



LETTER FROM DAVID ULLMAN

As we begin sailing into the last quarter of 2017, we're left with evergreen memories of sailing trips, regatta championships (won or lost), and tales of grand sailing adventures with friends and family throughout the year. Looking back on those memories, as big or as small as they might be, there's one underlining phrase that comes to mind, The Best Time Ever.

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. My best time ever was at the 1980 470 World Championships in Porto Alegre, Brazil. The event was just after the USA announced its boycott of the 1980 Olympics (meaning the regatta would be our Olympics). Tom Linksey and I dominated the regatta and won without needing to race the last day. But that final day turned out to be the most fun I have ever had sailing - a perfect, beautiful day on the water. Tom and I went out on Lasers to watch the final day of racing with the whole town turning out, all extremely friendly and supportive.

Send us your favorite story or photo about your history with us. Reach out to us via [Facebook](#), [Instagram](#), and [Twitter](#) and share your best time ever with Ullman Sails. We would love to see your stories and hear all about your great sailing adventures.

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:

- #CrusingTopTip with Skip Novak - Boarding
- Special Events - Ullman Sails Croatia supports Mini Transat 2017 - CRO704
- #UllmanSails50th
- Ullman Sails Racing Results: Saffier Nitro, Aniene Young Sailing, Airlie Beach Race Week





#Cruising Top Tips - Ullman Sails

Cruising tips from Ullman Sails Ambassador Skip Novak



#CRUISINGTOPTIP - BOARDING

The fashion for wide sterns with swim platforms has encouraged boarding the yacht from the stern, rather than the old fashion way of alongside amidships and up a classic ladder. Years ago before stern scoops with swim platforms became vogue, you would have to have been a rock climber or a gymnast to lever yourself over the stern counter. Certainly on anything that Olin Stephens had designed.

Boarding alongside was the only option, but this option has fallen away to some extent. Granted it is much more strenuous having to hold on to a boarding ladder, and if there is no side gate in the lifelines you have to be fit enough to lever yourself up and over.

The problem is though, if you are anchored in a big swell or chop and the stern is jumping up and down, boarding at the stern can become a dangerous exercise. Depending on the configuration of the stern the dinghy can also get trapped under the scoop with dramatic

consequences for the crew left behind, likely about to take an unplanned swim. When it gets rough like this you should default to boarding alongside. You need a proper boarding ladder with solid, wide and flat rungs – not a cheap ‘emergency boarding ladder’ which are toys. It is much easier tying the painter well forward to the rail and also a stern line tied well aft to the rail. With the dinghy stable and nowhere to go, it is the safest method, but you have to be forthright in getting up the ladder with no hesitation.

I find that even in relatively calm conditions trying to bring a dinghy alongside the stern platform is also tricky and there is not enough scope fore and aft for the painter and stern line to stop the dinghy surging back and forth. The better technique assuming you have an inflatable dinghy is to drive the bow against the platform or scoop and keep it in forward gear while the crew goes over the bow on to the platform.



- Skip Novak

Special Events from Ullman Sails

Highlighting Sponsorships From a Global Effort within Ullman Sails.



SUSRETI
VEDRAN KABALIN

Uvilj je dana na Lošinju gužva, u marinama se traži vez više pa je Vedran Kabalin, direktor tamošnje marine, u poslu od jutro do sutra. at će to tako još mjesec i pol i taman se sezona približi kraju poći će na lačeni godišnji odmor i zaputiti se u nturn životu. Prvog dana listopada stari će na Mini Transatu. Svima onima koji naju jedrenje ne treba ništa više reći. 6.5 metara dugoj jedrilici valja u dvije

najmanjoj offshore jedrilici, od komunikacije samo VHF, uz klasičnu navigaciju, pa preko Atlantika. Moraš li biti Superman za to učiniti? Nemam pojma kako na to odgovoriti, bolje to znaju Šime Stipaničević, jedini Hrvat koji je to dosad napravio ili Andraž Milčelin i Kristijan Hajbišek, Slovenci s dva uspjeha sudjelovanja, svi u doba dok se jedrilo do Brazila. A opet, ove će godine startati 85 jedrilačara, među njima i deset žena. Znači, barem na izgled ne moraš biti Superman, ali to očito

POČETKOM JESENI VEDRAN KABALIN ISPLOVIT ĆE U ATLANTSKU TREVERSADU SUDJELUJUĆI NA MINI TRNSATU, REGATI ZA NAJODVAŽNIJE. KAKO SE ZARAZIO MINIJATURNIM OFFSHORE JEDRILICAMA I KAKO SE PRIPREMAO KAZUJE ZA MORE

tako usamljen. Jer uz njega će startati i Dado Veličić, njegov prijatelj s kojim je zapravo i započeo sanjati o ovome pothvatu. Nitko od spomenutih nije bio značajan sportski jedrilačar u malim klasama, svi su se oni navukli na jedrenje od malih nogu, ali na neki drugi način. Izuzetak nije ni Vedran. Rođen u Rijeci, jedriti je počeo kao klinac u Galebu u Kostreni, malo na optimističma, ali ništa natjecateljski. Puno važnije je bilo rekreativno jedrenje s ocem. Doma

jedrom od optimista pa su on i sestra po čitav dan jedrili ili veslali. Tu ga je očito jedrenje "opalilo". Držalo ga je sve do upisa na brodogradnju u Zagrebu u kojem je izdržao pune tri godine, pa se vratio radi mora na more i dovršio studij u Rijeci. Jedrio je malo u 470, ali ne natjecateljski nego je odlazio u dnevno par dana, nešto se natjecao s Bojanom i Vladom Gregom u šljuci. Kad je 2011. došao raditi na Lošinju u marinu opremio je lasera pa je s njim jedrio po fritskom

Tu negdje bu Iznajmljuje g Veličićem od bila i marina. oduševljenja. "Imali smo je od 120 milja mi. Tu smo j došli na Fasti smrznuti. Pui smo tu regatu ševljen i misli

ULLMAN SAILS CROATIA POWERS MINI TRANSAT 2017 ENTRY - CRO704

Little boats embarking on big adventures is the name of the game with miniTransat 2017 and since 1977, every odd year, the event has been encouraging offshore racing in 6.5m monohull sailboats while piloted by solo sailors across the grueling Atlantic channel. Bojan Grego of Ullman Sails Croatia is supporting the efforts of "ELOA" (ELOA - ISLAND OF LOŠINJ) CRO 704, skipper Vedran Kabalin from Rijeka Croatia. *"The idea was born in 2011 when I sailed in Mini 560 class for the first time. I completed two regattas on the Atlantic coast of France and said: Never again! Never say never, though... So here I am, heading across the Altanic in three months. The Atlantic is the tamest ocean, so it's a good field to try out various ideas..."* says Vedran.

"ELOA" features an Ullman Sails inventory consisting of a mainsail, genoa, two asymmetrical spinnakers, and a Code 0. All sails were made from Contender sail cloth within the guidelines established by the 6.50m class. Prior to the event, Vedran has reported the boat is showing great speed, thanks to the sails, and currently undergoing final preparations for the miniTransat 2017, which began October 1st 2017 from France.

After leg 1 from La Rochelle to Las Palmas, Canary Islands, Vedran is currently in 17th position out of 55 entries in the prototype 'Proto' division. The boats depart on the 2nd stage on November 1 to the finish line in Marin Bay, Martinique.

Follow the racers here: <http://www.minitransat.fr/en/follow-race/cartography>

For more information about "ELOA", Vedran, and la mini transat 2017:

la mini transat: <http://www.minitransat.fr/>

CRO 704 website: <http://www.adriatic-atlantic.com>

Article above: [PDF](#)



- Bojan Grego
Ullman Sails Croatia



News and Announcements of Ullman Sails

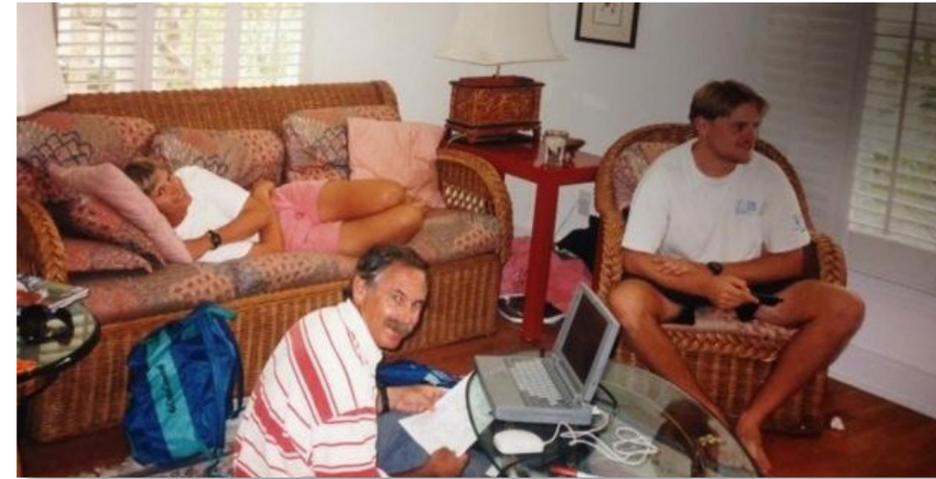
The latest news and announcements of the Ullman Sails group.

ULLMAN SAILS 50TH - YEAR 30-31 - 1997-1998

In 1997 David Ullman proved himself unstoppable as he claimed his third consecutive Acura Key West Race Week in the Melges 24 and sixth consecutive Lipton Cup for Balboa Yacht Club. The following year Ullman Sails introduced its first FiberPath sails exclusively for grand prix racers. Of course today FiberPath sails are far more sophisticated than they once were and are a staple of many of Ullman Sails' product series - for cruisers and racers alike.

During this time, with Olympic sailing behind him, David was looking for the next opportunity to push his sailing...

Image: David Ullman, Steve Shaw, and Pease Glaser at Acura KWRW. Note David's classic old-school laptop. David used this and other computers for three-dimensional sail design.



ULLMAN SAILS 50TH - YEAR 32 - 1999

David Ullmann joined the coaching staff of America's Cup challenger 'America True' in New Zealand. Led by Dawn Riley, 'America True' was the first syndicate in history to be headed by a woman and the first to have a co-ed crew. Joining the campaign was also David's first real taste of what would become modern-day professional sailing.

Image: 'America True' (USA) match racing 'Nippon Challenge' (JPN) in the lead up to the 2000 Louis Vuitton Cup.

ULLMAN SAILS 50TH YEAR 33 - 2000

In addition to helping coach 'America True' David would do private coaching for the USA 470 Men and Woman teams competing in the Sydney 2000 Summer Olympic games. The two teams would earn silver medals at the Olympics using full Ullman Sails inventories. Giorgio Zuccoli also took 1st at the Melges 24 World Championships using a full Ullman Sails inventory.

In the Louis Vuitton Cup, 'America True' performed quite successfully - ranking third out of eleven in the round-robin series. The team was eventually eliminated in the knock-out series. 'Prada Challenge' would win the Louis Vuitton Cup, but in the end lost to Team New Zealand in the America's Cup.

Image: Paul Foerster and Robert Merric preparing for the Sydney 2000 Summer Olympics.





Ullman Sails Results

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

5TH STAGE & OVERALL VICTORY FOR ANIENE YOUNG SAILING TEAM

ULLMAN SAILS ITALIA

Victory goes to Aniene Young Sailing Team in the fifth stage of the Este24 Circuit held in Porto Rotondo, near the long windward side of Sardinia! Confirming their position as class leaders, Aniene Young Sailing Team won with ample margin following the three days of racing. This fifth stage victory extended their overall championship lead and going into the final round of the Este 24 championship set them up nicely for an overall series victory. Thanks to continual sail management, Diego Tisci of Ullman Sails Italia kept them on top for the entire series. And as the season progressed, competitors took notice of their speed and eventually confirmed their sails as the benchmark for class performance.

The final regatta of the national circuit took place between October 14-15th 2017 and as hard work would have it the team brought home victory! Congratulations to Aniene Young Sailing Team for an incredible season and winning the overall 2017 Associazione Italiana Este24 National Championship.

Take a moment and reach out to Aniene Young Sailing Team through Facebook and congratulate them on their continued success throughout the 2017 season. They would love to hear from you!

Facebook [LINK](#)



- Diego Tisci
Ullman Sails Italia





Ullman Sails Results

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SAFFIER NITRO SAILING TEAM

ULLMAN SAILS SOUTH HOLLAND & SOUTH AFRICA

Ullman Sails is a proud sponsor and supporter of the Dutch racing team Saffier Nitro. The team, a grand prix racing team for the Netherlands-based Saffier Yachts, sails a Saffier 37 and are in the process of completing a strong first season campaign.

For Saffier Nitro's 2017 racing campaign Ullman Sails South Africa and with the support of local Ullman Sails South Holland stepped up and sponsored the team with a full inventory that includes FiberPath racing sails. The full inventory includes FiberPath GP Race mainsail (1) and headsails (4); a GP race stay sail genoa (1), stay sail runner (1), and jib top (1); and a Red Line symmetrical running spinnaker.

2017 Nitro Regatta Results

Van Uden Reco Stellendam Regatta April 22nd - 23rd: Holland – Third Place ORC 2

Almere Regatta May 20th- 21st: Holland – First Place OCR 2

North Sea Regatta May 26th - June 4th: Holland – UK – ORC 2 Third Place

Kieler Woche Week June 17th - 20th: Germany – Sixth Place ORC B

Schuttevear Race - June 30th - July 2nd: Netherlands - Third Place Class One

ALMERE Regatta September 9th - 10th: Holland– First Place

Saffier Yachts features all new boats with Ullman Sails ([Click HERE](#))

Saffier Yachts Video Magazine ([LINK](#))



Ullman Sails Results

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MULTIHULL MADNESS AT AIRLIE BEACH RACE WEEK

ULLMAN SAILS WHITSUNDAY, AUSTRALIA

Congratulations to Paul Mitchell ([Ullman Sails Whitsunday](#)) and his crew, Haydon Turnbull, Clayton Matthews, Aaron Linton & Derek Holroyd onboard "Ullman Sails", a 33' Grainger-designed catamaran built by Apex Boats, on capturing their first place finish in the multihull class since purchasing the boat, previously known as "Mad Max", from last year's winner and owner Tony Considine. Paul says "I love the speed of a multi – it's obvious sailing is going that way. I have winglets on the rudders, but no lifting device at all". Throughout all six races "Ullman Sails" was the fastest boat, but thanks to the OMR rule, corrected times leveled out the field and made way for an excellent battle against "Fury Road", a Diam 24'. How close was the racing? Just one second in race 1, 28 seconds in race 3, and 97 seconds in race 4. "Ullman Sails" features a full [Race Series FiberPath Plus](#) inventory.





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: Saffier Yachts