examples with him to show the materials and quality of his service. As the patents were not finished, he was not able to bring the moulding rack and moulds with him. Something for next year.

As this is too expensive to set up for every stringer and too few customers, we will offer this service to all our members for their customers in the future.

Paul Gerdes of Yonex gave the second presentation on Yonex's new racket and string products and their technologies. The new Vcore Dual frames were available everyday to test. Paul also was busy preparing to take his MRT certification test, which he passed, during the Symposium.

After lunch, Paul Angell, Angell Sports, gave a presentation on developing rackets and a film on manufacturing rackets and step by step how they are produced. Paul was in charge of racket development for Dunlop and has a great deal of information on R&D, production materials, etc. Angell Sports produces rackets that are custom made. They are ordered with a certain grip shape, length, string pattern, balance and weight. He is now in addition producing finished rackets for the shelves in stores.



Symposium 2016

We ran our Tournament Stringing Room for 3 hours after the presentations, letting the stringers get a feel for getting rackets done quickly under pressure.

Monday - Timo van Driel, co-manager the Netherlands, gave a presentation on using social media to promote your shop or stringing business. He went over all the social media sites, what they offer, who uses them, and most important, how to use them to promote your business. I have heard from a lot of attendees that they are now using social media, which they never thought of using before.

The second presentation was given by Richard Parnell, our Spain manager. He gave a presentation on stringing with gut, particularly with hybrids, along with Around the World, a Necessary Evil. Richard got a lot of interaction going with questions during his presentation on problems with hybrid Stringing and Around-the -World. Always lots of great insights and tips.

The afternoon session started with a Tuning Presentation and Workshop. Mark Maslowski went over how to measure the stats, how to distribute weight, how to place the weight, placing weight under the bumperguard. After testing most of the attendees, all with the wrong balance point, he showed how to do it correctly (see Tips). Or Eric Farrazzi in ERSAATW

Late afternoon, a certification preparation was run for the members testing on Tuesday.

Tuesday - We concluded the Symposium in the morning by giving the last 2 private lessons and then testing 8 members.

We hope to see all of you again next year and many new faces!

**ENTDECKE
DIE WELT
DER**



**WE MAKE
A WORLD OF
DIFFERENCE**

*Die Int. Plattform für alle
Trainer und Coaches
die professionell
unterrichten*



INFO: PTR European Headquarters
Leichtergasse 28 - 39012 MERAN

Fon: +39 0473 230097 - www.ptrtennis.de - info@ptrtennis.de

ERSA Around the World

Richard Parnell, ERSA Spain manager, ran a workshop for Tennispro.fr in France last month for 10 stringers. 6 passed their MRT test and 1 MRT passed the Pro Tour Stringer Level 1. Richard is also our new ERSA France Manager and ERSA International - Americas Manager, on top of the great job he is doing as ERSA Spain Manager.

ERSA International had a record 22 people pass certification tests last month from eight countries and four continents. Four different tests were passed the last month including Certified Stringer, Master Racquet Technician, Pro Tour Stringer Level 1 and Master of Racquet Sports.

Eric Ferrazzi, ERSA France member and MRT is developing a line of high quality stringing and tuning equipment with his company, ERECA. He gave a presentation and tested some of his equipment at the 2016 Symposium. The 2-point balance board with calibrated scales gives weight to 0.1 gram and exact balance point that can be measured when adding a tenth of a gram to the racquet. The weights of the two scales are put into his software online and gives the balance point to 0.01mm. This would be impossible to measure with the naked eye.

Eric has also developed a tension measuring tool for string tension, a classic balance board, and an upcoming swingweight machine.

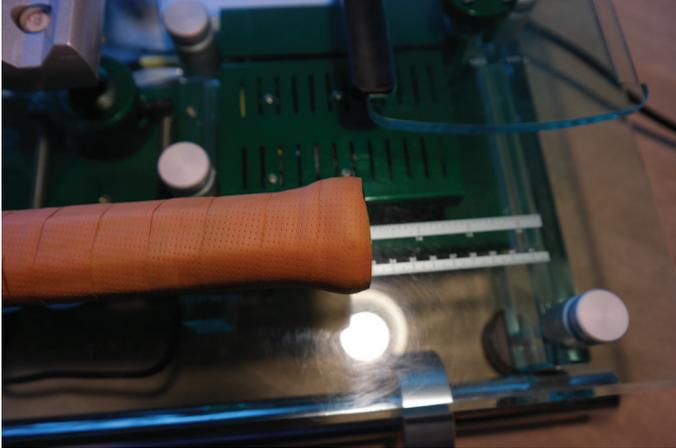
Visit : www.e-re-ca.com



Ivan Buffoni, ERSA Italy member, Master Racquet Technician and new Pro Tour Stringer Level 1, is introducing a line of strings. The company, String - Kong, has a new marketing and packaging direction, with a young look and humorous packaging. We received some sample sets and put them in our office and shop and received great comments on the packaging. We will be testing the strings in the next week.



Tips



Finding the balance point -

During our tuning workshop at the 2016 Symposium, we tested our members against the balance board of ERECA introduced in this issue. Everyone was three to four millimeters off by looking down on the balance board of a Prince Tuning Center. I tried my method of getting the racquet balanced on the balance board, then carefully sliding a box up to it. I then removed the racquet and checked the balance point with the edge of the box. Checking this two times, I was within 0.2mm of the reading from the balance reading from ERECA.

Afterwards, the members tried again and all got the correct reading.

I have tested this at workshops for stringers who have worked at ATP and WTA tournaments with the same results. This means if a player gives them stats to match, they could be off by plus minus three millimeters.

Loosen the Frame Before Final Straightening on the Machine.

In tournaments, sometimes we get asked to string at tensions not suitable for a racket, usually too loose on the cross strings. If the frame is soft the racket will deform after removing it from the machine. We get a lot of requests for example, 26 kilos on the mains and 24 on the crosses. On a flexible frame, the racquet will shorten when you take it out of the machine.

I will loosen the racquet on the machine like I am taking it out of the machine. I will then retighten it like I did with the unstrung frame. I then straighten the strings in the machine if and as needed. Usually by hand or using light pressure on the strings with a setting off tool (straightening awl). Then I remove the racquet and check the strings from every angle to make sure they are straight.



92%
PLAYER
SATISFACTION



MSV TENNIS STRINGS

.....
driven by quality and performance



Our bestsellers like the MSV FOCUS-HEX® strings achieve top satisfaction scores of 92% on stringforum.net (December 2015).

Visit our website www.msv-tennis.com and learn more about the advantages of the MSV strings and grips.



NITRO

LIGHTWEIGHT
LOW-TO-THE-GROUND
BREATHABILITY



TENNIS HAS A NEW RIVALRY
SPEED VS. POWER

STABILITY
CUSHIONING
DURABILITY

REVOLT

HEAD
.COM