

LOFT LINES

A NEWSLETTER FROM HAARSTICK SAILMAKERS

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November 9, 2004

I am very pleased to report that our October Sales are running ahead of last October's, a month which broke prior records for the past 17 years. All segments of our business are up: Offshore Racing and Cruising, One Designs, and especially replacement Freedom Yacht sails. Your support is greatly appreciated, and we are looking forward to another record breaking month this November.

November 2004 Newsletter Articles/Topics:

- Discount Breakdown
 - "Deck Slime – Part 1" by Jon Faudree.
 - Why Haarstick? by Jon Faudree
 - Winter Seminars
 - Frostbiting
 - Keep up to date with local news: sign up for two upstate NY Newsletters.
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For those of you that are still thinking about that new sail, **TIME IS RUNNING OUT!! THE BEST PRICES OF THE YEAR WILL END ON NOVEMBER 15, 2004. ONE WEEK LEFT TO:**

Save 15% on any one new sail order!

Save 20% on two or more new sails!

AND, for the first time ever, you will receive a **FABULOUS Haarstick Hat** for each sail you order!

AND:

OUR 15% REPAIR FALL DISCOUNT WILL END ON 11/15/2004 AS WELL! If you can't bring in your sails, we have arranged to pickup your sails for repair at: (we will also drop them off in the spring)

RCR Skyway – Buffalo (please call before dropping off)

284 Fuhrmann Blvd.
Buffalo , NY 14203
Phone: 716-856-6314
FAX: 716-856-0210

Navy Point – Sackets Harbor (please call before dropping off)

500 West Main Street
Sackets Harbor , New York
315-646-3364 Phone
315-646-3368 Fax

Or call us at 1-800-342-5033 to arrange a pickup at a site near you.

After 11/15/2004 , until December 31, 2004 :

Save 10% on any one new sail order!

Save 15% on two or more new sails!

FINALLY, we have several **ONE DESIGN GROUP DISCOUNTS** for the following classes: J-22, J-24, Thistle, Ensign, and Ideal 18. Call us at the above number for details.

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“DECK SLIME – PART 1”

Over the past two summers I have gotten the chance to sail with many Haarstick customers. It has been a truly rewarding experience getting a chance to get to know you and help in any way I could.

I’m often asked what separates a good sailor from a great sailor. Unfortunately this is an impossible question to answer, because everyone has different abilities. The best way to become a really good sailor is to continually learn, and try to learn something every time you go out. That really is what makes this sport special.

I have to say that I’ve probably learned as much or more from sailing with all of you than I could ever teach you. The key to getting better is change! The people that are resistant to change, that say, “I’ve been doing “it” this way for years and “it” works fine for me,” are the people who won’t get better.

Anyone in the right conditions can steer a boat straight, and make it go fast, But it’s the people that do the “little things” that find that all-important *Sixth Gear*, that gives them the extra tenth of a knot of speed.

My plan for the next couple of months is to do a series covering crew weight placement, up and down wind, crew weight adjustments to help steer your boat, roll tack and Gybe, surf waves, etc. I’ll try and break it up into small sections so you don’t have to read many pages at once.

“DECK SLIME!”- Part I

Earlier this year in a regatta write-up I referred to a crewmember as “*Deck Slime*.” Several people including his father asked, “What the heck does that mean?”

I replied, “It’s a term of endearment, he’s the guy that kept moving on the boat to help me steer and keep us going fast.”

Having crewmembers become *deck slime* is a good way to involve everyone and make them feel more like part of the team and not just *Rail Meat*. They are as important as an experienced sail trimmer or a good helmsman. By deck slime I mean someone in charge of keeping the boat balanced. Whether it’s a two-person dinghy or a big heavy keelboat.

Most sailboats go fastest with a little “Weather Helm,” or a little pull on the tiller or wheel. Bill Gladstone in his book *North U. Trim* says, sail the boat with four degrees of rudder. Four degrees is a fairly relative term. I would suggest using your crew to flatten the boat till the skipper has “Neutral Helm,” or no pressure on the tiller or wheel (note: some boats like the J24 sail the fastest like this) then let the boat heal slightly till there is just a little pressure.

Keeping the helm neutral obviously starts with the driver. One of the first lessons taught when learning to steer a boat, is to sit on the weather side of the boat, and hold the tiller extension like a microphone out in front of you and not like a frying pan next to your side. This is the correct way of driving a boat while doing anything boat-handling related. Once you’re in straight line driving mode you should try ignoring this rule and switch back to holding the extension like a frying pan, keeping the extension as close to perpendicular to the tiller as possible. The closer the extension is to a right angle to the tiller, the easier it is to feel any slight change in the helm. It is easier to judge weather and leeward helm. When steering a boat with a wheel the same principle holds true. Sit in a position where you can see the tell-tales and are just in front of the wheel, holding it next to your side. Again you’re able to feel any slight changes in helm this way. You should be able to hold it this way even in heavy air. Avoid steering with two hands!.

This may be a really quick tip for this month, but it is a very important place to start. With a good feel for the helm you’ll be able to better direct the crew on their weight placement. Next time I’ll talk more about organizing the crew to become effective “Deck Slime” in order to keep the correct amount of pressure on the helm.

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WHY HAARSTICK? – by Jon Faudree

Why do the employees of Haarstick work here? The answer to this question is the same answer to why someone should buy a sail from Haarstick.

The great thing about being a sailmaker is it's possible to go anywhere in the country and find a Loft that will hire someone with experience. So it's a choice for us to work here, it's not just a job, and we obviously don't work because we make a lot of money. It's a chance to feel like part of a team that stands for something.

In a day and age when the world is driven by money, and the "Bottom Line," where companies outsource work overseas, and have huge budgets for advertising, it's refreshing to know that there are still companies that really care about the quality of a product and service to its customers. Every sail we sell is built here in Rochester . We take the money we could use on advertising and spend it on cloth testing, and quality control. The people that work here are sailors who care about taking the extra time to make sure what we put out the door deserves the Haarstick logo.

We don't pay professional sailors to use our sails, but for a small, fairly localized loft it's amazing to see how well our customers do at the national and world level. I don't know of any local sail lofts that have had the success that Haarstick has had. We are recognized for the quality of our sails all over the country.

So for all the employees at Haarstick Sailmakers, thank you for another great season, and we look forward to continuing to build you the best sails available.

Jon Faudree

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WINTER SEMINARS: *Don't forget!*

We are planning on doing a series of *chalk talk/clinics* at the loft this winter. If you have any preference on the; day, time of day, or topics, please let us know!

A tentative topic list will include:

Sail Shape/ Trim, Theory and application.

Starting Tactics

Upwind, and Downwind tactics

Sail Cloth, Cloth testing

New 2005 racing rules: This could be arranged more like a "Town Meeting" for an open discussion, so we can all better understand the new rule changes. (Obviously this won't be scheduled till after the new rules are available!)

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Frostbiting

For all those that are interested there is frostbiting at Rochester Yacht Club in Interclub sailboats. The *Rochester Frostbiting Association* is very accommodating; they'll help anyone get started. Just show up and at the RYC Jr. sailing building around noon on any Sunday, and someone will help get you going.

It's a great way to improve your sailing skills, pass the winter, meet and sail against some of the best sailors in our area and country, or just have a great time!

Sodus Bay Yacht Club has J/24 racing till December on Sundays as well. There are teams always looking for extra people if you're interested give me a call at the loft and I'll try to find a boat for you.

Hope to see you on the water this winter ___/)/)_

Jon Faudree

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LOCAL UPSTATE NEWSLETTERS

If you are not already receiving their e-mail newsletters, we recommend that you sign up for these two upstate NY newsletters:

For the **RCR** Newsletters: <http://www.rcryachts.com/newsform.htm>

For the **Navy Point** Newsletter: <http://www.navypointmarine.com/subscribe.html>

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