



Jean-François Cruette,

high-level regatta sailor, experienced seaman and professional in the sailing industry since more than 20 years, became the leader of **Sailonet** a couple of months ago. Below he explains why nowadays Sailonet is the natural choice for the equipment of the sails of your boats.

SAILONET, THE SMART CHOICE FOR THE SAILS OF YOUR BOAT



Jean-François, what distinguishes **Sailonet** from other sailmakers?

First of all, the sails of **Sailonet** stand out because of the quality of their fabrication and the chosen materials. We never hide the fact that **Sailonet** doesn't have a production site of sails in France. Our products must be impeccable from the moment of their delivery, so that they are easy to use and satisfactory for many years. The second point that stands us out is the amount of service and advice towards our clients, before the fabrication of the sails. What is astonishing, and what all our clients say, is that we can offer sails at very low prices but with a very high amount of quality and service.

For you, Jean-François, as a professional in the sailing industry, what makes a high-quality sail?

I would say, firstly, the raw materials. There must always be used Dacron high tenacity for flat sails with horizontal cut-off and a laminate proven for oriented cutting, what is not the case for every sail maker, but which happens consistently at **Sailonet**. Furthermore, we use Dacron from the best known manufacturers : *Dimension Polyant*, *Contender*, *Bainbridge*. Likewise, for the spinnakers, the best fabrics are chosen depending on the kind of sails (symmetrical, asymmetrical, Furling S,...). The hardware, thread, double-side tape and rings that we use are simply the best available products on the market right now.

Where and by whom are the sails of **Sailonet** manufactured?

Sailonet relies on a production unit among the biggest and most successful in the world, located in Tunisia and connecting sails for all the big shipyards across Europe. Demanding production processes made this sail maker the only one to obtain the label ISO 9001/2000. Our research agency in France draws your sails and chooses their components.

How can you offer a price this low?

As you know, like in many other business, Internet is revolutionizing the purchasing and production chains : regrouping the quantities and reducing the distribution channel contributes to the reduction of the final sales price. Because of the high quantities that **Sailonet** produces, it has become a key player in the process of cost reduction of high-quality sails. Reasons for this are the purchase of raw materials in high quantities, which reduces the price per unit significantly and direct access to manufacturers which improves the cost price. Besides, we build on an efficient means of production, a remarkable productivity thanks to the amount of manufactured sails and, especially, efficient and available labour known for their good knowledge of textile. That's why more and more customers rely on us to produce their sails at **Sailonet**.

How do you manage to combine Internet technology with a high-quality service?

Because the unique fluidity and accessibility of **Sailonet's** website is made available by an experienced team that takes care of the research, production and delivery of sails. Pascaline, our negociator, takes care of the orders and a timely delivery. Furthermore, we are always available for our clients, by phone or by email: so please don't hesitate to contact us!

Sailonet

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