

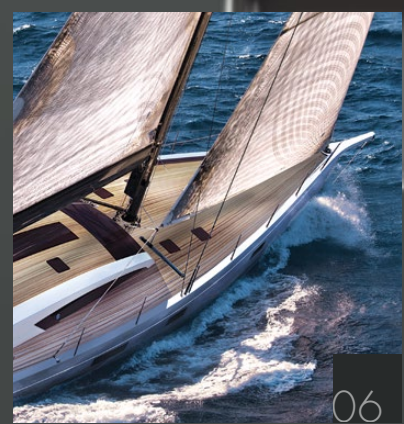
SPRING 2017

# THE BALTIC LOG

Lighter, stiffer, faster - together

 *Baltic Yachts*

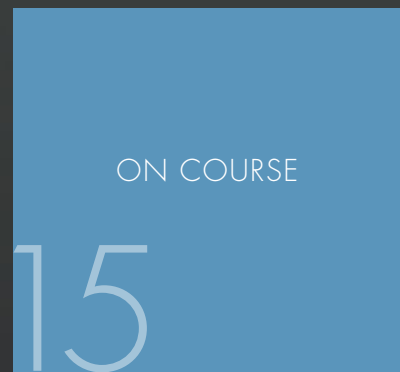




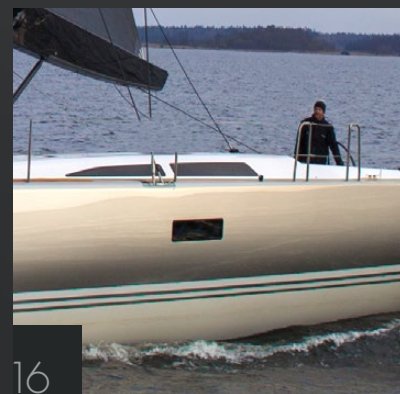
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# On Watch

Shaping the future of superyachting

I am delighted to report the signing of three new contracts for large sailing yachts and good prospects for more to come as the first quarter of 2017 draws to a close.

The new projects, for yachts measuring between 85ft and 142ft, will all start building this year alongside preparations for launching the largest carbon fibre sloop in the world, Pink Gin VI. She is due in the water in early summer.

This success is a result of a dedicated Baltic Yachts team effort building on our expertise in the custom sailing yacht arena and I am pleased to report it has attracted clients, leading naval architects and designers who are new to our company.

## Superyachting think tank

In the wake of this success, the Baltic team is looking at the future of superyachting and what the next generation of yachts holds.

To this end we are hosting the Baltic Yachts Symposium – The Next Generation of Superyachts. Joining a gathering of key personnel in the yachting industry, will be inspirational speakers from the car industry and forward thinkers in management, innovation and strategy. Who knows, the Next Big Thing in superyachting may emerge from a sauna in Finland this summer!

In further recognition of our ability to build leading edge custom yachts, the new Baltic 130 My Song has just been voted the Most Innovative Sailing Yacht at the 2017 ShowBoat Design Awards. It's a great tribute to the design team and the workforce here at Baltic Yachts.

## Baltic Power

An exciting new initiative involves Baltic Motor Yachts. In response to demand from clients and as part of our long-term expansion plan, we will be offering fully custom Baltic Motor Yachts up to 60m demonstrating all the core values seen in our sailing yachts.

More details of Baltic Motor Yachts and many of the exciting projects currently in build can be found elsewhere in this newsletter. In the meantime, whether you're at sea under sail or power, may I wish you enjoyable and safe sailing.

Henry Hawkins — Chief Executive Officer





# NEW PROJECTS

## Baltic bucks the trend with new orders

As three new sailing yachts are signed we can report a healthy order book.

### BALTIC 142 CUSTOM

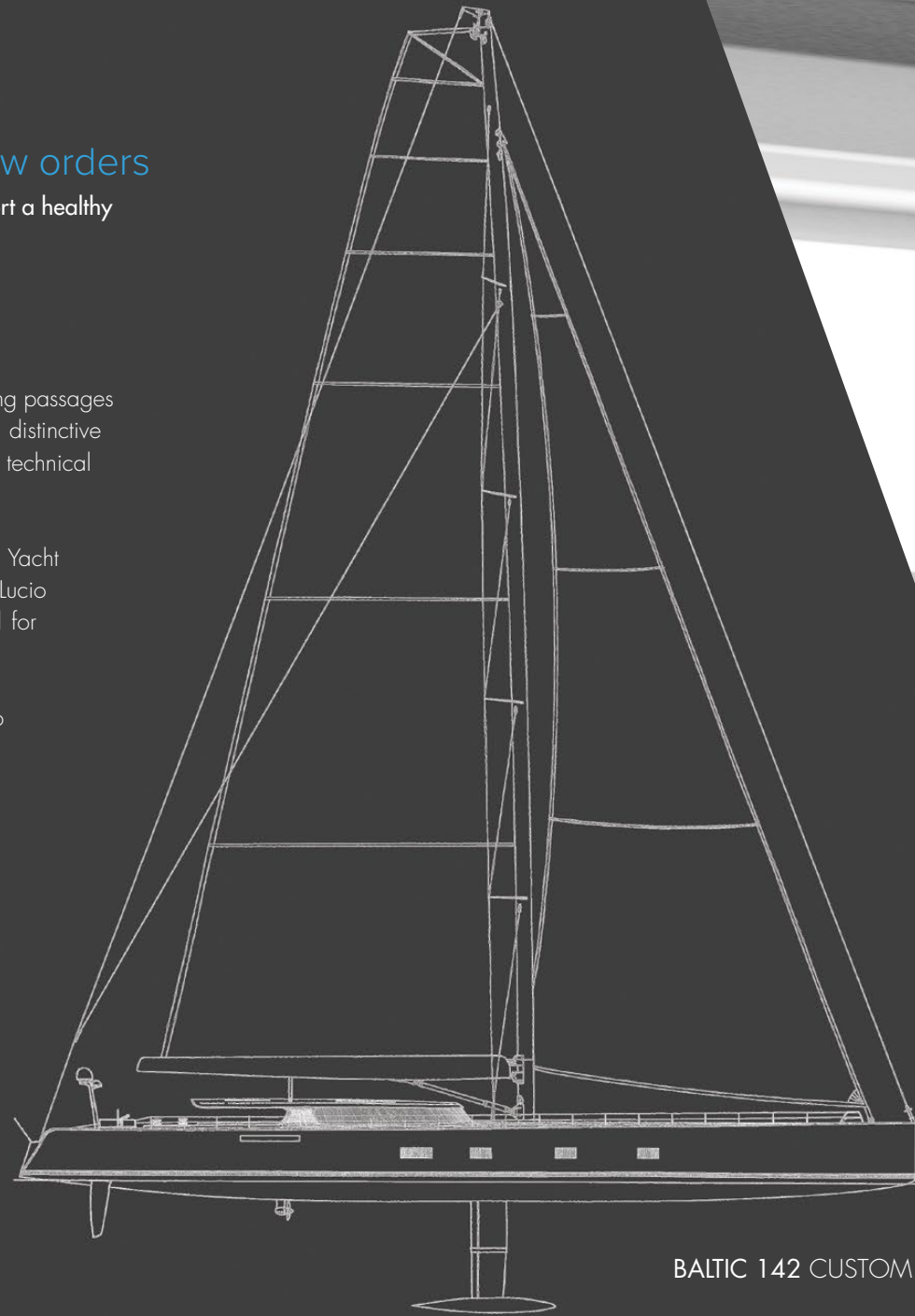
Designed for a repeat customer keen to undertake long passages in comfort and at real pace, the Baltic 142 features distinctive deck saloon styling and boasts a number of intriguing technical innovations.

Under the overall guidance of Baltic Yachts, Farr Yacht Design is responsible for the naval architecture and Lucio Micheletti, a newcomer to Baltic Yachts, is retained for styling alongside the Baltic interior design team.

The Baltic 142 will be the first yacht of this size to fit a Dynamic Stability System (DSS) a horizontal foil which deploys to leeward to reduce heel and pitching and, in turn, boost performance and comfort levels on long distance passages.

Equally innovative will be a diesel electric propulsion system driving a non-retracting Saildrive Propulsion System (SPS) with 180 degree rotation.

Sales Director Kenneth Nyfelt said: "We have done a lot of preliminary studies with this yacht, including a full size deck mock-up, to perfect design." Delivery is expected in Spring 2019.



BALTIC 142 CUSTOM

*Patric Brännbacka, Head of Projects (left), and members of his team begin production planning for three exciting new sailing yachts due to start building this year.*

### BALTIC 112 CUSTOM

We are delighted to be working with a client and naval architect both new to Baltic Yachts on this multi-role carbon sloop. Malcolm McKeon is well known for his performance sailing yacht designs and brings a wealth of experience to this exciting project.

The Baltic 112 will not only provide a fast and comfortable cruising platform, but with her Southern Spars rig package and square top main option she'll have plenty of pace for the race course. She will be fitted with a telescopic lifting keel and a Retractable Propulsion System (RPS).

We will be working with the Adam Lay Studio for interior styling and Sebastian Allebrodt from A2B Maritime Consultants will be the owner's representative. Delivery is expected in early 2019.

### BALTIC 85 CUSTOM

The third commission is for a lightweight 85-footer designed by Dixon Yacht Design. She will be built in E-Glass and carbon to produce a tough, light yacht capable of coastal and long distance cruising anywhere in the world.

With her masthead sailplan and easy to manage rig she will be a rewarding yacht to sail and with her telescopic lifting keel reducing draft to just 2.95m she will be able to access many anchorages.

Mark Whiteley Design has been commissioned to create a stylish, comfortable and practical interior designed to accommodate the owner, friends and a professional crew of two. Nigel Ingram from MCM will represent the owner during the construction. Delivery is expected in summer 2018.





## TECHNICAL

### Dimensions

LOA	20.50 m
LWL	19.00 m
BEAM	5.30 m
DRAFT (fixed keel)	3.20 m
DISPLACEMENT	24,900 kg
BALLAST	10,200 kg

- Naval Architecture:  
judel/vrolijk & co
- Interior design and styling:  
Design Unlimited

# BALTIC 67 PERFORMANCE CRUISER

New cruising yacht due in Spring 2018

With hull and deck moulds for this semi-custom bluewater cruising yacht now complete we are aiming for a May 2018 launch for the first yacht.

Filling a gap in the popular long distance cruising yacht market for a design with a real performance edge, we are confident that we can deliver a yacht with a competitive displacement of just under 25 tonnes by using our advanced carbon composite building techniques.

A big attraction is the variety of accommodation layouts. There are three versions featuring the owner's cabin forward

and a choice of décor including a more traditional timber finish and a lighter, more modern effect.

Baltic Yachts has been approached by many potential clients who have been attracted by a wide choice of layouts, rig options and either an open or semi-closed transom. There's also a choice of a fixed or telescopic keel.

There are three rig options all offered with a V-boom with slab reefing or in boom furling. Apart from the standard rig there's a version with a 1.5m reduction in mast height with a shorter boom and a racing version designed for a square-top mainsail.





# BALTIC MOTOR YACHTS

## Baltic Yachts' key values will transfer to motor yachts

**Move into motor yachts will capitalise on composite construction expertise.**

In an exciting long-term business expansion initiative to build fully-custom motor yachts, Baltic Yachts is reacting to client demand for high quality, lightweight yachts to fill a gap in the market up to 60 metres.

Baltic Yachts is steeped in sailing yacht construction and engineering experience using advanced composites. The values found at the heart of the company's reputation for innovation and top quality in sailing yachts will transfer seamlessly to our motor yachts.

Everything from precisely engineered advanced composite construction to the latest techniques in anti-vibration,



sound deadening and propulsion systems will be used to build lighter, more efficient motor yachts.

Our new motor yacht division will run on a fully custom basis open to all naval architects, designers and stylists.

We have received a lot of positive reaction to the restored 25m timber classic motor yacht Sunny Day, re-launched from

Baltic Yachts last year after a major refit. Her reincarnation has been a great success and prompted considerable client interest. She is currently cruising in the Caribbean and will re-locate to the Mediterranean later this year.

Baltic Yachts CEO Henry Hawkins said: "This 30-knot motor yacht, with her dramatic silver livery and styling, has clearly struck a chord with both past and potential clients some of whom may be considering a switch from sail to power. Others are considering a motor yacht to operate in tandem with their sailing yacht, a clearly identifiable trend in superyachting."

Baltic Yachts has the opportunity to showcase its motor yacht building capability with the launch of the MY78, Bill and Me, this summer and looks forward to working on the next motor yacht project in due course.

*Baltic Yachts is now able to build motor yachts up to 60m on a fully custom basis.  
This 30m advanced composite motor yacht is an example of what Baltic Yachts can offer.*





# BALTIC YACHTS RENDEZVOUS 2017

Summer fun for our Baltic family party

We are looking forward to welcoming owners, their yachts and Baltic Yachts staff to a relaxed and entertaining Rendezvous in Jakobstad this summer.

We can now provide details of our much anticipated Baltic Yachts Rendezvous which will be held at the yard in Jakobstad from 30 June to 2 July this year.

Highlights will include guided tours of our latest launching, the 175ft sloop Pink Gin VI, a parade of sail, racing organised by Segelsällskapet i Jakobstad (SSJ) our local yacht club and a food court with traditional local fare and plenty of music, including a Finnish male voice choir.

We will also be setting up work stations in our yard so that participants can enjoy a learning experience by talking first hand to our experts in subjects like research and development, the carbon composite building process and wood working.

The Rendezvous will not only be attended by clients and their friends but also by Baltic Yachts' staff who will be encouraged to talk to you about how the yard operates and how the Baltic Yachts Family works together as a team.



There will also be an opportunity to talk to our Service and Refit team members who will be on hand to advise and answer any questions about repairs, upgrades and refurbishment.

The most important feature of the week-end will be fun and relaxation on this beautiful part of the Finnish coastline. We are confident that welcome cocktails and an owners' dinner at the yacht club, an après race dinner, dinghy racing and fun prize giving with typical Finnish food will help create a relaxed and enjoyable atmosphere for all!

The Baltic Yachts Family very much looks forward to welcoming participants later this summer.







ORGANISATION	
Information & registration	
Elisabet Holm	elisabet.holm@balticyachts.fi
Harbour host and Service & Refit	
Sasha Laitinen	sasha.laitinen@balticyachts.fi
Race organisation	
Tommy Johansson	tommy.johansson@balticyachts.fi

RENDEZVOUS PROGRAM	
Thursday 29.6	
Arrival of boats	
Friday 30.6	
08:00	Breakfast for boat guests
18:00	Welcome dinner at the yacht club
Saturday 1.7	
09:00	Breakfast for boat guests
11:00	Yard opens
	Guided tours aboard Pink Gin VI
	Work stations, service & refit stand
	Dinghy racing
	Refreshments
12:00	Seminar
14:00	Pink Gin VI christening
17:00	Barbeque & music
21:00	Yard closes
Sunday 2.7	
09:00	Breakfast for boat guests
10:00	Captains' briefing
11:30	Parade of sail
13:00 - 15:00	Racing
16:00	Après sail
18:00	Prize giving & dinner
21:00	Yard closes
Monday 3.7	
08:00	Breakfast for boat guests
	Departure

#### YACHTS ENTERED AS AT 6 MARCH 2017

1. BALTIC 35 PUMPERNICKEL – GERMANY
2. BALTIC 38 WILMA – FINLAND
3. BALTIC 37 LEANNA – FINLAND
4. BALTIC 43 ICE – UK
5. BALTIC 43 JATARI – FINLAND
6. BALTIC 33 MEDOC – FINLAND
7. BALTIC 35 LUMINOSA – FINLAND
8. BALTIC 39 MARIELLA – FINLAND
9. BALTIC 38 FAVORITA – FINLAND
10. BALTIC 33 BELO HORIZONTE – FINLAND
11. BALTIC 35 BLUE NOSE – FINLAND
12. BALTIC 33 ELISA – FINLAND
13. BALTIC 43 ASTARTE – FINLAND
14. BALTIC 35 ICEBIRD – SWEDEN
15. BALTIC 38 AINO 3 – FINLAND

#### REGISTRATION

The event is open to all owners of yachts built by Baltic Yachts. Please register online at [www.balticyachts.fi/rendezvous](http://www.balticyachts.fi/rendezvous) before April 30th 2017

#### Special Event: Baltic Yachts Symposium

#### THE NEXT GENERATION OF SUPERYACHTS

In a special event to be held shortly before the Rendezvous, Baltic Yachts will be hosting an industry led symposium tasked with looking at the future of superyachting. We will be presenting a summary of its findings to Rendezvous participants.

# PINK GIN

COMING SOON



# BALTIC MY78 BILL AND ME

Contemporary design for rugged offshore motor yacht



This go anywhere, powerful motor yacht will not only take rough conditions in her stride but her highly personalised interior will be a study in modern design.

With her semi-planing hull form and twin 625hp diesel engines this Mani Frers-designed motor yacht named Bill and Me is destined to carry her owner in style and in almost any sea conditions anywhere in the world.

Interior design has been heavily influenced by the owners, who have worked in a great deal of personalised style and colour, making each cabin an individual design statement. Mark Tucker of Design Unlimited said: "Bill and Me is very much tailored to their taste. We've designed the interior with continuity of styling throughout to fully reflect the owner's wishes."

The effect is stunning, particularly in the galley where a sunny, vibrant scheme will bring the space alive. Dense blue hues feature in the owner's cabin and in the deck saloon vividly coloured soft furnishings are prominent.



Sleeping accommodation for six guests, including the owner, is arranged over the lower deck with a highly sophisticated galley area to port. This features a dumb waiter or food lift connecting the galley with the deck saloon upper dining room. Interesting design detail includes a personalised fishing seat on the starboard side, a complex self-levelling combined stern platform and boarding deck, or passerelle, and deep bulwarks.

Construction is nearing completion and once the accommodation on both decks is complete the carbon composite deck saloon roof will be craned into position.

Another interesting feature is Seakeeper gyro-stabilisation. Two units are set into the bilge and once running – they take an hour to get up to speed – provide extremely effective stabilisation. Similar units were fitted to the 25m Sunny Day with excellent results.

Bill and Me will be launched this summer.

UNDER CONSTRUCTION



## ON COURSE

### A family affair

With a healthy, diverse order book and a number of initiatives underway aimed at keeping Baltic Yachts at the leading edge of carbon composite yacht building, it's an appropriate time to emphasise the importance of the Baltic Family.

Here in Jakobstad and the region of Ostrobothnia we may be many hundreds of miles from the yachting hotspots where most of our recently built yachts operate, but the passion, skill and teamwork maintained at Baltic Yachts bring clients back time and time again because they know they can get a good job done.

#### Welcome to our Rendezvous

To help build this relationship we have, as you know, decided to hold the next Baltic Yachts Rendezvous here in Jakobstad in late June and we very much look forward to welcoming owners and their yachts. This relaxed, informal three-day event not only provides owners with a chance to bring their yachts back to their 'birthplace', but also gives the Baltic Family the opportunity to socialise and welcome clients to our modern facilities.

Seeing is believing, and we recognise that it is vital to be able to show clients first hand exactly what we are capable of doing in

arguably one of the most advanced carbon composite yacht building facilities in the world.

#### A chance to see Pink Gin VI

During the Rendezvous, there will be an opportunity to view our latest launching, the 175ft Pink Gin VI, the biggest carbon fibre sloop in the world and meet our important and expanding Service and Refit team responsible for managing and carrying out repairs and improvements on any yacht. There will also be a chance to enjoy some fun sailing and traditional entertainment in mid-summer on one of the most beautiful coastlines in Finland.

Those keen to take part in the Rendezvous can find details about event registration and programme information online at [www.balticyachts.fi/rendezvous](http://www.balticyachts.fi/rendezvous).

Once again, the Baltic Family very much looks forward to welcoming everyone to the Baltic Yachts Rendezvous in June.

**Sam Stenberg**  
Managing Director





# BALTIC 68 CLAUDE

## A real head turner

Reports from California suggest this high performance cruiser, with her stunning looks and performance has more than lived up to expectations.

Arguably one of the most striking looking yachts of her size to be delivered by Baltic Yachts is the Custom 68 Claude, the ultimate daysailer now based in California. With her dramatic looking silver grey livery and super-sleek lines she's been turning heads in her new Southern Californian home port.

Built for a repeat client, reports from project manager Garth Brewer suggest she has exceeded expectations in terms of performance and ease of handling. Weighing in with a remarkably low 17-ton displacement figure, this specialist all-carbon performance cruiser is designed and



engineered by Reichel/Pugh Yacht Design and configured for sailing by just two people. Her modern, bright interior is designed by Nauta Design and features an owner's state room and two guest cabins.

Due to her light displacement, something achieved by using Baltic Yachts' advanced building techniques and materials, she is easily driven, so that despite her size loads are not excessive.

With her square-top main and sheet car adjustment controlled by press button hydraulics she is quick and easy to trim and her 3.8m draft with 7.9 tons of bulb ballast provide her with useful stability.

Another success is the performance of her retractable propulsion supplied by Shipmotion. The propulsion and electrical system are optimised for daysailing with a Lithium battery bank and a powerful inline generator providing plenty of power for air conditioning, powered winches and all the mod cons required for comfortable living afloat.

We look forward to bringing you more news of Claude as we receive it.



### TECHNICAL

#### Dimensions

LOA	20.09 m
DWL	18.66 m
BEAM	5.22 m
DRAFT	3.80 m
LIGHT DISPLACEMENT	17,200 kg
BALLAST	7,900 kg

• Naval architect and structural engineering:  
Reichel/Pugh Yacht Design

• Interior Design:  
Nauta Design

• Project Management:  
Garth Brewer

• Project Manager at Baltic Yachts:  
Mathias Flink



# BALTIC 130 MY SONG

Prize winning My Song fine-tuned for busy regatta season

The latest all carbon super-sloop from Baltic Yachts has given herself plenty of time to prepare for competition in the Mediterranean and Caribbean.

Since her launch last year, the high performance, all carbon Baltic 130 My Song has made brief appearances at Les Voiles de St Tropez, but this summer she will start her competitive career in earnest.

She has spent the winter in Italy where she has been fine-tuned to realise a performance enhanced by a number of innovative features including her Retractable Propulsion System. The RPS, which also rotates to act as a stern thruster, is working well and should provide a significant speed and manoeuvrability advantage on the race course.

My Song can also change out her rig to fit a square-top mainsail and is fitted with an under-deck, remote control carbon fibre storage drum for Code sails.

In recognition of these and other features aboard My Song, she recently won the ShowBoat Design Award for the Most Innovative Sailing Yacht and also carried off the prize for Best Exterior Design and Styling.

Watch out for Baltic 130 My Song at a number of Mediterranean regattas this summer and later in the Caribbean.

RECENTLY DELIVERED



## TECHNICAL

### Dimensions

LOA	39.60 m
LWL	36.80 m
BEAM	8.60 m
DRAFT	7.00 m
LIGHT DISPLACEMENT	105,000 kg
BALLAST	37,460 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 team at Baltic Yachts:**  
Håkan Björkström, Project Manager  
Mats Nylund, Project Manager  
Sören Jansson, Project Engineer
- **Number of cabins:**  
6
- **Delivery year:**  
2016



## NEWS

### Baltic 130 My Song wins the double

The Baltic 130 My Song triumphed at the ShowBoats Design Awards 2017 when she was judged the Most Innovative Sailing Yacht and also carrying off the Best Exterior Design and Styling award. The Reichel/Pugh Yacht Design/Nauta Design sloop with project management by MCM, has also been put forward for the prestigious World Superyacht Awards which will be announced in May.

Designed by judel/vrolijk & co and Nauta Design with project management by MCM, she is a real credit to the Baltic Yachts Family.

### Investing in people

Our recent success in securing new orders has led to three new key appointments. Kjell Vestö, who has more than 30 years' experience in the marine industry will head up our Semi-Custom Production Division with responsibility for the new Baltic 67 Performance Cruiser and other projects.

Robert van Wieringen becomes our Country Manager in Spain, taking responsibility for the local administration of the Service and Refit business which is enjoying considerable growth.

We are strengthening our sales team with the appointment of Marcus Jungell who will join us in April to work alongside Sales Director Kenneth Nyfelt.

Marcus has 10 years' sales experience in the yachting industry and we very much look forward to welcoming him.

### Events 2017

- Palma Superyacht Show, 28 April – 2 May
- Loro Piana Superyacht Regatta
- 30 May – 3 June
- The Superyacht Cup Palma, 21 - 24 June
- Baltic Yachts Symposium Finland, 27 - 29 June
- Baltic Yachts Rendezvous Finland, 30 June - 2 July
- Monaco Yacht Show, 27 - 30 September
- METS (Marine Equipment Trade Show), 14 - 16 November

Robert van Wieringen

Kjell Vestö



BALTIC130  
MY SONG

BALTIC115  
NIKATA



# OSCAR VALLEJO INTERVIEW

## Taking the helm of Pink Gin VI

**The skipper of Pink Gin VI has moved quickly through the ranks of superyachting and his dedication and interpersonal skills have identified him as a man with a bright future.**

For Spaniard Oscar Vallejo his appointment as skipper of the world's biggest carbon fibre sloop Pink Gin VI is the undoubted highpoint in a short, but action-packed career in superyachting.

Oscar, who was born and brought up in Mallorca, joined the industry by accident. Working as an instructor in a dive centre in Palma, he was asked to carry out a small underwater repair on the 35m classic Sangermani schooner Seljm, which at the time was being skippered by the experienced American Steve Ray.

Oscar duly completed the task, said he was glad to be of assistance and expressed his admiration for Seljm, at which point Steve Ray offered to show him around the yacht. Oscar accepted and before long he had a job as deckhand for the upcoming transatlantic passage to Antigua.

But just before they were due to leave he suffered a deep wound to his knee in a motorcycle accident. Despite the severity of the injury Ray backed him for the crossing.

Extraordinarily he couldn't speak a word of English when he joined Seljm so set about teaching himself by watching an English film with sub-titles more than 200 times. "It was more effective than school," said Oscar.

By now a competent, highly valued deck hand, Oscar remained with Seljm on visits to northern Europe and the Mediterranean

where he eventually met Pink Gin V's previous skipper and now yacht manager. Keen to progress in the industry, Oscar took a position with Pink Gin and immediately sailed to Uruguay for Christmas.

During a subsequent passage to Miami Oscar was awestruck by Pink Gin's performance. "It was incredible, we were sailing at 18.5 knots for two and a half days," he said. With visits to the Brazil World Cup, Cuba, for which Pink Gin V's owner Hans Georg Näder has a particular penchant and other Caribbean islands, Oscar quickly built his experience. But what happened next proved an acid test of his fledgling leadership skills.

Aboard Pink Gin V as mate, with skipper, crew and three additional delivery crew, Oscar suddenly found himself in command of the yacht a week into an Atlantic crossing. One morning Oscar found the captain in his cabin in excruciating pain, totally incapacitated. With St Martin, Bermuda and the Azores almost equidistant and at least three days away, Oscar, now in command, had to make a decision. Checking with

weather routers, doctors and rescue services he decided to head for Bermuda. With authority and confidence he explained to a bemused crew what had happened and, more to the point, what was going to happen next.

He duly brought Pink Gin V safely into Bermuda where the skipper was immediately taken to hospital and successfully treated for a golf-ball sized kidney stone.

This feat, Oscar's ability and willingness to get on with the job impressed Professor Näder.

"When I said no to taking the Pink Gin VI job he just laughed!" said Oscar. "He said that when he was my age he took over the family business, so why not?" Eventually he relented.

As a dry run Professor Näder asked Oscar to skipper his 25m motor yacht Sunny Day last summer in the Mediterranean. Having passed that test he is now at Baltic Yachts in Finland where he is preparing to take command of Pink Gin VI.

The realisation that taking command of Pink Gin VI will be his biggest challenge yet is daunting but Oscar's clear ability to delegate, prioritise and care for the team supporting him has engendered respect among those who are working around him.

We wish Oscar the very best of luck and great sailing aboard his new command.





## Contacts

### BALTIC YACHTS FINLAND

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

### BALTIC YACHTS SERVICE AND REFIT MALLORCA - SPAIN

Rob van Wieringen  
Tel: +34 619 124 814  
E-mail: [rob.vanwieringen@balticyachts.es](mailto:rob.vanwieringen@balticyachts.es)

### BALTIC YACHTS WORLDWIDE

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

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

Peter Brandt  
Baltic Exchange Norge A/S - Stabekk  
Tel: +47 930 41 300  
E-mail: [post@balticyachts.no](mailto:post@balticyachts.no)

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

Georges Bourgoignie  
GCB Marine - Florida  
Tel: +1-305-491-2211  
[georges@gcbmarine.com](mailto:georges@gcbmarine.com)

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Editor: Elisabet Holm  
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