

## Chris Owen

Sail Designer



Chris started sailmaking in 1976 at Storrar and Bax in Newcastle, and then with McNamara Sails making both dinghy and keelboat sails, enjoying success at National and World Championship levels.

In 1984 he left to set up Owen sails in Scotland, using SMSW design software, built into the largest loft in Scotland employing 16 staff. He has always been looking at sail design software as a means of improving sails from a design and production point of view.

Chris started using Azure Project software in August 2010. In 2011 he left Owen Sails to set up Sailtrimcoach and Chris Owen Sail Design.

In 2012 he is still with Sailtrimcoach and is also Shore manager for 49er Olympic team, Stevie Morrison and Ben Rhodes

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After using AzureProject, I realised that the cost savings in production were incredible: time on the floor virtually disappeared and cloth savings due to better panel layouts; and the staff enjoyed putting the sails together as they fitted perfectly.

Before starting with AzureProject software I had used SmSw6 since version1, and was always frustrated that it couldn't do all the things that I wanted it to do, time spent re fairing edge curves and designing aspinnas was difficult.

I wanted a smooth transition from the old to the new software, and didn't want to have to compromise my designs.

### Could the AzureProject software save you money?

After using AzureProject, I realised that we could reduce our employees and the cost savings in production were incredible, time on the floor virtually disappeared, cloth savings due to better panel layouts and the staff enjoyed putting the sails together as they fitted perfectly.

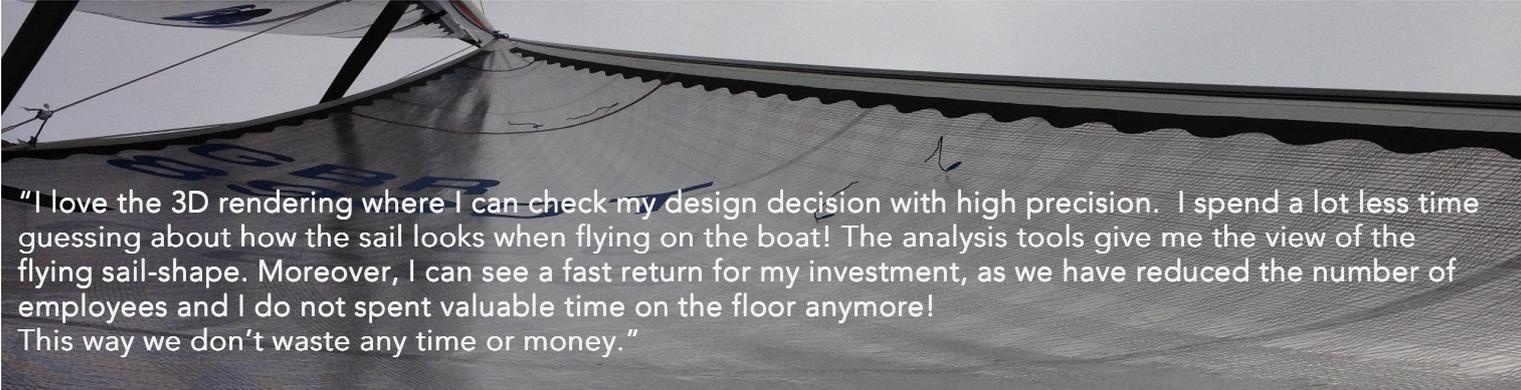
I can say that the main reasons we now save money are:

- No marking round sails (as long as the cutter is properly calibrated) A massive saving in both production time and space.
- All patches fit perfectly.
- All finishing details, such as slides, hanks, telltales, knockback, spreader patches, sail numbers, logos all accurately marked on panels.
- All battens pocket lines are drawn.
- Edge turnovers and sew lines can be marked.
- Any type of window can be developed and drawn on the sail.
- Class rules can be accurately defined saving marking round time.

Moreover, all sails panels and patches have numbers plotted on them, so any employee can put together a sail knowing that there would not be a problem and that all the parts would fit together perfectly. In other words, I can give the sail to a non sailmaker to put together and results will be spot on!

### Can AzureProject drive more customers to your door?

By implementing AzureProject, I have had more time to spend with my potential leads. As the sails are exactly how I have drawn and shown to the customer (using the 3D rendering) I improved not only my product, but my relations with customers have greatly improved, I can now show them in real time how their new sail will look and trim.



"I love the 3D rendering where I can check my design decision with high precision. I spend a lot less time guessing about how the sail looks when flying on the boat! The analysis tools give me the view of the flying sail-shape. Moreover, I can see a fast return for my investment, as we have reduced the number of employees and I do not spent valuable time on the floor anymore! This way we don't waste any time or money."