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A DIVISION OF NORTH SAILS GROUP, LLC



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To: J44 Class Association Members
From: Tom Castiglione
Re: New Class Genoas

After considerable debate and countless meetings with North Cloth, the 3DL production team, and several designers, North sails is recommending that the new class genoas should be constructed with paneled Kevlar cloth. The cloth will be North's proprietary KH225TX and KH150TX Kevlar/Taffeta cloth.

Here's Why:

Your existing Banks Genoas have lasted for five seasons. To some extent they were over built but many of you will be cutting down those sails and put them on your furling unit next year as you did with the last genoa. I helped build these sails at Banks. The sails were built with heavier Dimension Polyant sailcloth. The North KH225TX and KH150TC cloth is significantly more sophisticated. The cloth will be lighter, exhibit less stretch at the top of the wind range and like the old sails, the class will get many years of use beyond the class racing lifespan. While these sails will not be super lightweights, they will weigh approximately 20 pounds less than the previous Genoa. This cloth has survived years of hard sailing on many a grand prix yacht.

Many of you now have 3DL-TF sails in your private inventories and I am sure most of you are surprised that I am not heading in the 3DL direction. Initially this was the direction that I was heading. Some of these sails will be used in their 2nd and even 3rd Bermuda race in 2006. However, these sails do not get used as much as the class sails will.

Other Sailmakers are now making 3DL "look alike" sails to compete in the big boat market. I will not spend much of your time explaining the difference to you but all of these sails are simply cross-cut paneled Kevlar or Carbon sails made to look like a 3DL. The point here is that the "New" construction sails are simply individually laminated sections of cloth glued together to warrant the "3DL like" claim. North has

14 years of laminating experience of this type. These “new construction” sails are a marketing ploy and have not even begun to experience the growing pains that will eventually surface. North is not recommending this type of sail for the class. With this in mind, a “new construction” sail from any other loft will simply fail in short time, regardless of their claims (which have no data beyond one year of use), the trouble has not yet begun for them. Any of you that may have purchased 3DL sails in '96, or '97 will understand my concerns with new technology.

What seems to get lost in today's construction based selling tactics of the sailmaking industry is the fact that without the right designer, any sail can be a bad sail regardless of how it is made. Chris Williams of North's Performance Research Group (PRG) designs all of the J44 Upwind sails and will design the new genoa. Chris also designed the last J44 class genoa while at Banks. Chris' recent designs are currently on CHALLENGE, VAMP, GOLDDIGGER, BROWNEYED GIRL, CHARLIE V and DIOGENES. Chris' past designs at Banks are still present on MAXINE, VAMP and STAMPEDE to name just a few.

Summary

- A paneled Kevlar sail will simply last longer.
- With several new boats arriving in 2005, the sails will undoubtedly see more time on the water and more abuse.
- Paneled Kevlar will take more abuse. Most damage on the existing sails is caused by spreader impact. (Bad tacks)
- Whether we are discussing Quantum's Smart Sail, Doyle's D4, UK's Ultra product 3DL –TF or UK's Ultra product. Durability down the road is an unknown factor.
- Taffeta films limit our ability to see the lamination during the quality control stage of production.
- No matter how much pressure, degree of heat, amount of curing time, custom yarn layout, or any other hi-tech construction method that may be used to build a sail, a “new construction” sail from any loft is not meant to last as long as the class will expect these new genoas to last.
- The designer makes the difference.
- The design is more important than the construction method.

Pricing

Based on an order of 15-16 genoas, North will offer these sails to the class association for \$5700.00 each. A 50% deposit will be required no later than December 15th to confirm the order. The sails will be completed by March 10, 2005. Additional sails may be purchased for two years with a 15% increase in price.

Each North sail will include the following features:

- KH225TX and KH150TX cloth. The blend is for weight savings
- The sails will be built to the North BLUE BOOK standards that every new North Sail is constructed with. No compromises will be made for cost.
- Full-length sausage bag. Each bag will be numbered on the outside of the roll.
- Tell Tale window
- 3 Trip Stripes
- Slightly larger spreader patches (for different mast rakes)
- Sail Numbers
- 1-year guarantee for structural defects.
- The sails will be built to the exact allowable tolerances for hoist and leech length
- Whether a North sail is made with paneled Kevlar, 3DL, Spectra or Dacron, it just does not matter. It's in the design!

Thank you for the consideration of North Sails for your class genoas. We all look forward to continuing to support the class and servicing the needs of your sailing teams for many years to come.

Best regards,
Team North Sails

Tom Castiglione
Chris Oertel
Larry Becker
Silvia Deegan

Steve Benjamin
Jack Orr
Tom Treat

Tom McLaughlin
Chris Buncke
Paul Vandyke

2 attachments



ABSOLUTLY PERFECT

This photo is North Sails latest J44 M/H design. The sail is absolutely perfect. Note that the sails sheets directly into each spreader evenly. This design is based on over ten years of experience with the J44. Whether a sail is made with paneled Kevlar, 3DL, Spectra or Dacron, It just does not matter. It's in the design!

