

NEWSLETTER
AUTUMN 2014

 *Baltic Yachts*



Editorial

Heating up

As I sit here to write this autumn's editorial the yard is basking in glorious summer weather, the hottest for 50 years! Such weather brings an extra spring in the step and this is reflective of the last few months here at Baltic. The summer holidays provide an opportunity to recharge the batteries, review the past year and hit the ground running with clear goals and targets for the year ahead.

Fresh from her earlier success at the Show Boats Design Awards, we were delighted to be part of the winning team present in Amsterdam as the 2013 launched Inukshuk (Baltic 107) scooped the best sailing yacht in class (30-40m) and the coveted best sailing yacht overall prizes at the World Superyacht Awards.

There was success too on the regatta circuit as Nilaya (Baltic 112) continued her winning ways by claiming first in class and first overall at the Loro Piana Superyacht Regatta in Virgin Gorda. This was followed shortly after

by her class victory at the St Barth's Bucket regatta where Visione (Baltic 147) claimed second overall having won the race on day two with Hetairos (Baltic 197) achieving a race victory on the final day. Congratulations to all involved.

By the time you read this the Baltic Yachts Rendezvous will have taken place in Port Adriano, Mallorca (more of which in this newsletter). All here in the Company are looking forward to catching up with the Baltic family in a relaxed environment. It is important for us to maintain the special relationship we have with the owners and crews who have been such a huge part of the success of Baltic over the years.

Within the yard we have witnessed the successful launch of VWinVwin (Baltic 108) our first collaboration with the young naval architect Javier Jaudenes. We look forward to following this stunning boat as she heads off on her first voyages to far flung destinations. The Baltic 116 is in the final stages of its build and will be launched in time to head out before the ice arrives later in the year. Hard to believe when you consider the current

temperature! We are delighted to announce the signing of a new high performance project, Baltic 130, which will start construction shortly. This project will welcome some familiar names back to the yard as part of the design team - Reichel Pugh naval architects, Nauta Design interior and exterior styling and MCM as the owner's project manager. We look forward to bringing you more on this topic in the coming months.

In a first for Baltic we will be welcoming to the yard this autumn the 25m all wooden Alalunga power boat Sunny Day which was originally built in 1989. Under our Lifecycle Service umbrella she will undergo a complete refurbishment of her interior and complete overhaul of her engine room and systems.

Between the opening of the Baltic Yachts Service and Refit Mallorca (BYSRM) work shop and office, the Baltic Yachts Rendezvous and our presence at the Monaco and Düsseldorf Boat Shows we hope to have an opportunity to meet with you in person sometime soon. If not, our doors are always open here in Finland!



"Maintaining the special relationship we have with the owners and crews remains a crucial part of the success of Baltic."



Henry Hawkins
henry.hawkins@balticyachts.fi

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RENDEZVOUS
PORT ADRIANO

04

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RENDEZVOUS 2014

Sail together, Stay together



In late August the Baltic family gathered to enjoy time together both ashore and afloat during the 2014 Baltic Yachts Rendezvous. Port Adriano, Mallorca, kindly hosted the regatta and provided a stand alone dock where all 14 boats moored stern to. The atmosphere was set from the very first evening when, having completed the formalities of registration, our guests enjoyed a welcome cocktail around the pool before walking the short distance to enjoy "Kool and the Gang" perform an open air concert.

The first day of racing dawned with a favourable forecast. All were eager to get out on the water for some invigorating sailing having enjoyed a coffee and breakfast whilst the race briefing was given by Ariane the Chief Race Officer. Ariane and her excellent regatta team, decided to challenge the fleet from the outset and set a course that saw the larger boats in ORC 2 (>16m) head out and back around the island of Dragonera. The smaller yachts in ORC 1 (<16m) sailed the same



direction but on a slightly shorter course ensuring the fleet completed their respective courses around the same time. The spectacular scenery and some challenging changeable wind conditions led to plenty of stories, some bigger than others, but more importantly plenty of smiles as the yachts returned to the dock.

Friday evening saw the official Baltic BBQ allowing the various crews and Baltic representatives the opportunity to enjoy each others company. We were also delighted to be joined by six Baltic owners, without boats, from Germany, UK, Sweden, Finland and even Japan who had flown in to be part of the Rendezvous. The guests enjoyed an evening of live music from a four piece Cuban band flown in from Havana, ending

with many enjoying the rolling slide show of superb photographs taken by the ever cheerful Jesús Renedo who had spent the day in both helicopter and rib.

The second day's racing was always going to be a challenge for the race committee as the forecast was for very light winds. The relaxed atmosphere encouraged us to start on time with the view that the fleet would be happy to start their engines and head for home should the wind die. They need not have worried as the breeze held allowing for the races to be completed. Once ashore all enjoyed a cool relaxing swim before enjoying the Gin and Tonic party and local Mallorcan specialities. This ran alongside a "fierce" side regatta of laser dinghies where each boat had to nominate one representative. Our guests then drifted on to one of the many fine restaurants within the port for dinner and entertainment from the Fun Parade's variety of roaming street acts.



The final day of racing saw the fleet head in to the bay of Palma. Some intriguing match ups had now been formed and some close competitive, yet friendly, racing ensued. The pre-prize giving entertainment was provided by the crew of Gordon's who, with the assistance of a guitar, serenaded the returning boats.

It is perhaps a slight paradox that a company known for its light performance boats would host an event where the emphasis is not on competitive racing but more on a fun family get together. However, it clearly works with the highlight being the number of young families at the

Rendezvous, many welcoming extra crew on board to assist with the more arduous parts of the day. A delightful story emerged of one family yacht which sailed across the start line then headed to the beach to anchor for a swim and lunch before sailing back across the finish line with the fleet as they returned at the end of the day!

Prize giving saw Finnish designed gifts awarded to the class winners and individual race day winners. The overall winner and runners up were awarded a limited edition Baltic Yachts book. This wonderful book consists of photos taken across the last 40 years showing in detail what Baltic

is to many people including quotes from owners, designers and Baltic workers who were asked the question, "What is Baltic to you?". Congratulations to all our winners.

Lastly, the owners present joined the Baltic team on stage to receive a small memento of the fantastic event where smiles and laughter were the order of the day. A huge thank you must go out to all for making this such a memorable few days.

We look forward to gathering the Baltic family together again in the near future.



RESULTS

Overall		
1	Gordon's	Baltic 50
2	CoCo	Baltic 52
3	Trick	Baltic 52
ORC 1		
1	Gordon's	Baltic 50
2	Clasajan	Baltic 47
3	Heidi Blue	Baltic 47
ORC 2		
1	CoCo	Baltic 52
2	Trick	Baltic 52
3	Schorch	Baltic 64

TECHNICAL

Dimensions	
LOA	39.60 m
DWL	36.80 m
BEAM	8.60 m
DRAFT	7.00 m
DISPLACEMENT	104,700 kg
BALLAST	41,200 kg

- **Naval Architect:**
Reichel Pugh Yacht Design
- **General, Deck & Interior Design:**
Nauta Design
- **Structural Engineering:**
Reichel Pugh Yacht Design/Gurit
- **Project Management:**
Nigel Ingram, MCM
- **Project Management at Baltic Yachts:**
Håkan Björkström
- **Project Engineer at Baltic Yachts:**
Sören Jansson
- **Number of cabins:**
6
- **Delivery year:**
2016

BALTIC 130 CUSTOM

The latest addition to our order book

Baltic Yachts are delighted to unveil the design of the latest addition to the family, a custom 130' high performance cruising yacht. The trend for yachts within this size segment continues and to date Baltic Yachts has delivered nine yachts above 100ft built in carbon composite with the focus on comfortable cruising ombined with high performance and low weight. This 130-footer is no exception.

Nauta Design is responsible for overall styling, deck and interior design for this Baltic 130 Custom with the Naval Architecture and structural engineering from the board of Reichel Pugh Yacht Design. The yacht will have a full carbon sandwich construction and be equipped with a lifting keel.

Noise reduction, good sail handling and light weight displacement are all important features on this yacht. The weight target can be compared to the race oriented Baltic 108 WinWin that was delivered earlier this Summer, or not

to mention the ultra-light 115 footer in production and the legendary Baltic 147 Visione.

The Baltic 130 will have a plumb bow and a wide stern combined with a flush deck to fulfil the owner's wishes as a passionate regatta sailor. This yacht will be a frequent visitor on the regatta scene and will be cared for by a highly skilled and professional sailing team.

The yacht will have an owner forward layout, where the full-width cabin is followed by a VIP guest cabin, salon, two guest cabins and furthest aft the galley and three crew cabins.

Nigel Ingram from MCM will be the owner's project manager with the build starting this month with delivery in summer 2016. Baltic Yachts takes great pride in being chosen to take part in this project and every effort will be made to build a yacht that will create a new benchmark amongst the ultra-light weight racer/cruisers.



BALTIC 108 WinWin

The best of both worlds

The Baltic 108 WinWin is a hi-tech racer/cruiser with a light displacement of just 77.4 tonnes. With a strong emphasis on achieving minimal weight throughout the project while still having all the comforts on board, the hull and deck were laminated in pre-preg carbon sandwich with Corecell and Nomex cores. Her sleek lines were designed either to cruise comfortably with limited crew, or race aggressively fully-crewed at the most competitive Maxi regattas. The hull shape and sail plan were the result of an extensive CFD/VPP study, which pointed to the benefits of having a broad, powerful stern for high speed sailing in stronger breeze whilst also creating the space for a dinghy garage and large storage capacity.

The sleek hull is powered by a generous sail plan optimal for sailing in the Mediterranean. A removable bowsprit can be fitted for racing, making it possible to fly asymmetric gennakers at their maximum efficiency. The retractable propulsion system (RPS) eliminates propeller drag in the quest for the highest possible performance when sailing. A refinement of the system first used on the Baltic 147, Visione, the fixed propeller has been optimised, resulting in lower fuel consumption and a quieter engine, whilst also proving more effective during reversing manoeuvres.



The sleek superstructure encapsulates a long deck saloon, seamlessly connected to a single-level cockpit via the push button retractable glass bulkhead. This bulkhead drops down discreetly, ensuring an uninterrupted transition between interior and exterior. The spacious cockpit features a sunbathing platform on either side, and provides an excellent area for fast, efficient manoeuvres while racing, also allowing a large enough space for enjoying al fresco dining. The aft crew entrance ensures owner's privacy.

Good sound insulation and minimum weight are not easy bedfellows, so to achieve both requires excellent planning. The yard used all its experience to fulfil both objectives. For example optimised laminates were made in-house to save weight, there was close cooperation with experts within the field and the use of titanium fittings.



TECHNICAL

Dimensions

LOA	33.04 m
LWL	31.20 m
BEAM	7.63 m
DRAFT	5.50/3.50 m
LIGHT DISPLACEMENT	77,400 kg
BALLAST	30,600 kg

Sail Plan:

IM	45.10 m
J	12.00 m
P	42.54 m
E	13.38 m

• **Naval Architect:**
Javier Jaudenes

• **Interior Design:**
Design Unlimited

• **Project Management:**
A2B Maritime Consultants

• **Project Manager at Baltic Yachts:**
Håkan Björkström

• **Project Engineer at Baltic Yachts:**
Sören Jansson

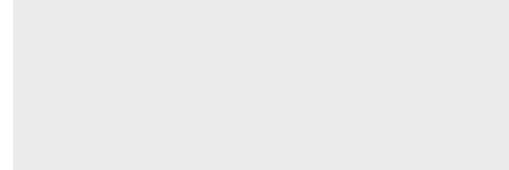




The modern yet functional interior has a light and minimalist finish. The interior uses washed and limed oak veneers for the floors and interior joinery, while white high-gloss painted lacquered overheads aid in reflecting light throughout. The forward section is mostly taken up by an exceptionally generous master suite comprising of a large, full-width cabin with en-suite shower room, and a study and owner's lounge stretching down the port side complete with desk, three-sided settee and ample storage. Facing that across the centreline is a Pullman cabin for the owner to use when passage making, demonstrating that this yacht is intended for serious sailing.

The deck saloon is a well-proportioned seating and entertaining area with plenty of light, not least as a result of the retracting glass bulkhead that leads out to the cockpit. The aft section of the boat includes two twin guest cabins each with en-suite, plus a fully-equipped galley, crew mess with navigation station. Two Pullman cabins providing high-quality accommodation for up to four crew.





TECHNICAL

Dimensions

LOA	32.04 m
LVL	27.93 m
BEAM	8.00 m
DRAFT	4.85 m
LIGHT DISPLACEMENT	60,300 kg
BALLAST	18,000 kg

Rig Dim. Mizzen

IM	26.99 m
P	25.58 m
E	6.80 m

Rig Dim. Main

IM	36.56 m
J	9.93 m
P	35.26 m
E	10.40 m

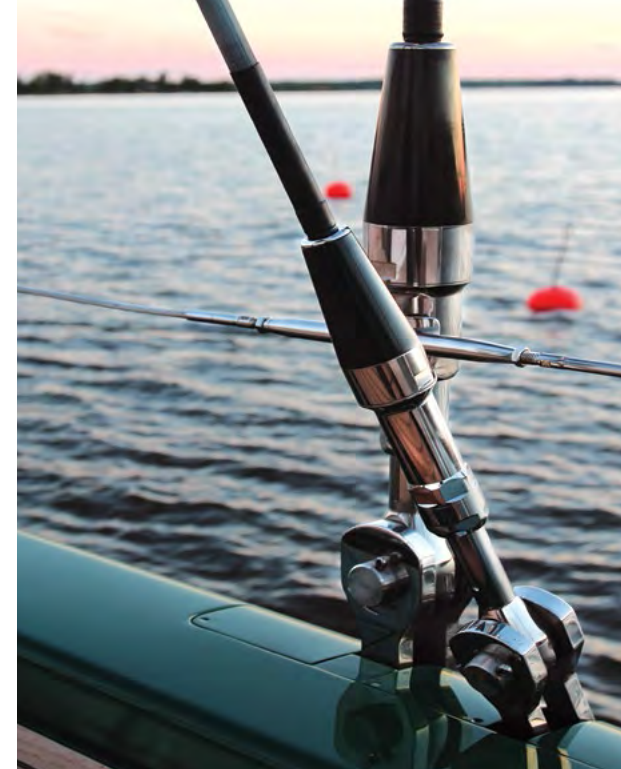
- Naval Architect:
Luca Brenta

- Project Manager at Baltic Yachts:
Max Nordlund



replacement of teak veneer in the interior. We have also made noticeable changes to Nariida's interior, in order to make the yacht more suitable for its present use. This has involved in particular the galley, the navigation area and the owner's cabin.

On the technical side, we have improved the production and storage of electricity, by installing a new generator with upgrades and additions to the battery banks. Many of the consumers have been changed as well, such as water heaters and cooling machinery. The latter consisting of the build of completely new fridges and freezers. The goal has, among other things, been to dramatically increase the yacht's 'silent time', i.e. the period, during full cruising mode, where generators can be shut off.



NARIIDA

Refit successfully completed

On the 9th of May the Luca Brenta designed Wally 105 "NARIIDA" was launched at the waterfront facilities of Baltic Yachts in Jakobstad, after having spent 9 months undergoing a refit at our yard in Bosund. On the 11th of June she sailed off, as a 'new' yacht, and with more than just a little 'Baltic DNA' added to her pedigree.

The 32 m "Nariida" was built in 1994, using high-tech methods and materials, very much ahead of her time. In fact, still today, few yards are able to build yachts to a similar standard. As such, we have felt very much 'at home' working through "Nariida", and are very proud of what we have been able to achieve. Complex yachts, custom work and responding to customer's wishes are as much ingredients of a refit as they are on a new build.

"Nariida" has over her 20 years been used extensively, for both racing and cruising. Cosmetic wear and tear is unavoidable, and renewal of surfaces has therefore been an important part of this refit project. This involved not only rig and hull paint and a new teak deck, but also a major





Nariida is our first completed refit project on a yacht which we did not build ourselves. It has therefore been an important success factor to have the crew present at the yard, as well as frequent visits by the owner. It's been very much an 'all hands on deck' attitude, which has produced great results.

We are very grateful to have been part of this, and wish the 'new' Nariida fair winds and happy sailing through many years to come.

Text by Peter Brandt.



PRODUCTION - Modernised and more effective



Baltic Yachts has a healthy order book and to ensure that we keep the production smooth and profitable we have invested in modernising and streamlining the production of our customised high tech yachts.

We are building the hulls using female moulds to save weight, shorten the lead time and create a more comfortable working environment for our employees. The interiors are built in modules which make us more flexible when it comes to last minute amendments and affords the customer the opportunity to see the end result much earlier on in the project.

As one of the leading experts within composite laminates we have to continuously research new materials and techniques while investing in the professional development of our employees. For example we will be arranging precision training courses for our lamination



workers. Another of Baltic Yachts' trademarks is the high quality woodwork in combination with light weight panels. To meet the increased demand we have hired more carpenters and rented modern facilities near to our yard in Bosund where today we have six of our own carpenters working. A vital organisational tool to achieve all this is the new Enterprise Resource Planning

(ERP) system that we will be implementing this autumn. We are looking forward to this going live at the beginning of next year. Furthermore, we have launched two pilot projects in order to base all of our in-house activities on lean production.

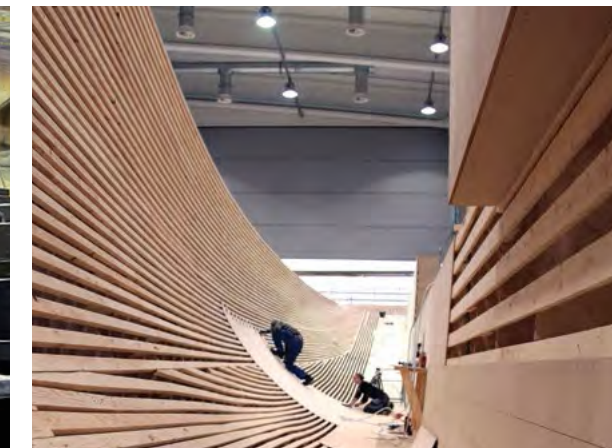
Ongoing projects



Baltic Yachts is concentrating the component manufacturing and lifecycle service projects (see page 20) to our original yard in Bosund leaving the new build construction in Jakobstad one big exception being the Baltic 175 Pink Gin VI which is taking shape in Bosund.

In our next Newsletter we will have a more in depth article on this build which, as usual with our projects, sees us experimenting with many new and fascinating features and techniques. For example the hull of this 53.9m long sloop is being laminated in three parts including the two balconies, one either side of the boat.

In Jakobstad the construction of the race oriented cruiser, Baltic 115 Custom, is underway with both the hull and deck constructions lying next to Baltic 116 "Doryan" which is buzzing with activity as she nears delivery. Next on to the shop floor will be the recently signed Baltic 130 Custom with delivery due in 2016.



M/Y SUNNY DAY

Family gem to be restored to its original glory

Baltic Yachts is now involved in the second non Baltic refit in Finland. This refit is extraordinary in many ways and will prove our ability to carry out work on a very diverse array of yachts. We are also very humbled to be the yard of choice to take care of this family gem.

Sunny Day is a wooden motor yacht built in 1989 by Spertini Alalunga s.r.l. in Italy. The yacht has been owned and enjoyed by the same family from the very beginning. She has been well looked after and gone through minor refits in years past.

The large scope of this refit includes the lengthening of the yacht, a speed requirement of 30 knots, new engines and systems, the installation of gyro stabilizers, the installation of a transom door with space for a tender, and the total refurbishment of the interior.

The refit started some time ago in Italy and Sunny Day was completely emptied and all systems were removed. The transom was cut off and the hull was lengthened. The inside of the hull has been sandblasted and painted and the exterior has been primed.

Our contribution to this project will be to continue from here by building and installing new systems, refurbishing and renewing the interior, as well as completing her externally.

Areas where the changes will be most notable are the engine room, tender garage and galley. It is going to be an interesting challenge to fulfill both esthetical and functional aspects of these without compromising the yacht's classical ambience.

The planned schedule for motor yacht Sunny Day is from October this year until delivery in May 2016.

LIFECYCLE SERVICE



BALTIC YACHTS SERVICE AND REFIT, MALLORCA. Thriving in the Med

Our Lifecycle Service has become an increasingly important part of the business and having witnessed the growing demand for service works in the Mediterranean it was decided that the island of Mallorca would be an excellent location to open a Lifecycle Service centre for our clients. This spring we achieved this goal and we are delighted to report that Baltic Yachts Service and Refit Mallorca (BYSRM) is thriving.

We are currently servicing both older and newer Baltic yachts as well as some non-Baltics such as the refit on a 100 ft. Swan. The exterior of this yacht is getting a renewed look with a full paint job, the teak deck will be refreshed with a sanding and all the hatches receiving new glass. The interior will also get a lift, with new upholstery in the saloon and crew mess, along with other minor upgrades.

In addition to the Swan project, some of our regular customers have also found their way to the new service centre in Palma. Visione Baltic 147 is in for a new rudder and other upgrades, and soon Nilaya Baltic 112 will be joining us again for another pit stop.

BYSRM has already undertaken highly successful refit works on board Nilaya which included the installation

of a new cabin, two new generators, upgrades to her hydraulic system as well as service works on the keel and anchor systems. Nilaya is once again with us for some maintenance work and preparation for the Monaco Yacht Show, where she will be shown from the 24th - 27th September. Nilaya whilst arguably being one of the most successful yachts on the Superyacht Racing circuit also affords us the opportunity to display the abilities of BYSRM and introduce this new branch of Baltic to the Superyacht World during the Monaco show.

The Palma base with its workshop is proving the perfect stop for our yachts on their maiden voyage from the yard, either before or after crossing the Atlantic or as a central location to those enjoying all that the Mediterranean has to offer. The location is reassuring to our customers, has broadened our lifecycle service, made it even more flexible and brought us closer to our clients whether they be Baltic owners or new acquaintances.



NEWS

Highlights



Boat shows

At this year's Monaco Yacht Show we will be displaying Nilaya, a 112 footer we delivered back in 2010. Our reasons for selecting this yacht are, firstly, that she is arguably one of the most successful yachts on the Superyacht Racing circuit having secured many victories in her time. Secondly, Baltic Yachts Service and Refit Mallorca (BYSRM) has undertaken highly successful refit works on board whilst in Mallorca.

Nilaya therefore provides the perfect viewing platform for Baltic Yachts to show case our speciality in building light weight high performance yachts and further affords us the opportunity to display the abilities of BYSRM whilst introducing this new branch of the company to the Superyacht World.

Learn more by visiting us at the show 24th -27th September on Quai l'Hirondelle stand No. QH37.



Sailing yacht of the year

Baltic Yachts is proud to announce that the Baltic 107 Inukshuk, a 32.6-metre sloop delivered in 2013, won Best Sailing Yacht in the 30-40m category at the World Superyacht Awards in Amsterdam in May. The judges also voted unanimously to select Inukshuk as the winner of the prestigious 'Sailing Yacht of the Year' award with the following explanation: "Baltic 107 Inukshuk provides an optimal balance between excellent sailing performance and the high degree of comfort and customization offered to its owner."



Apprenticeship training

Despite some signals of the yachting industry in general having slowed down, the industry in the Ostrobothnia region seems to be doing fairly well. Order books are strong, and there are employment opportunities for boat builders. During the last years we at Baltic Yachts have been expanding, and during this period we have been increasing our workforce with experienced boat builders. The next formal step for us is to start bringing in some new blood to the industry, and we feel that it is important we have an active role in the training process of new boat builders. Together with the local vocational school Optima, we are now arranging apprenticeship training,



partly funded by the ELY - Centre for Economic Development, Transport and the Environment. The training will take place during autumn 2014 in Baltic Yachts' premises, when we will have the opportunity to train students and upcoming boat builders in modern boatbuilding techniques. The training will consist of two courses, with 15 students in each course. The teachers will be mainly from Baltic Yachts' own staff selected from our experienced foremen and experts in their fields.

Finland, and especially Ostrobothnia, has a tradition in boatbuilding since the 16th century, and this is Baltic's way of contributing to the continuation of this strong tradition.

AUTUMN 2014 NEWSLETTER

BALTIC YACHTS FINLAND

Laukkovägen 1, 68600 Jakobstad
Tel: +358-6-7819200
Fax: +358-6-7819260
E-mail: info@balticyachts.fi

BALTIC YACHTS SERVICE AND REFIT MALLORCA - SPAIN

Matthew Lester
Tel +358 447 819 206
E-mail: matthew.lester@balticyachts.fi

BALTIC YACHTS WORLDWIDE

Alessandro Vismara
Baltic Yachts Italia - Viareggio
Tel: +39-0584-371194
E-mail: info@balticyachts.it

Walter Meier-Kothe
Baltic Yachts Germany - Kiel
Tel: +49-431-364 3960
E-mail: info@balticyachts.de

Baltic Yachts Sweden
Tel: +46-705-558200
E-mail: info@balticyachts.se

Peter Brandt
Baltic Exchange Norge A/S - Stabekk
Tel: +47-67-581 890
E-mail: post@balticyachts.no

Christer Still
Baltic Yachts Americas - Bristol
Tel: +1-401-846-0300
E-mail: info@balticyachts.com

Georges Bourgoignie
GCB Marine - Florida
Tel: +1-305-4912211
georges@gcbmarine.com



NEWSLETTER PRODUCTION

Editor: Elisabet Holm Graphic Design: COLL'S Design Studio Print: Nykoprint Ab