

LOFT LINES

A NEWSLETTER FROM HAARSTICK SAILMAKERS

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October 13, 2004

Thanks to all of you that have already taken advantage of our Fall Discount. For those of you that are still “thinking about it”, remember, the **Best Savings** of the year for new sails will **End on November 15, 2004** :

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!

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

Save 10% on any one new sail order!

Save 15% on two or more new sails!

AND:

Our **REPAIR FALL DISCOUNT** is **NOW** in effect: All repairs received **BEFORE 11/15/2004 will receive a 15% Discount!** If you can't bring in your sails, we will be arranging repair pickups at several locations, so call us at 1-800-342-5033 to arrange a pickup at a site near you.

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

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For the first time, I am listing the news items covered in this newsletter. I have received several comments that some of these articles near the end are easy to overlook, without a contents listing. So, here goes:

1st News Item: The end of our Fiscal Year.

2nd News Item: J-22 (full report on web site) and J-24 Lake George "Changing of the Colors" Regatta

3rd News Item: Tips for trimming the "MAXI-RUNNER"

4th News Item: Winter Seminars

5th Personal item: My Star sailing, and my son Chris has a job!!!

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by: Steve Haarstick

Our fiscal year just ended on 9/30/2004 , and it has been the best year by far, since we moved to our new loft on Hudson Avenue in the fall of 1997! Our Offshore Racing and Cruising sails, One Design, and Freedom revenue all hit new highs this year, actually exceeding our overall Custom revenue for the past ten years!! I can't thank all of you enough for your support. When we celebrated our 25th anniversary in 1995, I wrote an article expressing how lucky I was to have been able to pursue the business that I love for so many years. As we approach our 35th year next March 2005, I am doubly grateful that so many of you have made us your preferred sailmaker.

Our business has changed dramatically since the late eighties, early nineties, as we made the decision years ago to stop our large scale production of identical sails like the Laser, Optimism, and JY15 sails. These "mass produced" type of sails, are now largely produced offshore, as are the production of many other One Design, Cruising, and even Racing sails. This movement of production overseas is not driven

by the enhanced quality possible by foreign sailmakers, it is driven by the substantially lower labor costs, and the market size available to the lowest possible price. This trend has become widespread throughout the international sailmakers, just as it has for so many other US manufacturers today.

Concentrating exclusively on building the absolutely best possible sail, every time, is what motivates me. I don't view the quality of our products as a means to gain a competitive advantage; it is my gut reaction. Any mistake, no matter how trivial, feels like a punch in the stomach, and I just can't let it alone. While perfection is an elusive goal, my satisfaction comes from the attempt to get as close to this as possible for each sail we make.

I have always believed that there is a market for sails that provide the highest quality, proven durability, efficiently produced, and backed by excellent service. While this market is not as big as the price driven market, there will always be demand among knowledgeable sailors for a quality product. While sails of the highest quality will always cost more than sails that are produced at the lowest possible price, it is very satisfying to me that so many of you have recognized the added value of our sails.

As a result, for the past 10 years, we have eliminated business that is based only on achieving the lowest price, business such as the above mentioned production sails, and most of the resale market. This has allowed us to keep our prices to our individual customers at a competitive level without sacrificing the quality and service that our customers have come to expect from Haarstick Sailmakers. We have only one goal, NOT to be the biggest, but to make the best, most durable sail we know how, build it in an efficient manner, and provide the kind of support and service that will make it the best value in the market.

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J-22 LAKE GEORGE OPEN REGATTA: 9/25-9/26/2004

A full race by race regatta report is now on our web site, click on the link:

[J22 Lake George Open, Write up and Results](#)

We are pleased to report here that the second place boat "Lucy", skippered by Cory Sertl with husband Mark and Rick Egloff as her crew finished 2nd overall using a Haarstick "Maxi-Star" spinnaker. Kirk Reynolds with our One-Design Rep. Jon Faudree and Doug Burtner up front finished 4th overall in the 33 boat fleet with finishes of 2,12,4,4,3,1,16 with their all Haarstick inventory.

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J-24 LAKE GEORGE “CHANGING OF THE COLORS” REGATTA: 10/2-10/3/2004

Kirk Reynolds wins the largest regatta in Upstate New York with all Haarstick sails!!

Jon Faudree reports:

57 boats came to Lake George October 2nd and 3rd to sail in the *Changing of the colors Regatta*. The leaves had just started changing and the weather was gorgeous. Saturday the winds started at around 8-12 before building to around 22 in the afternoon.

Sunday the fleet started the last race with a light 5 knot breeze out of the east, which died by the time the boats started to reach the weather mark, and chased little puffs down wind.

Our crew for the weekend consisted of Kirk Reynolds, owner/driver. JJ Hall, foredeck extraordinaire, came straight from the J24 worlds in Connecticut . He’s a regular on the Toronto boat, Narcoleptic, the boat we barely beat to win the Great Lakes Championships earlier this year. Erin Harris, another Canadian sailed the J-daze Regatta back in May, returned to do a great job in the middle of the boat. We rounded out the crew Friday night, we were lucky enough to find Caroline Rawley, who was one of my best students several years ago while I taught sailing for the Lake George Club. For a crew that was put together at the “Last minute” we had amazing teamwork. Most every decision was a group decision. We had two Canadians on board and we were sailing with Canadian Numbers: CAN 4416. Jeremy Lucas from the boat It’s a Rental had these sails for the worlds.

We once again set our rig up right on the numbers in the tuning guide. Our mast butt position is very important and has been great for every condition we’ve seen this year. We heard rumors Friday night that the winds could be in the 30’s on Saturday, but in the morning we were greeted with winds that were 8 to 12 knots. We expected the winds to increase so we set our shrouds close to our 10-13 knot range of 24 on the outers and 21 on the lowers. The wind was slightly southeast very, similar to what we saw the week before for the J22 regatta, what worked then was the left middle and for the first race that was our plan. The other major talk was where to start. In a fleet this big and a place this shifty we decided to just start in the middle of the line to keep our options open. We weren’t looking to win the race off the line or win the race at all, just be **conservative**, and **patient!** These decisions were the key to winning the regatta! Kirk did an amazing job starting, we took advantage of the “mid-line” sag that you see in this size of a fleet. I would look at Kirk and boats to leeward that could possibly push us over, or steal our hole. I didn’t focus on the sails, when things get loud before the start it’s important to face

the skipper to hear and confirm whether he needs power, or to luff the sail. If he said luff I'd luff immediately, if he said trim or power on I'd yank it in, careful not to overtrim. JJ continually updated how far we were off the line and Erin called out the time so everyone could hear it. Getting off the line well in this fleet in the top ten every race was the key; it's much easier to deal with 10 boats than 50. We spent most of the regatta talking about where the pressure was, whether we were lifted or headed, and trying to find lanes to keep our air clear. Anyone can look smart when they get clear air. Another main focus of ours was keeping track of the boats we knew had a chance of winning the regatta, every race we watched three main boats, of course we didn't rule out any one, but our focus was on the two boats that just returned from the worlds; Tom Durran on OZ, Thomas Barbeau on Navtec.ca, and former "Colors" winner Al Hobart. Every race we let other people go and settled for not winning as long as we covered these main guys. They each beat us in one race but the key was not to let them beat us in multiple races. If we got near them we would go on the offensive, but we would settle on taking a second in order to cover them. Not always a tight cover, just go to the same side that they did. Down wind we just sailed fast and stayed in the pressure. I would quantify the pressure we were in, on a scale of one to ten. Starting at a number of five, if the pressure built I'd up the number and Kirk would steer lower. Lower numbers meant we had to sail hotter angles. JJ, Erin and Caroline looked to windward and called puffs and which boats were moving fast, and if they got close to effecting our air. We would only sail high enough to keep our air clear, and always tried to sail low to let the Haarstick Max-Runner do the work. The key to flying the chute is to constantly try and square the pull back, to the point where the sail almost looks strapped.

The wind really picked up in the third race, and keeping the boat flat and under control was the key to doing well. We noticed a lot of boats with their Jib cars really far forward and eased to the lifelines. This is really fast in heavy air and waves, but we opted to bring our cars aft, about to the middle of the track, and trimmed the genoa in till the foot just touched the lifelines and about 8-10 inches off the spreader. This helped spill some of the power out of the top of the sail, opened the slot and allowed us to drop the traveler without inverting the main. There were a couple of times that we were slightly slower when we got into some of the bigger chop, but for the most part we had a significant speed advantage. Our genoa halyard was really tight, with NO scallops. The Haarstick mainsail is slightly fuller up top than competitions so it takes more on all the controls, we wailed on the vang, outhaul and Cunningham. Before the start or leeward mark we'd set the outhaul, and once up to speed JJ would stand up on the deck and yank the vang as hard as he could.

JJ was calling out puffs and lows, and Kirk would bring on the backstay right before the puff hit, and I would ease the Genoa slightly to help the boat accelerate, and keep it on its "feet." It also keeps the main from luffing when the traveler is eased. We were able to dominate going upwind, even when the wind was so hard other boats were switching to the 100% jib.

Our conservative sailing led to finishes of 4,2,2,2 for Saturday's racing. Great starts let us not have to take "flyers" up wind, and we just tried to not make any calls that would take us out of a race, we were satisfied with not winning races. Oz also had a great day and finished with 17 points, with Navtec.ca only one point behind him.

As we sat down and enjoyed a delicious dinner at the club and the keg of beer Haarstick had sponsored for the regatta. We talked about how quickly things could change on Sunday, the forecast was 5 knots out of the northeast. Just like we had seen the week before when we sat in a hole downwind and watched 25 boats pass us.

Sunday started with exactly what was predicted, a light northeasterly, but it died before we could get a race off. We feared that any breeze that would come in now would be very unstable, and we would rather go home than sail in a crazy "crapshoot."

As we drifted around Kirk re-read our tuning guide, he realized he had never noticed the 0-2, no wind tuning. So he set the rig between that setting of 10 on the outers and 0 on the inners, and the drifter setting of 15 and 10. Just when we thought we'd be able to pack up and go home, the wind began to fill from the east, a direction that everyone in Lake George says is the worst direction. The race committee scrambled to get a race off, and once again we had a great start right in the middle of the line. We started to get to the left and the wind looked better on the right side so we tacked to the middle. Tom Doran on Oz continued to go left and when he tacked it was clear that he had picked up a lift on that side. In order to keep things close we decided to consolidate, and get over next to him. Even if he was beating us we wanted to make sure that it wasn't by more than a couple boats. Navtec.ca was back in the pack, and although we didn't expect him to stay there, Oz was the bigger immediate threat. We crossed right behind Oz and as we continued to the left we notice that the wind continued to switch that way. By the time we tacked back we were back ahead of OZ again and as we neared the weather mark we were in second. Most of the windward leg we had small shifts back and forth about every 5 to 10 seconds (very weird). It was too hard for Kirk to keep up with the steering and it would have made us go slow for him to try. So I would ease the sheets in the lifts, as I eased I'd push down slightly on the sheet to keep the leech under control, in effect being an adjustable jib car. In the headers I'd ease my hand off the sheet and trim the sheet in, this way Kirk was able to steer a straight, very fast line.

Downwind we Caroline, Erin and JJ did an amazing job keeping us in the very little puffs on the water, and again we made decisions as a group, there were no rash decisions. The wind was so light that our tell-tales were hanging straight down. In this case it's a good idea to have a pack of cigarettes, or have a smoker on board. I spent half the leg chain-smoking and for the most part we were able to keep the

spinnaker full! By the leeward mark we were in first with our good friend from the J22 class Tom Linville right behind us. We went on to win the race and seal 1st overall.

It was a great way to finish the regatta and the first time we'd seen drifting conditions all year. We had seen nearly all the wind conditions possible in two days of racing and been very fast in all. It was a great way to finish the year.

I have been sailing J24s and this regatta since I was 9 years old, and it has been a dream of mine to be part of a team that could win it. I really believe that these are the fastest set of sails I've ever used, and can't wait to do it all over again next year! Thanks again to Stephen Honeybill and all the LGC members and staff for making this a great regatta. Also thanks to Erin, Caroline and JJ for sailing with us, it was a blast sailing with you all, and finally we at Haarstick Sailmakers want to thank Kirk Reynolds for a great year.

[This Write up with Results on Haarstick Website](#)

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“MAXI-RUNNER” TRIMMING TIPS:

by: Jon Faudree

Over the past couple of seasons, we've heard a few comments that spinnakers made from Bainbridge's Airx 650 Spinnaker Nylon were hard to fly, particularly in light air and chop. We use Airx 650 for our J-22 and J-24 spinnakers, as well as several other classes, because it has superior tear strength, good durability with extended use, and it was the only Nylon that we've tested that allows the use of structurally sound "glued-only" radial seams. Gluing the radial seams without sewing allows for a smoother distortion free surface shape. Of all the Nylon fabrics that we tested last winter for seam strength with various glues, few of the several different seam glues tested held the seam together until the cloth ripped, All the seam tests with Nylons other than Airx 600 and Airx 650 failed (slipped apart) before the cloth ripped. While these other Nylon seams **MIGHT** hold together, we concluded that only the Airx Nylons, and only one type of seam glue **WILL** hold the seam together. (A report of our testing last winter is in our December 2003 and our January 2004 Newsletters).

Our “Maxi-Runner” is a power design. It is optimized for running conditions. This means that it is a full sail, and may well be fuller than what you are used to. Power spinnakers are somewhat more difficult to fly in light air and chop than flat spinnakers. This fact, as much as the perceived stiffness of the Airx finish makes it tricky to fly our “Maxi-Runner” in these conditions. There are a few “tricks” that will make it easier to fly your new Airx spinnaker when conditions are light and bumpy:

First Tip: Square the spinnaker pole back farther than you are used to, and keep reminding your trimmer to bring the pole aft, even if the foot looks a little “strapped”.

Second Tip: In the light and lumpy stuff, raise the outboard end of the pole and get the tack of the spinnaker somewhat higher than the clew. This helps to flatten the head in light air, and moves the curl down the luff. This makes trimming the spinnaker a little harder, but it is fast! In medium air, and flatter water, lower the pole, moving the curl higher up the luff for maximum power. This tip came from Tim Booth, the spinnaker trimmer for the 2004 J22 Canadian National champion, *Alternative Girlfriend*

Third Tip: Quantify the pressure on the sail. On a scale of one to ten, give the pressure a number. Using 5 as your base (average), a 7 means you’ve got a puff and can sail lower, a 3 means the wind has lightened up and the skipper should steer a hotter angle (head up). Basically, let the spinnaker trimmer steer the boat down wind.

Remember, when any sail is “crispy” new, it will tend to jiggle around in light air and chop. After a very few sets and stuffs into the launch bag, it will soften up.

In every area of sail design there are trade offs. A gain in one area usually costs in another area. Airx 650, when brand new, is great in medium to heavy air, incredibly fast! While there are other Nylons that are stretchier and perhaps easier to fly in extreme light air and chop, it is also the design of our “Maxi-Runners” that makes it harder to fly in light air conditions. You cannot have a full, power running spinnaker that demolishes the competition downwind in medium and heavy air, and also is the easiest to fly in light air and chop. By definition, Power spinnakers need some air to lift the shoulders, and develop their maximum power. Remember, it is very hard to defend against a faster boat downwind in steady air. When the wind is light, and variable, tactics and staying in whatever wind there is counts the most. Our “Maxi-Runner” gives you that speed when there is no defense, and by following the above tips, it has proven to be competitive even in the light stuff.

Keep these ideas in mind on the off-season and if you had any problems give them a try. I've found that we are almost always significantly faster than our competition just like you'd expect from a Haarstick Spinnaker.

If you have any *Go-Fast-Tips*, or Questions, please drop me an e-mail at. Jon@haarsticksailmakers.com

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WINTER SEMINARS ARE BACK AT THE LOFT!!

We are going to schedule seminars this winter at the Haarstick Loft in Rochester . These will start up in the new year, and continue until spring. We would like to get your suggestions on the most convenient time: weekday evenings, or a Saturday morning, what topics you would like, or any other comments you might have. We will announce the dates and final topic selections in future newsletters.

STAR SAILING: REFLECTIONS ON THE SUMMER

By: Steve Haarstick

The 12th District Star season ends with three fall regattas in September. The Lake George Open on the 11th and 12th, followed by the FLAISIR, this year in Ithaca the following weekend, and ends with the "Chili Regatta" at Seneca, my home club on September 25, 26.

I couldn't make the Lake George regatta again this year, but packed up the boat and trailed it back to my old hometown the next weekend for the FLAISIR in Ithaca . As the first race was not scheduled to start until 12:30 Saturday, I arrived with the boat Saturday morning and rigged up, as I watched the north wind building. A big front had just come through Friday night, and the wind was predicted to be over 20 knots.

As Dan White and I left the dock for the race course, the wind was up into the low twenties with solid white caps and pretty large rollers running on the east side of the lake. At the gun, we got off the line clean, held our lane and headed for the west shore- just like you are supposed to do in a north wind. However, Lake Cayuga nailed me again! You would think after sailing on this lake for over 30 years, I would have figured it out by now, but, unlike virtually every other north breeze, the big shift didn't come from the left side as we cleared Crowbar point, it came from the northeast corner on the other side of

the lake! As we rounded the weather mark in 3rd place, and let off for the run, the mast inverted! If you have never sailed on a Star in 20 knots plus, you haven't experienced the "thrill" of seeing the mast bent forward over the bow at the tip with the spreaders pushing the mast aft in the middle, waiting for the mast to buckle. Realizing the mast ram bottomed out, we had to pull the runners back and sail the leeward legs with the mast raked aft and the boom only out 2/3's of the way. While we kept the rig in the boat, several boats happily planned by us and waved on both leeward legs.

After this one race, everyone decided to save their rigs and sail for the docks, leaving the race committee bobbing in the lake. They also decided enough was enough, and canceled the racing for the day.

That evening, we were all treated to a steak dinner, and some of the "old timer" Star sailors were asked to recount the "glory days". That was fun- lots of laughs. However, I was "suspiciously" absent when my name was called.

Sunday was a much better day. While the wind was still in the 18 to 22 knot range, that was a lot better than the 28 knot gusts the race committee had recorded on Saturday. A good heavy air slug fest! However, we had the very same problem downwind as the prior day, even though I thought I had "fixed" the mast ram problem. It was a shame, as we had great speed off the line and upwind, and rounding the weather mark in first place both races. But we got hammered again on every downwind leg, providing great cheer to those planning by us. The only consolation for me was that I made every gybe without broaching, or being thrown out of the boat, and didn't once get hit by the boom as it came slamming across the boat. In fact, I only asked for help getting the main in when we had to gybe at the leeward mark. That's because it's faster to have the crew haul it in as you steer the boat around- (Chris, it's not because your "girly man" Dad can't pull the damn sheet in!!)

I'd like to give a special thanks to Robin Rogers, the Commadore of the Ithaca Yacht Club. Ithaca went all out for this regatta! They worked very hard to give us all a terrific regatta, complete with an elegant steak dinner, great sailing, and were all genuinely glad to have us there. It was my pleasure to visit my old club, and see some old friends again.

The "Chili" regatta the next weekend had the complete opposite conditions- light and fluky. I was consistently mediocre with four 5th place finishes, and one "blind squirrel finds the acorn" 1st, putting me in 4th overall. Sunday was particularly frustrating, as bad starts lead to disastrous first legs (and a few temper tantrums). The only highlight was watching the lead boats sail into a huge hole on the last beat

of the last race, allowing us to come from way, way back to pass most of them at the finish for our final 5th place.

The Chili served with the usual beer keg (what a club!) after Sunday's races hit the spot, and it is always fun to be around the Star sailors in our district. I have enjoyed the sailing for sure, but I think the really good times are the banter that goes on between friends at these regattas. The renewed and new friendships that I have made over the past few years since I came back to the class, make me wish that I had never left for so many years.

I am looking forward to sailing this winter in Miami . I want to do the entire winter circuit, if at all possible. There is nothing that beats Star sailing!!

Hooray, hooray, my son Chris has a job!! After looking all summer after graduating from the Simon School this spring with his MBA, he has moved to Greenwich , CT. He is in training to become shortly a "distress bond" trader dealing with large institutional investors. (I think I got this right). He says there are no "widows and orphans" involved in these trades. His house in Rochester is still for sale. Anyone interested? He left me to mow the lawn with a 1920 style "reel" push mower. Only Chris would buy one of these. I didn't think they made them anymore!!

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That's all for this issue. If you no longer wish to receive updates or Newsletters please reply with "Remove" in the Subject box