

**Subject:** RE: Sail Layouts Posted - 3000522 Arne  
**From:** Arne Hartmann <Arne.Hartmann@microsoft.com>  
**Date:** 6/4/2019, 11:29 AM  
**To:** FES HK Measurements <measurements@fareastsails.com>

Michael,  
I approve the design and layout as described on the order page link below. I have seen both sail drawings and they look good.

Please go ahead and make the sails.

What would be the expected delivery date now?

Thanks a lot for the help this far!

*Best regards,*  
Arne Hartmann  
+47 98257952

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**From:** FES HK Measurements <measurements@fareastsails.com>  
**Sent:** tirsdag 4. juni 2019 20:24  
**To:** Arne Hartmann <Arne.Hartmann@microsoft.com>  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

Yes, just need to refresh the order page for the new data to load.

<http://www.fareastsails.com/orders/3000522Arne/3000522Arne.html>

On stand by for your approval.

Best Regards,  
Michael

On 6/4/2019 11:17 AM, Arne Hartmann wrote:

Great! Design looks good! Is everything available from the order link now?

Denne mailen er sendt med Outlook for Android - Arne Hartmann +47 98257952

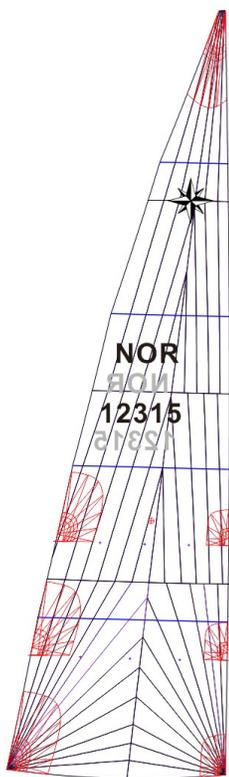
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**From:** FES HK Measurements <measurements@fareastsails.com>  
**Sent:** Tuesday, June 4, 2019 8:12:34 PM  
**To:** Arne Hartmann  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

Just getting to you.

Please see below. On stand by for your approval.



Best Regards,  
Michael

On 6/4/2019 11:06 AM, Arne Hartmann wrote:

Hello Michael!

Hopefully we can finalize the designs today so I can approve and you can make the sails...

Thanks! 😊

Denne mailen er sendt med Outlook for Android - Arne Hartmann +47 98257952

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**From:** Arne Hartmann  
**Sent:** Monday, June 3, 2019 7:03:44 PM  
**To:** FES HK Measurements  
**Subject:** RE: Sail Layouts Posted - 3000522 Arne

Ok, fine!

I'll wait your final design then and approve asap.

Thanks a lot!

*Best regards,*  
Arne Hartmann  
+47 98257952

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**From:** FES HK Measurements <measurements@fareastsails.com>  
**Sent:** mandag 3. juni 2019 19:01  
**To:** Arne Hartmann <Arne.Hartmann@microsoft.com>  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

Ignore the top of the order page. This is the original quote. We keep that so we know what has changed.

Yes, I see your set up. The holders and slides we are using will work well.

You do not need the same set up.

Best Regards,  
Michael

On 6/3/2019 9:46 AM, Arne Hartmann wrote:

Thanks again Michael!

Just some clarifications:

In the order spec both sails are listed as "8.3oz Challenge Premium High Modulus Dacron - Cross Cut", sail design is Tri Radial as it should be.

Today I have batten holders that have wide sliders with wheels. See photo. Should we use that type also for the new sail, or is it not important?



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**From:** FES HK Measurements <[measurements@fareastsails.com](mailto:measurements@fareastsails.com)>

**Sent:** Monday, June 3, 2019 5:40:59 PM

**To:** Arne Hartmann

**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

1) I have added logo and number.

Please not Logo and number are 35USD each (includes both sides of the sail).

2) You will need to refresh the order page every time you visit, so the new data can load.

3) We will provide new holders like the below.

4)

Mainsail 31.15m<sup>2</sup> = 2006.00USD + 70UD = 2076.00USD

Genoa 35m<sup>2</sup> = 2215.00USD

5) I will get design with logo and numbers.

Best Regards,

Michael

On 6/2/2019 9:01 AM, Arne Hartmann wrote:

Hello again Michael!

I have double checked the measurements and I was right the first time so no need to make any changes.

A few other small changes:

1. Sail numbers in blue letters: **NOR 12315**

2. Jeanneau "compass star" logo: Is it possible to add that to the main as well? <https://www.logolynx.com/images/logolynx/76/76fd68fb2eb318c29e0aac1498e485.jpeg>

Can you please update the revised sail details (tri radial etc.) here: <http://www.fareastsails.com/orders/3000522Arne/3000522Arne.html>

Can you also please update the total price with the new layout and other changes?

One more question: The batten sliders – should I reuse these or will you provide new ones? Can't see I've specified dimensions of these?

Thanks a lot – soon ready to approve I hope! 😊

Best regards,

Arne Hartmann

+47 98257952

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**From:** FES HK Measurements <[measurements@fareastsails.com](mailto:measurements@fareastsails.com)>

**Sent:** lørdag 1. juni 2019 20:23

**To:** Arne Hartmann <[Arne.Hartmann@microsoft.com](mailto:Arne.Hartmann@microsoft.com)>

**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

Understood.

Yes, please see attached.

Best Regards,

Michael

On 6/1/2019 11:11 AM, Arne Hartmann wrote:

Thanks, looks great. I will double check all measurements tomorrow and get back to you!

Can you also send the tri radial layout of the Genoa?

Thanks

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**From:** FES HK Measurements <[measurements@fareastsails.com](mailto:measurements@fareastsails.com)>  
**Sent:** Saturday, June 1, 2019 6:43:31 PM  
**To:** Arne Hartmann  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hello Arne,

Please see attached for the latest updates.

We have increased the roach to be like your old sail in the pictures.

In stand by for your approval.

Best Regards,  
Michael

On 5/29/2019 1:05 PM, Arne Hartmann wrote:

Great, thanks! 😊

Best regards,  
Arne Hartmann  
+47 98257952

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**From:** FES HK Measurements <[measurements@fareastsails.com](mailto:measurements@fareastsails.com)>  
**Sent:** onsdag 29. mai 2019 22:02  
**To:** Arne Hartmann <[Arne.Hartmann@microsoft.com](mailto:Arne.Hartmann@microsoft.com)>  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

Yes, the Max luff measurement in the photo looks perfect.

Yes, the NET Luff also looks good.

Best Regards,  
Michael

On 5/29/2019 12:49 PM, Arne Hartmann wrote:

Great – so please go ahead and make a new design with tri radial 8.11 warp drive for me to review.

From your 6) comment I assume that based on my photo that you mean my current luff measures (if correct) are good? And that your NET luff suggestion is also OK?

Best regards,  
Arne Hartmann  
+47 98257952

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**From:** FES HK Measurements <[measurements@fareastsails.com](mailto:measurements@fareastsails.com)>  
**Sent:** onsdag 29. mai 2019 21:08  
**To:** Arne Hartmann <[Arne.Hartmann@microsoft.com](mailto:Arne.Hartmann@microsoft.com)>  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

1) 8.11 Warp Drive - confirmed.

Please note the Mainsail price will be just a little more due to we are adding more roach (bigger area). I will let you know the price once I design the sail.

4) understood I will make the roach larger

5) Perfect – understood 135% confirmed

6) In that picture – I think it is perfect.

Best Regards,  
Michael

On 5/29/2019 11:53 AM, Arne Hartmann wrote:

Thanks!

1. Sounds like a good recommendation, and I think 8.11 warp drive is a good choice for me! Price diff is within my budget. Please go ahead with that.

4. A roach similar to what I have today is fine. Going outside the topping lift is not a problem, I sail with it loose anyway, and chafe is not a problem.

5. Genoa 135: OK, I agree.

6. Both luff measurements are from bottom (webloop) to top (webloop) of old sail, and the attached picture shows how high the sails are when measured. Not sure if I should increase or not, but with your suggested net luff length I'm well below the max I think. Please advice.

Best regards,  
Arne Hartmann  
+47 98257952

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**From:** FES HK Measurements <[measurements@fareastsails.com](mailto:measurements@fareastsails.com)>  
**Sent:** onsdag 29. mai 2019 20:08  
**To:** Arne Hartmann <[Arne.Hartmann@microsoft.com](mailto:Arne.Hartmann@microsoft.com)>  
**Subject:** Re: Sail Layouts Posted - 3000522 Arne

Hi Arne,

1) I recommend 8.11 Warp Drive for your sail. More Performance will little increase in cost.

Mainsail 31.15m<sup>2</sup> = 2006.00USD (probably increase as we most likely going to increase your roach).

Genoa 35m<sup>2</sup> = 2215.00USD

So only 251.00USD increase for the Warp Drive tri radial design.

4) Let's keep the 135 – I think you will like this – based on your comments.

6) Is 13.52 m to the black tape?

7) See attached for warp drive specs.

So your sail goes beyond the topping lift. Do you want to be inside the topping lift or like your old sail?

Best Regards,  
Michael

On 5/29/2019 10:30 AM, Arne Hartmann wrote:

Thanks! Some clarification:

1. How much approximately would tri-radial cut a cloth increase the price?

4. Not necessarily exactly the same, but somewhat more roach. No chafe from the lift if that's what you mean, but a fair bit from the spreads.

5. Not sure, probably 135 is ok.

6. From what I can see I have plenty of hoist left to the black tape on the mast and also on the forestay with the old sails. Should I consider increasing the luff slightly or is that not a good idea?

7. Well, I do not race, but like to get the most out of the wind and the boat. I also have the performance edition with a deeper keel an taller mast an would like to have sails that match my boat well.

Thanks!

Denne mailen er sendt med Outlook for Android - Arne Hartmann +47 98257952

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**Fra:** FES HK Measurements  
**Sendt:** onsdag 29. mai, 18:41  
**Emne:** Re: Sail Layouts Posted - 3000522 Arne  
**Til:** Arne Hartmann

Hi Arne,

Thank you for your email.

1) Yes we do offer both tri radial and cross cut sail. We would need to use a different cloth for Tri Radial.

2) Yes, the sail includes a headboard.

3) Your sail is loose footed. The foot have depth and little curve.

4) Yes, the roach on your old sail is quite large. Are you looking for the same? Usually the sail fits within the topping lift. Instead your sail fits with in the backstay. I assume you have alot of chafing on your sail?

5) We have designed you 135% Genoa. Perhaps 130% you would like?

However, I do believe you will like a 135% Genoa one of the most versatile sails.

6) Depends on the cloth 4-5 years. However the sails will last 8 - 10 years -- depend in the climate are in and uv. Since you are in Norway the sails will last very long.

7) Are you looking for a more performance designed sail?

Best Regards,  
Michael

On 5/28/2019 1:04 PM, Arne Hartmann wrote:

Thanks Michael. I will need some time to review the data and double check my measurements, and because of travel this week, Saturday will be my first day to check everything.

However, I have some clarifying questions for you right now:

I'm not too familiar with cross cut vs radial cut -- do you offer both? I see some of the photos you sent with offer are radial cut. Should I consider radial instead of cross? I see my old sail is partially cross/radial cut/Headboard? Is set to Yes by you in the form. Do I have a headboard? Not sure, but it may seem so from the photo I sent you. Can you check? Mainsail foot. This seems to be curved on the design, is that correct? Or should it be straight? Sail area: Main sail is smaller than the original sail, and the Genoa is larger. Is that a problem? Should I consider a larger roach to increase main and reduce the genoa? Luff length -- how much time does it take until it is stretched to the max length?

That's it for now! 😊

Best regards,  
Arne Hartmann  
+47 98257952

From: FES HK Measurements <measurements@fareastsails.com>

Sent: tirsdag 28. mai 2019 20:56

To: Arne Hartmann <Arne.Hartmann@microsoft.com>

Subject: Sail Layouts Posted - 3000522 Arne



Hello Arne,

Your sail layout(s) are now included on your order link at the end of this email. Be sure to refresh page..

<http://www.fareastsails.com/orders/3000522Arne/3000522Arne.html>

**We are waiting for an email from you with your approval of these drawings or your changes. Be sure to say "I saw the sail drawing" in your approval as there are now many devices and we are never sure the customer actually saw the drawing.**

If you wish to make a change, please email something like "Change Maxfoot to 5m" or "Add a third reef" or "Draft Stripe to be Blue" or "clew height above deck to be 30 inches".

We guarantee our sail will match this data and sail layout, but only you can insure this size of sail actually fits your boat. We are happy to make any adjustments you may wish. If the changes warrant a new drawing, we will advise and send you a revision. **You must check the luff, leech and foot length of each sail.** Vessels often significantly vary from designer specifications.

If you see anything in RED, please confirm that item. We have the ability to make you a perfect sail and we wish to do so. To do this we rely on the information you send to us. This information must be in a form that we understand, such as our data charts. The help topics make this most clear. Terms are clearly defined in the help topics. If something is not clear, please ask.

Please note that the sail layout and data are the only thing that is sent to the loft floor for sailmaking. We have at least 20 different employees that may work on your sail. They only have the attached layouts when they make your sail. "I sent you and email last October and said I wanted A001 slides" is no good - it MUST say A001 in the details below.

One final note, assume nothing. Look over the attached and be sure that everything you want and/or discussed in emails is clearly indicated on your order. If you receive your sail and you say to us, "what about this", we are going to the sail layouts you approved and we are looking to see "what it says about this". The sail layout rules, as in any well engineered product.

Once you receive an email from us that says "**Order in Production and Exact Order Confirmation**" as the subject, your order will be in production. If you don't get an email with the above subject your order is not on the loft floor. A few days later, if you check your order, you should see an estimated completion date in the status bar.

Best Regards,

Michael  
Fareastsails.com