

RONSTAN

BULLETIN

RADICAL RACER FROM INNOVATIVE N.Z. DESIGNER

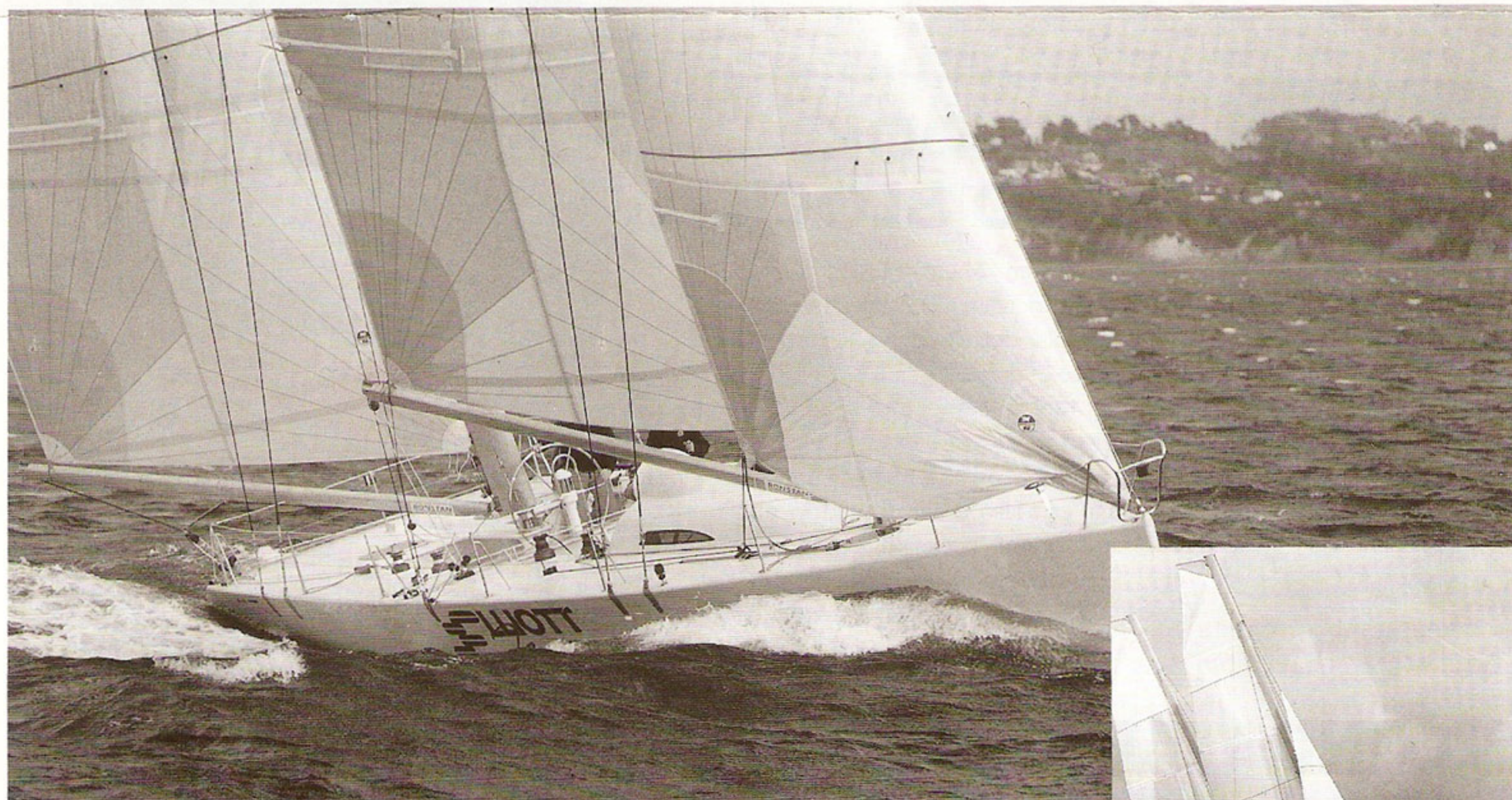


Photo: courtesy Iva Wilkens.

When New Zealand designer Greg Elliott sits down to design a record breaker you know the result will be innovative and exciting.

The launch last month of the Elliott Marine 50' (16m) project boat proved to be all that – and more.

Greg's aim was to design and build an ultra light 50 footer (16m) to take on records for short handed and fully crewed passage races with an eye firmly on the Melbourne-Osaka short handed race which starts in March 1995.

The result is a radical composite schooner, rigged with fully rotating carbon wing masts, all Kevlar rigging, all designed with an emphasis on reducing drag. Hull form and foil profiles continue this philosophy of drag reduction and incorporates a retractable Canard foil to balance the high-tech rig and ensures upwind as well as off the breeze performance.

While the latest advanced technologies and material have been used, the philosophy of efficiency has been extended to cover all aspects of the construction and fitout. To use Greg's words "everything on this boat has had to earn its place – there's no room for compromise". Not surprisingly, the complete fitout is by Ronstan. Owned by high profile New Zealand yachtsmen Tom McCall and Brian Petersen, the boat is currently undergoing sea trials in Auckland's Waitamata Harbour.



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SPECIFICATIONS

Length	16.0m
Beam	4.5m
Displacement	Ultralight
Construction	Composite – Divinycell Balsa/Carbon/Kevlar
Rig	2 x equal length rotating carbon masts
Fittings	Fully Ronstan Fitted

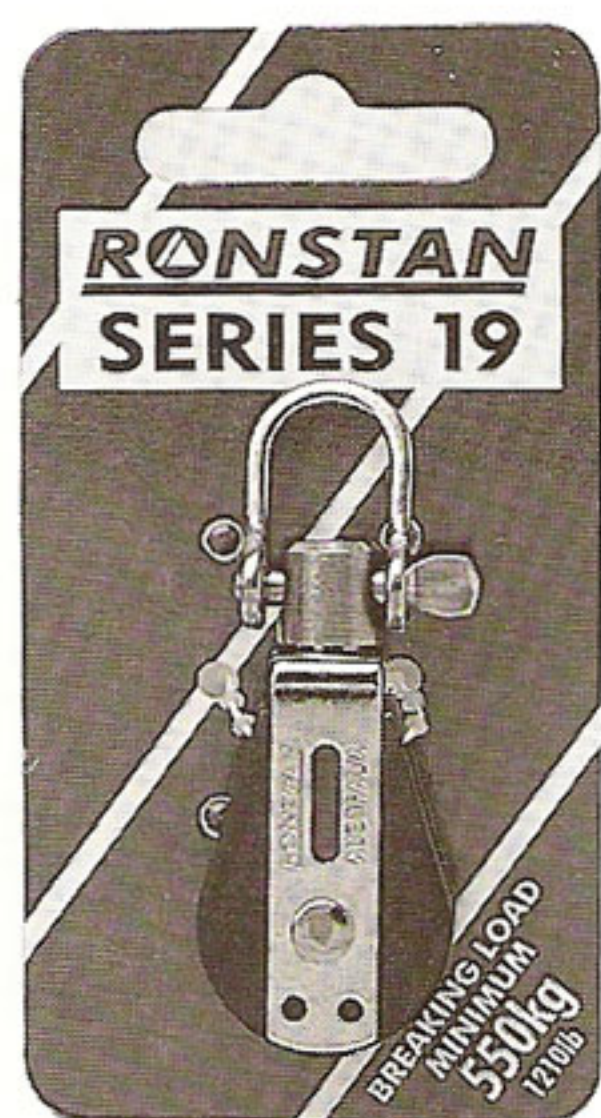
ADVERTISING

The continued development of Ronstan in Europe as an innovative, progressive company in the world of sailboat hardware relies heavily on the support of Ronstan distributors.

Our Swedish distributor, Sportmanship is another company which is actively supporting Ronstan through advertising.

Pictures can do more than words and Sportmanship have captured the essence of innovation and high tech in this advertisement. Ronstan remains at the forefront of sailboat hardware technology through our involvement with World Speed Record sailboats and consistently releasing products, "The World's Best" in their range.

Our thanks to Christer Johansson and his team at Sportmanship and all our distributors who actively promote "Ronstan".



NEW-LOOK MICRO BLOCK

Sales of Ronstan 'Micro' SERIES 19 blocks continue to increase. The backing card size however, has decreased to allow a more effective use of display space.

While the low weight, high strength characteristics of the 'Micro' block eclipse similar products on the market, the success of this range can also be attributed in part to the crisp and bright packaging used with many other Ronstan products including: C-Cleats, T-Cleats, 7000 Series and RCB Traveller Systems.



Top: Current "World Speed Sailing" Record-holding sailboat "Yellow Pages Endeavour".

Bottom: An innovative range, including Ball Bearing Blocks, RF7 Mainsheet Cam Unit, and Cam Cleats.

SECOND YEAR AND CONTINUING SUCCESS IN USA



Alistair Murray
U.S.A. Chief Executive

Our USA operation, Ronstan Marine Inc., has just completed its second full year of trading and Alistair Murray, Chief Executive for the USA/Canada operations, reports above budget sales for North America and continued strong growth in Canada.

It is no secret that the Ronstan C-Cleat has played a key role in securing increased market share and opened the doors to other Ronstan products. Calibrated Sealoc turnbuckles released last year are showing an exciting growth rate, with these products fitted as standard on popular USA boats such as the Melges 24 and the Johnson 18.

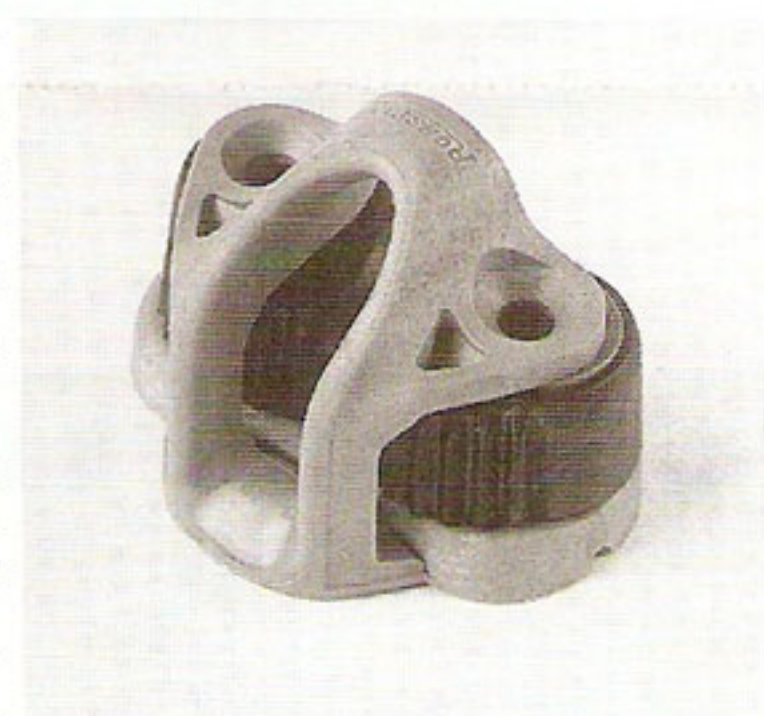
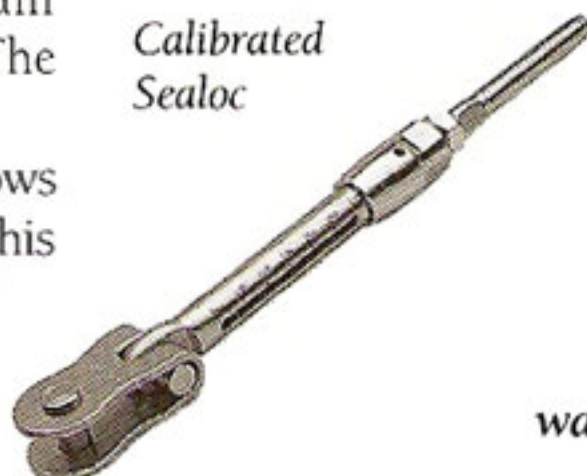
Ronstan 'Micro' SERIES 19 block sales have increased dramatically. They are now recognised as the strongest, smallest and lowest friction block available on the market. We boast a minimum breaking load of 550kg (1210lb) which, by the way, is for the single. The triple has a breaking load of 850kg (1870lb).

While Ronstan Marine Inc. continues to exhibit at Boat and Trade Shows throughout the USA and Canada, additional emphasis has been placed this past year on high profile sponsorships. Ronstan continues to support America's champions of the future through the Inter Collegiate Yacht Racing Association. Ronstan enjoys a high profile with over 5,000 college sailors who sail at Regattas all year round.

Other notable high profile sponsorships include the NOOD (National Offshore One Design) Regatta Series and the Ronstan MUMM 36 East Coast Championships, both of which attracted top level talent and media exposure.

Alistair Murray in a recent report stated, "many factors have contributed to the good year, but most of them came down to the people representing Ronstan. The overall team effort", he said, "was contributed to mostly by our customers, the Ronstan

Calibrated
Sealoc



RONSTAN C-CLEAT.

team in Melbourne (the service from Tony Ambrose in particular is exceptional), our hardworking crew in Clearwater, Florida and the network of Ronstan sales representatives."

Alistair Murray and his family moved from Australia just over two years ago to re-establish Ronstan as a major sailboat and industrial hardware company in the USA.

RONSTAN WINS EXPORT AWARD

Ronstan has been declared the winner of the Australian-British Chamber of Commerce Export Award for the State of Victoria.

Manufacturing Manager, Mr Graeme Bond, accepted the award on behalf of Ronstan from the Acting Premier and Minister for Industry and Employment, The Hon. Phillip Gude, M.P.

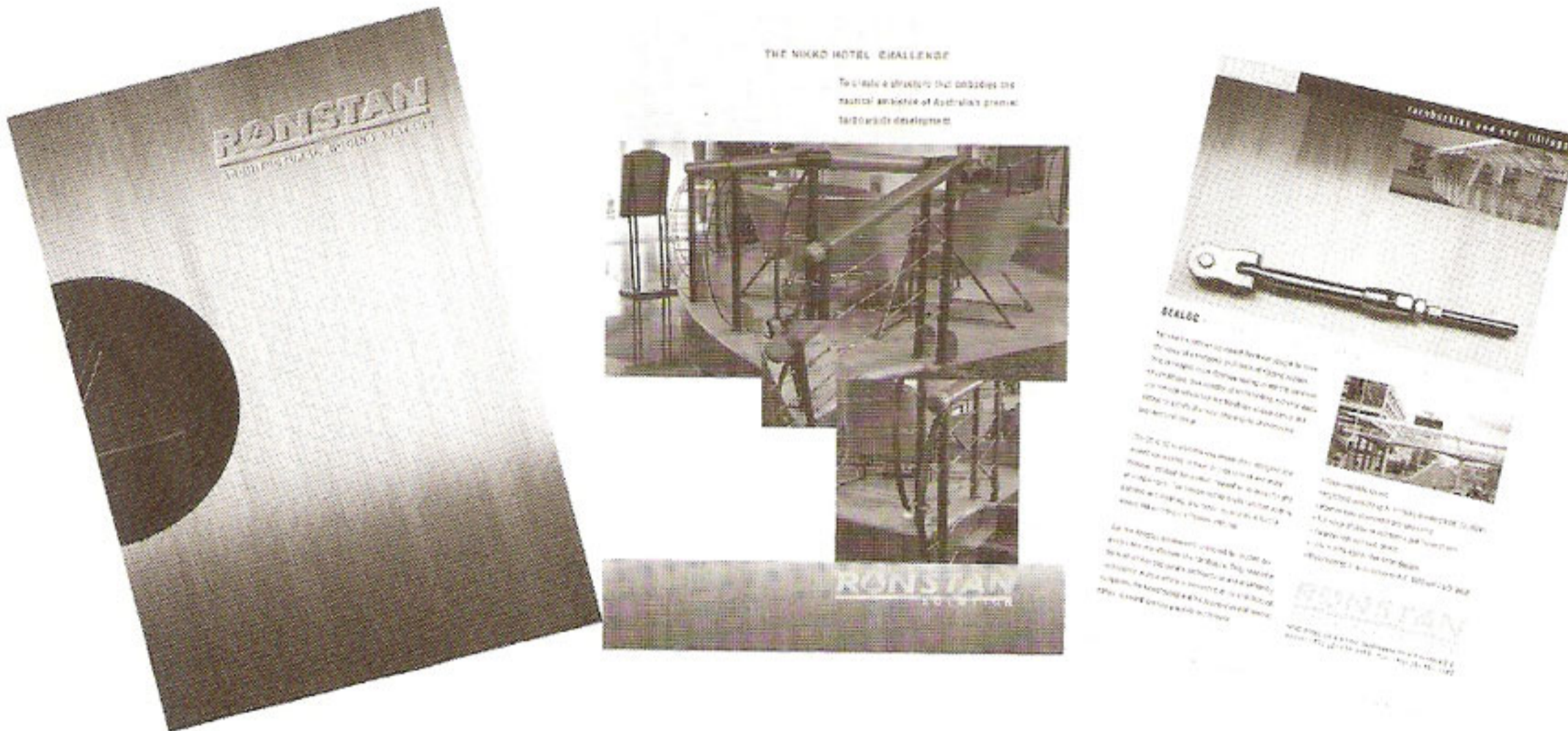
The one hundred guests at the presentation luncheon held at

Parliament House were told of the transformation of Ronstan since the change of ownership in 1991 and how exports in general play a vital role in the company's success. Mr Bond acknowledged that for every exporter there is an importer at the other end to receive the goods and cited Ronstan's U.K. distributor, Bainbridge Aquabatten, as an example of a company who

increased purchases from Ronstan by a factor of 12 in the last three years.

The New South Wales and National awards were won by Bashford Boat Builders, with the Tasmanian State Award being given to Incat, builder of wave-piercing catamarans. Both companies are customers of Ronstan.

ESSENTIAL READING



From a world leader in the design and manufacture of Architectural Rigging Systems comes essential reading for the architect, structural

engineer, designer and builder. Ronstan Architectural Rigging Systems is a complete presentation for professionals.

Contact Ronstan for your copy. Whatever your Architectural needs:

- lightweight roofing tensioning and support systems;
- balustrading;
- braces and trusses.

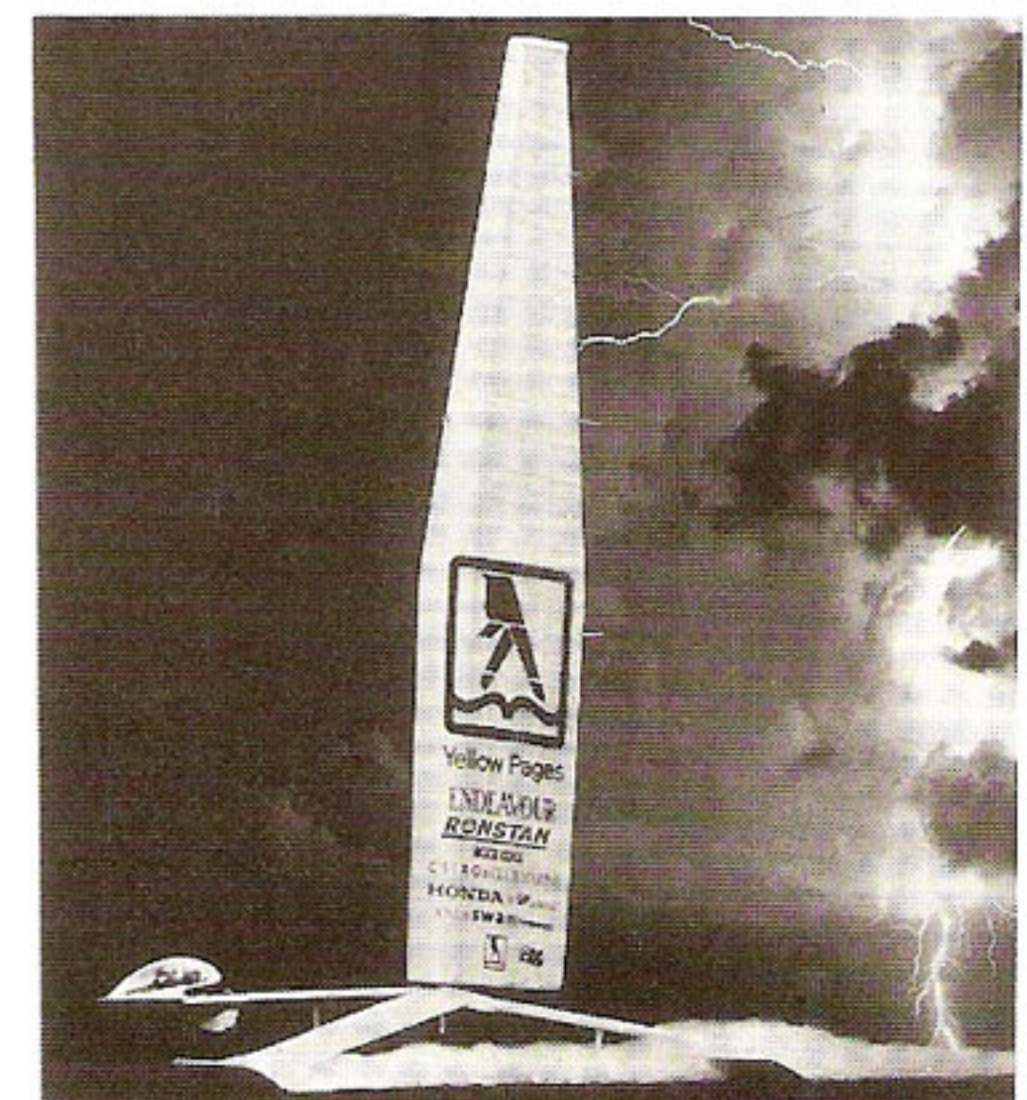
Each section of the presentation is filled with innovative ideas, applications and products, award winners in their own right. The Ronstan Architectural Rigging systems presentation has resulted from the company's ongoing commitment and expertise in the service and supply of stainless steel components for Architectural applications worldwide.

MERCHANDISING YELLOW PAGES POSTER

Copies of the commemorative poster depicting the World Speed Sailing Record holder, "Yellow Pages Endeavour" are still available.

The poster provides distributors and retailers with an effective point of sale device as well as a valued gift to customers.

At present the Yellow Pages Endeavour craft is stored in a warehouse in Melbourne. We hope to be able to report some exciting news on further attempts on the record in the near future.



ICYRA ANNOUNCE ALL AMERICA SAILING TEAM

Sponsored by **RONSTAN**

The Inter Collegiate Yacht Racing Association this month announced the All America Sailing Team for 1994.

The "All America Sailing Team" consists of highly talented top class sailors from colleges throughout the USA.

Congratulations to all members of the team and we look forward to a competitive season of sailing.

Ronstan has renewed the sponsorship for the 1994 season as we continue to support youth sailing throughout the world.



Alistair Murray, Chief Executive, Ronstan Marine Inc. with members of the ICYRA All America Sailing Team.

INTERNATIONAL DRAGON WORLDS

Ronstan, as the major sponsor of the International Dragon Championships, (January 1995) are proud to support the Freshwater Bay Yacht Club in Fremantle, Western Australia, organisers of the event and the Dragon Association world-wide. Judging by interest shown by international competitors, all goes well for a successful 2½ weeks of racing.

The sailing instructions have just been released and sent to association members world-wide. Charter boats are being made available to overseas competitors with refit work underway to ensure they are of the highest standard.

The weather conditions for that time of the year will be most agreeable to racing, as the daily temperature varies from 18° to 27° Celsius. A 15 to 20 knot sea breeze affectionately called "The Fremantle Doctor" prevails most afternoons.

RONSTAN
Marine & Industrial Systems
PROUDLY SPONSORING
THE 1995 INTERNATIONAL DRAGON
WORLDS CHAMPIONSHIP, FREMANTLE, AUSTRALIA

Notice of Race, Australasian Championship (The Prince Philip Cup)
DRAGON WORLDS 1995

World Class Products For World Class Sailors

Host Club: Freshwater Bay Yacht Club Inc.
Venue: Freshwater Bay Yacht Club, Fremantle, Australia
Ronstan Marine & Industrial Systems

RE M I N D E R

Distributors contemplating the production of new catalogues and/or advertising material should contact Ronstan now to ensure they have the latest information on new products now available or due for release this year.