



**LETTER FROM DAVID ULLMAN**

Many of our customers are training for upcoming championship regattas or pushing off the dock for a family cruise. Even for those customers who are weathering the off season – we’ve got some great articles for you this month. Weeknight racing has grown substantially in popularity in recent years and often we’re seeing more boats on the start line on a Thursday than a weekend event. One Design expert Alex Curtiss has some great insights into how to make the most of your evening racing. And our Ambassador Skip Novak has more valuable advice for all types of cruisers on with our #cruisingtoptip on reefing.

We’re also in the midst of celebrating our 50th anniversary and our success is firmly rooted in the experiences our customers have on the water. We’re sharing stories of our history but we want to hear from you. Send us your favorite story or photo about your history with us.

Good Sailing!

Have the Best Time Ever,

David Ullman  
Ullman Sails International



**IN THIS EDITION**

There is plenty of exciting news from Ullman Sails in this Pipeline Newsletter - here’s what you’ll find:

- #CrusingTopTips with Skip Novak - When To Reef
- Make the Most of Weekday Racing - Alex Curtiss/Ullman Sails Newport Beach
- #UllmanSails50th
- Ullman Sails Racing Results: R2AK, ESTE24, Annapolis to Newport, Ullman Sails Long Beach Race Week.



Photo by John Cary



## #Cruising Top Tips - Ullman Sails

*Cruising tips from Ullman Sails Ambassador Skip Novak*



### #CRUISING TOP TIP - WHEN TO REEF

*Author: Skip Novak*

While racing the time to reef can, and should, be determined more or less precisely via your polar diagrams. Some simple tests will also suffice to range in on the cut-off wind speeds – that goes for taking out the reefs as well! When cruising it is a different story. We all know what it's like when left too late. A struggle. Not to mention the possibility of having an out of control sail and the risk of damage.

Reefing should always be done well in advance of when you actually need it. Make reefing an easy and controlled maneuver. Even if doing so make you feel underpowered, this is a good time to take a stroll and inspect the details on the deck – running rigging, addressing any chafe issues that need dealing with, securing all the deck gear, etc. – in anticipation of increasing wind speed and bigger seas in the near future.

As soon as the boat starts to surge to leeward it's time. If you have to start easing the traveler down it's time. Dodgy weather on the horizon? Put the reef in now. More likely than not, when reefing earlier rather than later you will be back up to speed sooner than you thought and more comfortable for it.

Photo Credit: Saffier Yachts





## Sailing Advice from Ullman Sails

*Tips and tricks from the Ullman Sails group.*

### MAKE THE MOST OF WEEKDAY RACING

*Author: Alex Curtiss/Ullman Sails Newport Beach, CA*

Summer is now in full swing, and yacht clubs all across the country are having their twilight series. These races are either windward leeward courses or random leg, but none the less it's still sail boat racing. Weekday racing can be used to hone critical racing skills that are used during weekend regattas. Below are three things to do during the week to help improve your weekend regattas prowess.

#### GET YOUR HEADINGS

Typically while sailing during the week, boat owners will bring non-sailing friends or less experienced sailors to race with them. Without a doubt this is how we get people involved in the racing side of sailing. The social aspect has always been and will always be at the forefront of amateur sailing. But rather than enjoying refreshments and arriving at the starting line just minutes before your start. Try to rally the crew to get out to the race course 30 minutes before the gun goes off.

Then in your spare time, roll out the jib, trim the sails in and go upwind. Try to sail upwind on starboard for 3-5 minutes. During the time, take a look at the jib lead, the relative trim to the spreaders, as well as main trim and traveler height. Then tack to port and repeat approach. What you have accomplished is essentially what you would want to do before the start of any race. This will give you an idea of what tack is favored and which side of the course has more pressure.



©Tom Walker Photography

#### RESPECT THE RULES

You'll hear the saying over and over, "It's Wednesday night, we're not protesting", but the fact of the matter is if you consider all of the racing you've participated in throughout the summer, a large portion of it comes from twilight sailing. Do not be afraid to call someone out for breaking a rule, whether it's on the water or on the dock, it doesn't matter. Rules are an important element of sail boat racing that are often neglected during the week. On the flip side, you have to disciplined yourself. So taking turns when a rule is broken will teach you to be more aware of the rules. If you don't respect the rules during the week and pay attention to protests, you are going to have a tough time carrying out penalty turns on the weekend.

If you feel as though you might have fouled, just do the turn and move on. It is also great to teach "newbies" in the sport of sailing to respect the rules of the road. A basic explanation to the crew of why you are doing turns will ultimately do them well.

#### EXPERIMENT WITH TACTICS

It is important to keep the brain curious on the race course. I often ask myself "well if we do X, Y could happen.", then I try it. Thoughts like these are great learning tool because if it works, great, file that one in the playbook for future reference. If not, how can you learn and improve from it? Maybe it was a side that doesn't normally pay off, but works out one night. Reach for your notebook, write down your headings for that day, along with breeze direction, and keep not of what, why, and how things worked out. Who knows, this information could pay off in the future.

#### ALL AND ALL

Use your weeknight experiences to strengthen your weekend results. You shouldn't be afraid to challenge your crew from time to time (even if they are new to sailing), track and collect compass headings, respect the rules, and do not be afraid to step out from ordinary once in a while. Have you heard the saying "you don't know what you don't know"? The same applies here, in low risk environments it's easier to experiment and gather knowledge than risk it all without direction when it counts.





## News and Announcements of Ullman Sails

*The latest news and announcements of the Ullman Sails group.*

### ULLMAN SAILS 50TH - YEAR 18-19 - 1985-1986

Ullman Sails proudly powers a second place finish in the extremely competitive Etchells World Championships in 1985. Shortly after, Doug Fisher from Sarasota would join David's rapidly growing network of sailmakers to establish Ullman Sails Florida. David Ullman also wins his ninth and final Lido 14 National Championship and takes the U.S. Team Racing Championship title for the second time.

In 1986 David Ullman pens the famous article "Get the Pros Out of Racing" in Sailing World which is a debate that may be even more relevant today than ever before. You can read the full article here: <http://cdn.sailingscuttlebutt.com/.../2.../10/ullman1986.pdf.pdf>

*Image: One of David Ullman's first big-boat projects, Peter Tong's Santa Cruz 70 'Blondie'*



### ULLMAN SAILS 50TH - YEAR 20 - 1987

Year 20 - 1987: David Ullman competes in his third and final Admiral's Cup regatta, sailing 'Blue Yankee' with a full Ullman Sails inventory. He also stops sailing the 470 and instead looks to begin his Olympic coaching career with U.S. 470 Olympic hopefuls John Shadden and Charles McKee.

*Image: David Ullman sailing 'Blue Yankee' during the 1987 Admiral's Cup*

### ULLMAN SAILS 50TH YEAR 22-23 - 1989-1990

David Ullman wins his first Acura Key West Race Week aboard the MORC 30 'Babe Ruthless'. At the same time Ullman Sails also expanded significantly - now with USA locations in Ullman Sails Newport Beach, Ullman Sails San Diego, Ullman Sails Ventura, Ullman Sails Long Beach, Sarasota, Dallas, and Atlanta; and international locations in Ullman Sails Italia, Brazil, Ullmansails Japan, Monaco, Ullman Sails Norge, and Mexico.

*Image: The first suit of Ullman Sails by Peter Hoeg in Ullman Sails Norway for a Beneteau First Class 8 in 1990*





## Ullman Sails Results

Have results? Submit them to Ullman Sails Facebook: <https://www.facebook.com/ullmansails/>

### ULLMAN SAILS PODIUM FINISH IN R2AK

Congratulations to Nels and Lars Standberg aboard Big Broderna who took 2nd place over all, missing 1st by 3minutes after 850 miles and no handicap. Lets not forget, on day one they came to find out their prop and prop shaft for the pedal drive system went missing. Luckily, a few days later, with the help of a kind spectator they managed to get a used prop, shaft, and shop time for install. Keep in mind this was their 3rd time competing in R2AK (Race To Alaska).

Great video can be found here: [https://www.facebook.com/racetoalaska/videos/1192446494216353/?hc\\_ref=PAGES\\_TIMELINE](https://www.facebook.com/racetoalaska/videos/1192446494216353/?hc_ref=PAGES_TIMELINE)



### ULLMAN SAILS WINS FIRST IN CLASS - ANNAPOLIS TO NEWPORT

"Annapolis to Newport race was awesome. The weather turned at the end and we had to beat the last 40 miles into a cold northerly breeze but other than that last stretch the conditions for the other 433 miles were spectacular and it was just a fantastic sail. Austin and I sailed on Nanuq a Sabre 426 with full Ullman Sails inventory. We defended well on the last upwind stretch and ended up winning our class. After correcting to second place two years ago in this race by a minute and twenty seconds it felt really good to pull off a win. The crew was led by skipper Glenn Doncaster and included Jim Cobb, Matt Newborn, Alex Otoole, Hans Kalkofen, Sloan Burns, Powers and Latell."  
- Jerry Latell/Ullman Sails Virginia



### ULLMAN SAILS WINS LEG OF ESTE24 CIRCUIT

Congratulations to Luca Tubaro and crew for securing a first place podium finish in the Italian ESTE24 Circuit National Championship. "Today I would say very good to us, with two first and a second we are very pleased," commented Luca Tubaro, Aniene Young's shipowner-steward, "we have maneuvered well, although we can still improve." We are on the right track The fleet is very high and therefore it is not easy to always be ahead. We have a good step, even the Ullman Sails sails are giving us great feelings. The Talamone racing field is very nice and windy, in the next they say it will increase, we see in the two Days what will happen. "





## Ullman Sails Social Highlight

Have results or images? Submit them to Ullman Sails Facebook: <https://www.facebook.com/ullmansails/>

### ULLMAN SAILS INSTAGRAM PHOTO OF THE MONTH



Photo: Bronny Daniels - [Joy Sailing](#)  
Event: Ullman Sails Long Beach Race Week