



PIPELINE

2016

LETTER FROM LARRY LEONARD

I must congratulate Ullman Sails customer Paul Clitheroe and his team aboard the TP52 'Balance' for claiming first overall in the Rolex Sydney Hobart Yacht Race powered by a majority Ullman Sails inventory. The team's accomplishment demonstrates both the hard work that is required to prepare for the event as well as exceptional execution during the race. They worked closely with Ullman Sails on their inventory in the 12 months leading up to the race. Make sure to check out the Sailing Anarchy exclusive, "Perfect Balance", on page two for more about the team's inventory development. Winning an event such as the Sydney Hobart is not solely achieved in the hours and days during the race, but rather in the years and decades leading up to it. We look forward to seeing the continued success of the 'Balance' program. Our customers have also had recent success at the other end of the boat-size scale. Spanish sailor Arnau Gelpi continues to dominate in the Optimist fleet in Europe, most recently out-sailing 140 competitors to win the Trophée International Aécio last month in Spain to ring in the New Year.

We wish you the very best with your sailing in 2016. The wins by Paul's team and Arnau both showcase the importance of quality sails in your inventory. Our local loft teams and their expertise are available to all customers. Make sure to contact Ullman Sails to discuss how you can optimize your inventory, as well as find out about upcoming boat shows and seminars.



Happy New Year and all the best,

Larry Leonard

Manager of New Business, Ullman Sails International

Larry Leonard is sailmaking authority and champion sailor. He has competed in the America's Cup, designed winning sets of America's Cup and Whitbread Round the World Race sails, and founded the Quantum Sails Design Group. Larry, based out of Annapolis, Maryland, uses his expertise and abilities to push Ullman Sails forward.

IN THIS EDITION...

Plenty of exciting news from Ullman Sails in this edition of our Pipeline Newsletter - here's what you'll find inside!

- A report on Balance's win in the Rolex Sydney Hobart Yacht Race
- Perfect Balance - A Sailing Anarchy exclusive on the development of the sail inventory for the TP52 'Balance'
- Cruising Top Tip from sailing great Skip Novak
- Advice from our experts on how to schedule your racing season
- A look at Arnau Gelpi's win in the Optimist class last month
- Heads up on the upcoming boat shows for Ullman Sails





The TP52 'Balance' on its way to the finish of the 2015 Rolex Sydney Hobart Yacht Race. Photo Credit Rolex/Stefano Gattini

ULLMAN SAILS HELPS POWER TP52 'BALANCE' TO CLAIM OVERALL WIN IN ROLEX SYDNEY HOBART

"This really is one of the great adventures. Thirty odd boats retired in one night. This is a highly challenging and adventurous sport. It's a dream for a yachtsman." - Paul Clitheroe, owner/driver of TP52 'Balance', 2015 RSHYR Overall Winner.

The 'Balance' crew sailed an exceptional race through winds that reached over 40 knots. The challenging conditions resulted in this year's race being regarded as the toughest edition in over a decade with over 30 of the fleet's 108 boats retiring. Be sure to check out the full event report here: www.ullmansails.com/2015-Sydney-Hobart-Win

PERFECT BALANCE - OPTIMIZING THE SAIL INVENTORY TO WIN THE ROLEX SYDNEY HOBART

While it would be easy to say that the Rolex Sydney Hobart Yacht Race started on Boxing Day, the reality is that Paul Clitheroe and his team started the quest to claim the 2015 race a long time ago. Paul and his team worked closely with Bruce Hollis of Ullman Sails Sydney to design, engineer, and build a majority inventory that made a difference when it came to claiming one of the most competitive yacht races in the world.



Prize giving ceremony with overall winner Paul Clitheroe and the crew of 'Balance' at the 2015 Rolex Sydney Hobart Yacht Race.

Photo Credit Rolex/Stefano Gattini

Check out this must-read article on Sailing Anarchy about the effort that went towards making a sail inventory that contributed to Paul and his crew's win: www.sailinganarchy.com/2016/01/04/perfect-balance/





Skip Novak - Four-time Whitbread competitor and high latitude explorer

REEFING DOWNWIND: AN EXCLUSIVE CRUISING TOP TIP FROM SKIP NOVAK

When reefing the mainsail downwind we all know that heading up slightly, easing the mainsheet to take the load off the sail, and letting the sail luff, all make the maneuver easier. But, if you are running downwind and the sea state is already on the up, heading up into the wind to reef can be dramatic and, at times, an unsafe practice.

The ability to reef downwind with the sail under load, especially in heavy air and big seas, is important to be able to achieve. To do this, give the halyard plenty of ease and pull down the luff at the same time as you haul in the clew reef line – at least do these steps in stages so the leech of the sail doesn't flog itself around the shrouds. The main will eventually come down little by little, especially when surging on a wave when the load on the sail is lessened. You can take your time and be methodical.

Having said all this, reefing downwind requires a good mast car or slider system that is free running and well lubricated. Also, keep in mind that radically swept back spreaders are a negative for downwind reefing as the friction of the sail on such an unfair shape can be enormous, not to mention potential chafe issues. If you are starting a design and build project, or buying a boat with the intention to do some serious ocean cruising, whether or not to have radically swept back spreaders must be a consideration in view of this important aspect of sail handling.

SETTING A SCHEDULE FOR YOUR RACING SEASON

With a consistent crew working towards a common goal, improvement is almost inevitable. Working with the same people means everyone will improve in their roles and get in sync with each other's habits and responsibilities.

For sailors in the Northern Hemisphere now is the perfect time to look at the 2016 season and make sure you're on track for a successful year of sailing. Our experts talk about the many considerations that come into play when looking at setting up a campaign. These range from how to set realistic goals for your season, what elements need to be included in your schedule, how to account for practice and maintenance, and perhaps most importantly, how to effectively communicate and sell your schedule to your crew!



Check out the full article here: www.ullmansails.com/Setting-a-Schedule



Arnau Gelpi zipping downwind at the Trofeo International Aecio, hosted by Real Club Nautico de Gran Canaria. Photo by Joan Gelpi

ULLMAN SAILS POWERS WINNER OF TROFEO INTERNATIONAL AECIO

Congratulations to Arnau Gelpi for taking first overall in the Trofeo International Aecio in late December. The event saw Arnau out-sail 140 competitors over eight races, including a win in the last race of the event, to earn the top spot overall. This win puts an exclamation mark on an incredible year for Arnau in the Optimist class - other wins this year include the Irish National Championships and Trofeo De La Hispanidad among many others. Arnau uses the new Ullman Sails XC design to power his boat, ask your local loft for details!

COMING TO A BOAT SHOW NEAR YOU!

Its boat show season again! No matter where you are in the world Ullman Sails is probably coming to a boat show near you. Check out the schedule of boat shows and make sure to stop by and say hello.

- London Love Boat Show (January 8-17)
- Cleveland Mid-American Boat Show (January 14-18)
- San Diego Sun Road Boat Show (January 21-24)
- Seattle Boat Show (January 29 - February 6)
- Goteborg Boat Show (February 6-14)



Don't see a boat show near you? Contact your local loft for more information. Ullman Sails will be at many more shows in March and April!