



ULLMAN SAILS INTERNATIONAL
Website Inquiry Distribution Matrix

<u>Loft Name & Licensee</u>	<u>Email</u>	<u>Protected Marketing Area Per License Agreement</u>	<u>Exclusive One Design Production Rights</u>	<u>One Design Class Managers</u>	<u>Exclusive North American Sales Territories for the J/105 class ONLY</u>
AFRICA					
Ullman Sails South Africa Jan Reuvers	dominique@ullmansailsrsa.com	The Republic of South Africa			Not Applicable to lofts outside North America
AUSTRALIA					
Ullman Sails Brisbane Andrew Turner	andrew@ullmansails.com.au	Within a 200 km radius of Wynnum, Queensland			Not Applicable to lofts outside North America
Ullman Sails Sydney Bruce Hollis	bruce@ullmansails.com.au	Sydney, Australia		18 Foot Skiff	
Ullman Sails Whitsunday Peter Mitchell	whitsunday@ullmansails.com.au	Within 500 km radius of Airie Beach, Queensland			
CARIBBEAN					
Ullman Sails St. Maarten Rob Gilders	rgilders@ullmansails.com	St. Maarten/St. Martin, Anguilla, St. Barth and St. Kitts/Nevis			Not Applicable to lofts outside North America
Ullman Sails Trinidad Kent Barrow & Mark Loe	info@ullmansailstrinidad.com	The islands of Trinidad and Tobago			
EUROPE & the UNITED KINGDOM					
Ullman Sails Croatia Bojan Grego	grego@ullmansails.hr	Area within a radius of 200 km of Rijeka within the borders of Croatia			Not Applicable to lofts outside North America
Ullman Sails Denmark Lars Bo Poulsen	larsbo@ullmansails.dk	Denmark		Dragon	
Ullman Sails Italy Diego Tisci	info@ullmansailstraiano.com	Italy and the island of Malta			
Ullman Sails Marseille Patrick Boronat	pboronat@ullmansailsrsa.com	Within 50km of the French Mediterranean coast from Le Lavandou to La Grande Motte.			
Ullman Sails Montenegro Bojan Grego	grego@ullmansails.hr	Montenegro			Not Applicable to lofts outside North America



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EUROPE & the UNITED KINGDOM (cont.)					
Ullman Sails Northeast Germany Gunther Froese/ Kati Jager-Froese	info@ullmansailsne.de	The German province of Mecklenburg-Vorpommern and the area defined by the western border of Mecklenburg-Vorpommern to the east, the Elbe river from Boizenburg, Germany to Hamburg to the south; and a straight line that extends from Hamburg to Travemünde to the northwest to include the cities of Hamburg, and the city of Lübeck, and the harbour town of Travemünde.			
Ullman Sails Norway Peter Hoeg	peter@ullmansails.no	The country of Norway, excluding the southeast corner as defined by a line drawn immediately north of Fredrikstad that extends east from the Skagerrak to the Swedish border.			
Ullman Sails South Holland Willem Garschagen/Liesbeth Kodde	willem@ullmansailssouth.nl	The south of the Netherlands defined as the area south of a line drawn from Hoek van Holland (Hook of Holland) that extends east to the German border.			
Ullman Sails Sweden Niels Flohr	info@ullmansails.se	Area within a 150 kilometer radius of Skarhamn, Sweden, but only to include the southeast corner of Norway defined by a line drawn immediately north of Fredrikstad, Norway, that extends east from the Skagerrak to the Swedish border.		Dragon	
Ullman Sails Turkey M.Ali Yelkenbicer	info@ullmansails-turkiye.com	Turkey			
Ullman Sails UK Catrina Southworth	jon@ullmansails.co.uk	England, Scotland and Wales	B-14	Finn Optimist	
JAPAN					
Ullman Sails Japan Kenji Igarashi	info@ullmansails-japan.com	Japan			Not Applicable to lofts outside North America
RUSSIA					
Ullman Sails Northwest Russia Yuri Kostarev	ullmansails@mail.ru	Area within an 1,000 kilometer radius of St. Petersburg within the Russian Federation			Not Applicable to lofts outside North America



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USA					
Ullman Sails Annapolis, MD Jan Reuvers	lleonard@ullmansails.com	The area in the state of Maryland defined by the Chesapeake Bay to the east, the Petuxant River to the south; the Petuxant River to the west until it crosses the MD-4, then northeast of MD-4 and east of US- 301 to MD-3 to Interstate 97; and south of MD-100 to MD-177 including the northern shore of the Magothy River and Gibson Island.			Refer to Exclusive North American Sales Territory Matrix for the J/105 Class
Ullman Sails Buffalo, NY Greg Koski	gregorykoski@ullmansailsleveland.com	50 mile radius of Buffalo, New York			
Ullman Sails Cleveland, OH Greg Koski	gregorykoski@ullmansailsleveland.com	75 mile radius of Cleveland, Ohio			
Ullman Sails Detroit, MI Wally Cross	wcross@ullmansails.com	The state of Michigan; the following counties of the state of Illinois: Cook and Lake; and the following counties of the state of Indiana: Lake, Porter, and LaPorte.			
Ullman Sails Florida Doug Fisher	ullmansails@ullfl.net	State of Florida, and the Caribbean from the U.S. Virgin Islands north and west to Florida excluding Puerto Rico, but including Cuba, Jamaica and the Cayman Islands	Johnson 18 Corsair 24 MII Corsair 28R Corsair 31R		
Ullman Sails Gulf Coast, LA David Bolyard	gulfcoast@ullmansails.com	Louisiana and Mississippi	Flying Scot		
Ullman Sails Hawaii Larry Stenek	ullmanhi@artnelsonsailmaker.com	State of Hawaii			
Ullman Sails Newport Beach, CA Bruce Cooper	ullman@ullmansails.com	Defined by a northern border that extends in a straight line from the northern edge of Marina del Rey along Washington Blvd to the I-10 at Beaumont; then a straight line that extends from Beaumont to the southernmost point of Orange County.	J/105 Lido 14 Martin 242 Santana 20 Ultimate 20	J/70 Melges 24	
Ullman Sails Pacific Northwest, WA Kathy O'Brien	sailsinfo@ullmansailsssandiego.com	Within 50 miles radius of Seattle, WA			



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USA (cont'd)					
Ullman Sails Rochester, NY Greg Koski	gregorykoski@ullmansailsleveland.com	50 mile radius of Rochester, New York			
Ullman Sails San Diego, CA Kathy O'Brien	sailsinfo@ullmansailssandiego.com	San Diego County	Capri 22		Refer to Exclusive North American Sales Territory Matrix for the J/105 Class
Ullman Sails San Francisco & Monterey Bay, CA David Hodges	dhodges@ullmansails.com	The area inclusive of the following California counties in their entirety: Alameda, Contra Costa, San Francisco, San Mateo, Santa Clara, and Santa Cruz; and the coastal regions of Marin, Solano and Sonoma Counties that border on San Pablo Bay and San Francisco Bay up to a distance of 10 miles from the bay front; and the coastal regions of Monterey County that border on Monterey Bay up to a distance of 10 miles from the bay front. The northeast limit of the San Pablo Bay will be defined as the Benicia-Martinez Bridge, and the western limit of San Francisco Bay will be defined as the Golden Gate Bridge.			
Ullman Sails Ventura, CA Gary Swenson	ullmanventura1@att.net	County of Ventura			
Ullman Sails Virginia Jerry Latell	jerry@ullmansails.com	Within the state of Virginia defined by Interstate 95 to the west, the Potomac River to the north and the North Carolina border to the south.			