



# **HORIZON SAILMAKERS**

**Australia's International Sailmaker**

- Racing and Cruising Sails
- Architectural Shade Sails & Membranes
- Tension Structures
- Pool Covers
- Architectural rigging
- Furling & Sail Handling Systems
- Contract Computerised Design
- Contract Cutting and Manufacturing
- Repairs and Alterations
- Fabric Welding



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Horizon Sailmakers is Australia's foremost independent sailmaker. Having been at the forefront of the introduction of Computer Aided Design into Australia in the early 80's, the business has developed to export to the far reaches of the globe including the UK, North America, Asia and South Africa.

### **The Early Days...**

Having commenced his career in sailmaking in the late 1960's in Western Australia, Managing Director and founder Frank Hammond headed to Victoria to found Frank Hammond Sails in 1970.

"It is always great to see many yachts still going around Port Phillip Bay with the identifiable Red Triangle logo..." says Frank.

Joining Frank and wife, Trish, in the business in recent years is son Simon. Following a successful career of his own with global companies such as News Corp, Simon's role will be steering new business development and the growth of Horizon Sailmakers through new products and new markets.

In a short time this path of growth has become very visible...

"With heavy investment in new technology and the move into our new custom-built manufacturing facility, we are well positioned for growth in the medium term" says Simon.

Features of the new factory include computer cutting facilities, separate upstairs offices, workshop for metalwork and hardware.

### **New product directions: Shade structures and more...**

"Given the seasonality of the yachting season, the business has always actively pursued new opportunities to maintain production through quieter times," explains Simon.

"This approach has seen us producing chicken blinds, pool covers, display units, placing eyelets in curtains and a huge range of other made to order items."

Pool covers have proven a very useful product line due to the increased demand for this product coming at the start of winter, a time when demand begins to soften in other areas. A great deal of research and development has been invested in the company's Security Pool Covers to ensure that our covers are the best products in the market.

A background in manufacturing hi-tech ocean racing sails also lent itself particularly well to the design and manufacturing of shade sails and tension structures. Whilst shade structures also started out as a side business, they have now caught yacht sails in terms of turnover.

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## **Strategic Partnerships**

### **Shade Sails & Tension Structures**

Horizon Sailmakers manage projects from the small domestic shade sail through to large commercial tension structures. However, strategic partnerships remain very important to the business with Horizon Sailmakers working very closely with industry partners on large projects from a manufacturing and consultancy point of view.

“Two of our core strengths are the fabrication and rigging of sails and membranes and providing such services as a silent or joint partner has exposed us to some incredible projects.” says Simon.

“The satisfaction you feel in seeing the finished result of major projects is never dulled by the fact the name Horizon is not attached to it.” Simon explains.

Horizon Sailmakers have successfully negotiated partnership and preferred supplier arrangements with companies from a variety of industries, including:

- Building contractors
- Engineers
- Awning and Blind manufacturers
- Architects
- Landscape Architects
- Nurseries
- Shade Sail installers and Project Managers

### **Computer Aided Design, Cutting and Fabric Welding**

This approach to trade partners is not limited to shade structures. In addition, we are actively seeking business relationships of mutual benefit, including but not limited to:

- Australian and International Affiliates for the sale of Horizon manufactured yacht sails
- Computer Aided Cutting services for provision of cut panels – 1/10 of a millimetre accuracy - to domestic and international sailmakers, shade sail makers, tent manufacturers, marquee, awning manufactures and other similar industries
- High Frequency and wedge fabric welding services

It is important to note that we work within the bounds of the agreement with our affiliates within their particular markets – i.e. no compete. Owing to new and expanding manufacturing facilities, we offer turnaround times of two weeks or less for everything from hi-tech ocean racing sails, to cut panels for small domestic shade sails.

### **Pool Covers**

Interestingly Horizon Sailmakers also retail their range of custom made Security Pool Covers through Victorian pool shops. Such relationships have a number of different structures, including commission, referrals and wholesale.

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Mowbray College, Victoria  
Partnership with Tattersall Engineering



University of Melbourne, Victoria  
Membrane fabrication and installation for Tecraft



Taylors Lakes Family Hotel, Victoria  
In partnership with J.W. Sadler Architects



Computer Aided Design and Cutting facilities



## **Frank Hammond, Managing Director**

Having been in the business of sailmaking in Victoria for over 40 years, it is a craft that he has mastered and continued his learning over time.

Frank is heavily involved in the development of young and disabled sailors.

As a Past President of ACASPA, (Australian Canvas and Synthetic Producers Association), Frank was the first sailmaker to hold that position. He remains active in the industry and has presented at numerous industry forums aimed at establishing the standards in manufacturing that have been achieved within Australia today.

## **Looking forward**

From the very solid base of growth and reputation established over the last 35 years, the business is preparing for another period of expansion.

With expanded manufacturing facilities, strong commercial relationships, and a commitment to research and development and best practice manufacturing, the future looks bright

**Check out our website at  
[www.horizonsails.com.au](http://www.horizonsails.com.au) !**



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