

AT THE
FRONT



HARKEN[®] 2020 PRESS KIT
UNITED STATES SAILBOAT SHOW

October 8, 2020

Good Morning All!

Welcome to what would have been the opening day of The 2020 United States Sailboat Show. Thank you for attending our annual 'State of Harken' briefing. This morning, we're not going to dwell on the challenges that 2020 has thrown at all of us. Today, we're going to try to keep things as 'routine' as will ever be possible at Harken. We love being in Annapolis comparing notes with with you and seeing customers. This year that isn't possible. So we put up the poles and assembled the Red Tent here in our minds' eyes. And as we've heard said aboard more than one boat after a particularly bad start, "We're not going to worry about what happened before this, in the next 45-60 minutes, we sail from here!

This morning you will hear about what we've seen this year in sailing and highlights of our year at Harken from Employee/Owner Bill Goggins also now known as Harken CEO. Next, Steve Orlebeke, Director of Engineering will introduce two of the most important new Harken products we've been working hard to complete amidst the lockdowns and the million mask initiatives and the ESOP ownership changes, since we were here together last year—our new MKIV Ocean Furler for cruising applications, and our new integral hydraulic backstay adjuster. And Peter Harken will as usual, wrap up the morning with his perspectives on life in Pewaukee and everywhere else he's been.

If you have questions for anyone, during this meeting just type them using the chat function at the bottom of the screen, including to whom we should direct the question and we'll try to answer them.

Just a short note about our online [Harkenredtent.com/Annapolis](https://www.harkenredtent.com/Annapolis) experience. We hope you explore the tent. There's lots of new video content about other new products this year and we're also doing couple of live events coming up in the next days until we take it down at sunset next Monday. To us, the most important feature is how easy it is for our customers to book 1:1 appointments with our Tech and Sales members. Those conversations are central to why we built this Red Tent.

Thanks for being with us this morning. Let's take some time to reflect on how much our industry has accomplished during this tough year and recommit to being back in Annapolis next year.

Best Regards,

Bill Faude
Manager, Marketing Strategy and Creative



New Harken Products in the Pipeline for 2020-2021

MKIV Ocean Furler - *Effortless headsail control for cruising sailors*

MKIV furlers are some of the most preferred products in the Harken product line due to their high performance, reliability and ability to be reconfigured for racing. Harken is introducing the new line of MKIV Ocean furlers, designed and manufactured with the same strength, longevity, and ease-of-use standards as engineered for our MKIV racing furlers, but made for cruisers. It shares MKIV's headfoil connection design making it easy for aftermarket professionals to install. MKIV Ocean is MKIV without features cruising sailors don't need—and priced to reflect that.

Single-acting Integral Backstay - *For sail shape optimization and smooth furling*

Harken's new integral hydraulic backstay adjuster provides the power to optimize sail shape quickly for racers and adjust mast tension for smoother furling for cruisers.

Every unit includes a hardcoat-anodized aluminum cylinder, single-acting pump, valve, and stainless pump handle. Two attachment options are available: 1) a roll pin, that when installed, locks the handle permanently, 2) the roll pin can be left off and the handle may be inserted when needed, but stored separately. Cylinders include a clevis pin on both ends. A fiberglass position marker attached to the top clevis pin slides down the cylinder as it's retracted for repeatable tension settings. Standard eye-jaw toggles fit all Harken cylinders and are recommended on all installations.

Harken integral backstay adjusters come in four sizes to fit boats 9 - 18 m (30 - 60') LOA with stay diameters of 5 - 10 mm (7/32 - 3/8").

Air® Winch 900 - *Easy to configure the perfect blend of speed and power*

Joining Harken's line of Air winches, the new Air Winch 900 can be powered or pedestal-driven. As is true with any Air winch, the 900 features a set of interchangeable gear kits that give sailors the flexibility to create a perfect blend of speed and power for each day's weather and crew configuration. The 900 has nearly an empty middle to reduce weight. It is designed for monohulls over 80' and made of carbon fiber with an aluminum drum. Air winch's large diameter drums allow fewer wraps for faster trimming and easing.

CLR™ 12000 - *A compact, light and retractable mooring solution with holding power up to 12000 kg*

Harken has added the CLR 12000 to the current line of mooring winches, appropriate for both sail and power yachts up to 91 m with holding power up to 12000 kg.



The CLR 12000 is a flush-stowing, deck-mounted powered winch featuring unique geometry that makes it weigh significantly less than the competition, occupying less horizontal and vertical footprint space while delivering comparable mechanical advantage. The patented drum system and unmatched power/size ratio means less space is needed and less weight is added.

The CLR 12000 is available in either electric or hydraulic power. With the addition of the 12000, Harken now produces six sizes of the CLR, available in 12 or 24 V or 400 VAC electric or hydraulic power. With maximum pulling force ranges from 600 to 12000 kg, CLR mooring winches can be used on boats from 13.7 to 91.4 m (45 - 300').

18 mm Triple Fly™ Block – Perfect for high performance sailing and sport fishing

The 18 mm triple Fly block has been added to the current inventory of Fly blocks. It's light and small but strong and highly efficient allowing it to handle large working loads and works in purchase systems with 18 mm single and double Fly blocks. In addition to these applications for sailing, it is ideal for rigging outriggers, dredges, and teasers for winning fishing results.

The 18 mm block is made of composite fiber-reinforced sideplates, a stainless steel inner race and rivet, and stainless steel ball bearings. It is specifically designed with a high strength-to-weight ratio. And like all Harken blocks, it is designed to thrive in high sun and salt water environments.

Marine Grip - A nonabrasive grip tape that outperforms others

Harken Marine Grip is a thin, durable, nonabrasive grip tape that is more effective than adhesive alternatives and waxes. The superior grip tape reduces slipping and stands up to harsh marine conditions.

The cost-effective, non-skid grip tape is easy to install and clean, remains in place without peeling, sheds water and grime and helps prevent burned feet on a hot deck. Product test data shows that Harken Marine Grip improves wet or dry footing better than the other commercial adhesives and waxes tested.

Harken Marine Grip can be found at Harken dealers in 60-foot rolls, strips of multiple sizes and unique, hexagon-shaped pieces that can be assembled to create larger customized areas. The colors available are black, grey or translucent white.

Gizmos - Soft attachments and through deck pieces that minimize weight

Harken offers a new line of Gizmos, a growing line of engineered soft-attach terminations and through-deck pieces. Gizmos acknowledge riggers' desires to minimize weight and eliminate as many heavy metal fasteners as possible.



Harken's reputation for accurate manufacturing assures the Gizmos are precision-sized and fit together perfectly when assembled. Perhaps most importantly, our distribution network guarantees Gizmos are available in quantities sailors need—when they need them.

Gizmos range in sizes and consist of single-sided through deck bushings, double-sided through-deck bushings, loops, and padeye kits that can be assembled.

Harken Vang-Master - *Infinitely adjustable pneumatic vang solution*

Harken will soon begin distributing Vang-Master products, lightweight and infinitely adjustable pneumatic vang, that are complete turnkey rigid vang solutions. Air pressure is used to provide extension force to hold the boom up while the mainsail is down and stowed. The vang is made of 6061 T6 aluminum making them light and strong and have hardcoat anodized tubing and end fittings that help reduce corrosion. Vang-Master products are easy to install, maintain and offer an external purchase system that includes all Harken fittings.

Harken distribution will make the vang easily obtainable while offering quick turnaround on spare parts and tech service support.

Peter's Desk Drawer - *A collection of individual rigging solutions*

Over the years Harken has modified hundreds of products at the request of sailors asking for individual rigging solutions. We have introduced a specially-chosen collection, a secret stash per se, of these modified products we're calling "Peter's Desk Drawer."

"Peter's Desk Drawer" may have a perfect match for a new way a customer wants to rig and sail her boat. Please note, these aren't considered custom parts, only slight variations, so they are priced like their cousins in our catalog. Customers will find Peter's Desk Drawer products in the Hardware section on Harken.com.

Reflex™ Cable-less Code Zero and Forked Fittings - *New accessories and fittings for top-down furling*

Harken has added new Reflex accessories for cable-free code zero sails and forked fittings for asymmetric spinnakers and code zero applications. The Harken Reflex furling system provides sailors confidence that their free-flying spinnakers, gennakers, and code sails will furl with speed and control offering low friction, reliability and simplicity. Harken's new accessories for cable-free code zero sails will furl completely with speed and control. The head swivels and tack plate bases are designed to be webbed or sewn directly to each sail. The tack plates are T-shaped, as are all Reflex tack fittings, and slide directly into the Reflex drive unit, allowing one unit to furl multiple sails.



The forked fittings extend the benefits of Reflex to retrofit existing asymmetrical or code zero sails with cables. Harken's Reflex accessories are game-changers making handling asymmetric sails easy so sailors can use them more often, even when short-handed. Furling has never been this simple.

Hydraulic FlatWinder - *A new hydraulic-powered block for mainsheet traveler adjustment*

Harken now offers a hydraulic version of its FlatWinder powered block which is a self-contained, low-profile system for mainsheet traveler adjustment. The powerful block is easy to use and offers sailors huge benefits in mainsail control, giving them the means to quickly depower the rig, and delay reefing when the wind picks up. Like a compact captive winch for the traveler, the FlatWinder is completely self-contained. It operates in both directions allowing the car to move anywhere on the track while also keeping the traveler line off the cockpit floor.

FlatWinders can also be used for other applications like stern platform lifting or foil trimming and are available in 12V or 24V electric or hydraulic depending on the boat's system.



Harken Products We've Already Rolled Out This Year



N15W24983 Bluemound Rd
Pewaukee, WI 53072-4974

T: 262-691-3320

F: 262-701-5780

E: harken@harken.com

www.harken.com

P R E S S R E L E A S E

Contact: Bill Faude
Bill.Faude@harken.com
262-691-3320

FOR IMMEDIATE RELEASE

Gripping News - Harken® Introduces Harken Marine Grip, a Superior, Nonabrasive Grip Tape



PEWAUKEE, Wis. – Harken Marine Grip, a thin, durable, nonabrasive grip tape that is more effective than adhesive alternatives and waxes, is now available. The superior grip tape reduces slipping and stands up to harsh marine conditions.

“What I think our customers will like about Harken Marine Grip is what it doesn’t do,” said Jim Andersen, Harken USA Sales Manager. “It doesn’t get hot in the sunlight or oxidize. It doesn’t come off in pieces when it’s removed or abrade skin or clothing. It doesn’t make promises it won’t keep.”

The grip tape was developed by a surfer in Hawaii to mimic the performance of surf wax without its negatives - with durability and practicality in mind. The cost-effective, non-skid grip tape is easy to install and clean, remains in place without peeling, sheds water and grime and won’t burn feet. Product test data shows that Harken Marine Grip improves wet or dry footing better than the other commercial adhesives and waxes tested.

Harken Marine Grip can be found at Harken dealers in 60-foot rolls, strips of multiple sizes and unique, hexagon-shaped pieces that can be assembled to create larger customized areas. The colors available are black, grey or translucent white.

To learn more about Harken Marine Grip and its benefits, visit: <https://youtu.be/dTjkE3G0FuQ>.

About: Harken, Inc. is a leading manufacturer and distributor of innovative sailboat hardware and accessories. Headquartered in Pewaukee, Wisconsin, Harken manufactures in the USA and Italy. Its network includes distribution in 48 countries, with group offices located in Australia, France, Italy, New Zealand, Poland, Sweden, the United Kingdom, and the United States (Rhode Island, California, and Florida). For more information visit www.harken.com.

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P R E S S R E L E A S E

Contact: Bill Faude
Bill.Faude@harken.com
262-691-3320

FOR IMMEDIATE RELEASE

Harken® Adds 18 mm Triple Fly™ Block for High Performance Sport Fishing



PEWAUKEE, Wis. – Harken announces the addition of the 18 mm triple Fly block to the current inventory of Fly blocks, extending the line’s benefits. The block is used for high performance sport fishing and generally placed at the end of an outrigger for trolling.

The triple Fly block is light and small but strong and highly efficient allowing it to handle large working loads and works in purchase systems with 18 mm single and double Fly blocks on outriggers for winning fishing results.

The new block is made of composite fiber-reinforced sideplates, a stainless-steel inner race and rivet, and stainless-steel ball bearings. It is specifically designed with a high strength to weight ratio, sized for fishing, and black in color to match carbon outriggers. And like all Harken blocks, it is designed to thrive in high sun and salt water environments.

The Fly block line is designed to provide strength beyond mass, providing big power in a low-aero package. Designed specifically for small, high-tech line, the efficient blocks have an incredible working load for their small size.

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P R E S S R E L E A S E

Contact: Bill Faude
bill.faude@harken.com
262-691-3320

FOR IMMEDIATE RELEASE

Harken Adds Cable-Free Code Zero and Forked Fittings to Reflex™

PEWAUKEE, Wis. – Harken announces new Reflex accessories for cable-free Code Zero sails and forked fittings for asymmetric spinnakers and Code Zero applications. After realizing the customers' desire to add to their new or existing furling inventory, the benefits of the current Reflex components have been extended to cover the array of customer's free-flying furling needs.

The patented Harken Reflex furling system provides sailors confidence that their free-flying spinnakers, gennakers, and code sails will furl with speed and control offering low friction, reliability and simplicity. By pulling the furling line, the drive unit reacts reflexively to rotate the torsion cable, immediately transferring torque to the head swivel without unwanted twisting. The head swivel reacts instantly, spinning the sail smoothly and seamlessly from top to bottom for even roll-up and a tight wrap. The furled spinnaker may then be lowered, ready for the next hoist.

Harken's new accessories for cable-free Code Zero sails provide assurance these new designs will furl with speed and control. Reflex has proven an effective solution for sails that require less luff-load, without cables. The head swivels and tack plate bases are webbed or sewn directly to each sail. The tack plates are T-shaped, as are all Reflex tack fittings, and slide directly into the Reflex drive unit, allowing one unit to furl multiple sails.

The forked fittings extend the benefits of Reflex to retrofit existing asymmetrical or Code Zero sails with cables. Harken's Reflex accessories are a game changer making handling asymmetric sails easy so sailors can use them more often, even when short-handed. Furling has never been this simple.

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www.harken.com
E: harken@harken.com
E: bill.faude@harken.com