

Are you speaking to a sailmaker or a salesman?



Expensive mistakes are the biggest concern that sailmaker Roger Hall (pictured), who heads up the North Sails loft in Opuia, has about his industry today.

In thirty years Roger has seen sailmakers, bright ideas, and hot trends come and go, and he's concerned that the lines between racing and cruising sails are increasingly blurred, often to the detriment of cruising customers.

"We are seeing people make expensive mistakes," he says. "With so much choice, ironically it is a hard road for consumers with some unqualified and inexperienced people offering conflicting advice."

"With North Sails you can be confident that we lead the world on the race course, our cruising sails are exactly that, sails that are resilient and engineered specifically for cruising."

Roger, who has personally been involved in three America's Cup campaigns, and held a number of national sailing titles in dinghy classes, says that the North Sails product ranges are perfected over decades of cumulative improvement and development.

'String sails' which can be a good solution for race yachts that only need a few years of life from a sail,

can be disastrous for a cruiser. "On a remote island or on a passage trip the last thing a cruising sailor wants to be doing is trying to fix a delaminated string sail."

From the breakthrough material 3Di that is now widely used on offshore yachts, to Dacrons, laminated cloths, and Hydra net sails in radial format, North Sails offers a cross section of sails to meet budgets and needs.

"Undetected chafing can lead to a split mainsail, headsail with a torn out head web, and a halyard stuck up the top of the mast...and it always happens in the middle of the night."

You are welcome to book some time with us for a free visit to your boat, suggests Roger, who is based in easy walking distance to Opuia Marina. Then meet in the loft to draw up a work list and get a firm quote so you know where you stand. He offers a thorough inspection by a knowledgeable eye, which can prevent all sorts of problems.

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NORTH SAILS BAY OF ISLANDS OPEN DAYS

Two free North Sails Bay of Islands Open Days will be held in November and December 2016. Topics include:

- Seminars on choices for cruising sails
- Demo's of North Sails Snuffers & Lazy Bags
- DIY sail repair for offshore cruisers.

In 2015 we were sold out, but you can pre-book your spot in advance by emailing Roger.

**Call 0275 251891. email roger.hall@northsails.com
Or visit the loft on Baffin Street in Opuia.**



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