

AUTUMN 2018



THE BALTIC LOG
Lighter, stiffer, faster - together





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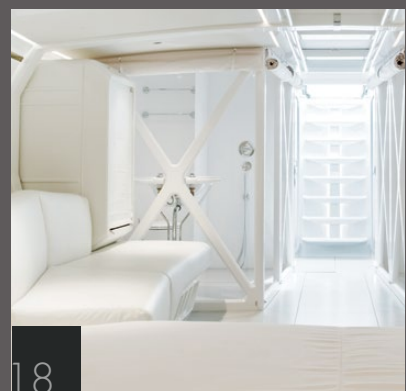
INNOVATION +



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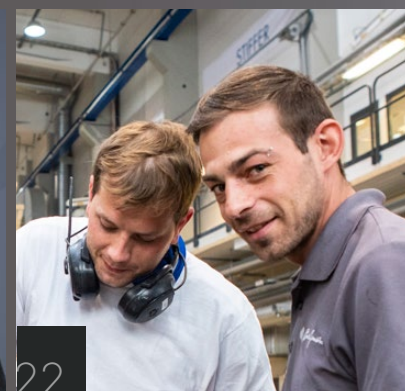
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PRODUCTION

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ON WATCH

Simply the best

That is the inescapable verdict on Baltic Yachts' performance over recent years as the roll-call of superyacht awards and regatta results testify. Pink Gin's Sailing Yacht of the Year accolade at the World Superyacht Awards earlier this year prompted us to reflect on the company's performance and, as the article on page 04 of this magazine details, five of our larger yachts have won 21 prizes in just five years.

Winning might not be everything, but that's a remarkable achievement by any standard and one of which we should all be proud.

And in a way that's just the tip of the iceberg because this success has been replicated on the race course, Baltic 112 Nilaya winning the 2018 St Barths Bucket, the Baltic 130 My Song winning every race and the overall award at this year's Loro Piana Superyacht regatta in Porto Cervo and Baltic 108 WinWin completing a remarkable hat-trick of class wins at the Superyacht Cup Palma.

This success is vindication of what we all strive for here at Baltic Yachts where high quality, attention to detail and well thought out design provide the reliability that helps many of the 555 yachts we have built over 45 years enjoy virtually fault-free cruising and racing success in yachts across the size spectrum.

I am delighted our efforts at Baltic Yachts have been recognised by the awards' judging panels and that the skill of owners and crews has been rewarded on the race course.

My congratulations to them all and to the hard work of the Baltic Family.

Henry Hawkins — Chief Executive Officer





BALTIC 175 PINK GIN

World Superyacht Awards
Sailing Yacht of the Year
Sailing Yachts 50m and Above



BALTIC 130 MY SONG

ShowBoat Design Awards
Exterior Design & Styling
Most Innovative Sailing Yacht

World Superyacht Awards
Sailing Yacht 30 - 39.9m



BALTIC 115 NIKATA

ShowBoat Design Awards
Exterior Design & Styling
Interior Layout & Design
Naval Architecture Award
Holistic Design Award

World Superyacht Awards
Judges' Special Award for Design
& Performance

International Superyacht Society Awards
Best Sailing Yacht 24m - 40m



BALTIC 108 WIN WIN

ShowBoat Design Awards
Exterior Design & Styling
Interior Design

World Superyacht Awards
Sailing Yacht of the Year
Sailing Yacht of 30m - 44.99m

International Superyacht Society Awards
Best Sailing Yacht 24m - 40m



BALTIC 107 INUKSHUK

ShowBoat Design Awards
Exterior Design & Styling
Interior Design

World Superyacht Awards
Sailing Yacht of the Year
Sailing Yacht of 30m - 39.99m

International Superyacht Society Awards
Best Sailing Yacht 24m - 40m

OUR
AWARD
WINNING
YACHTS



AWARDS AND REGATTAS

Outstanding winning streak

Twenty-one awards in five years plus regatta success.

In May, Baltic 175 Pink Gin won not only Sailing Yacht of the Year at the World Superyacht Awards, but also triumphed in her class for sailing yachts over 50m.

The significance of these achievements, which come on top of WSA wins by Baltic Yachts in the four previous years, is that Pink Gin has been recognised not simply for her looks or performance, but for the engineering, planning and success of a highly complex carbon composite yacht.

A STRING OF SUCCESS

Pink Gin's success follows in the wake of Baltic 130 My Song, Baltic 115 Nikata, Baltic 108 WinWin and the Baltic 107 Inukshuk, all of which have won WSA awards. Each yacht's ability to perform equally well in cruise and race mode, together with Baltic Yachts' ability to bring design alive, have consistently impressed the judges.

Inukshuk and WinWin have also won awards in the equally important ShowBoat Design Awards and the International Superyacht Society Awards. In Nikata's case she achieved a grand slam of titles when she won every category in the ShowBoats Design Awards plus WSA and ISS awards.

TWENTY-ONE AWARDS

In just five years these five yachts have amassed no fewer than 21 prizes, an extraordinary haul by any measure.

These impressive results reflect the highly effective teamwork and individual skills lying at the heart of the Baltic Yachts operations in Jakobstad and Bosund in Finland and in Palma de Mallorca. Alongside the highest build standards and innovative design and engineering, these qualities have defined Baltic Yachts over 45 years and have applied to yachts ranging in size from 33ft to 197ft.

WINNING AROUND THE WORLD

But this winning streak doesn't end on the awards circuit. Recent superyacht regatta success has been equally impressive with all eyes were on Baltic 108 WinWin in Mallorca this year for the Superyacht Cup Palma where she completed a stunning hat-trick of wins in Class A having topped the table in 2016 and 2017.

This remarkable run of success for WinWin includes a 1st in the Super Maxi Class in the highly competitive Sardinia Maxi Yacht Rolex Cup in 2016 and a 2nd in the same division in 2017 where she came in just ahead of Nilaya and astern of the new Malcolm McKeon-designed Ribelle.

Also taking part in the SYC Palma was Baltic 152 Scorpione of London, competing in the Corinthian Division, a non-spinnaker category designed to encourage more yachts to participate at a slightly less competitive level.

In one of her first competitive outings the Baltic 130 My Song won all her races in the Loro Piana Superyacht Regatta in

Porto Cervo, Sardinia suggesting there's considerably more to come from this powerful yacht.

The regularly successful Baltic 112 Nilaya won her class and the overall prize at the St Barths Bucket this year. Baltic 147 Visione, who won the event in 2015, took 2nd in class behind Nilaya and in 2017 she was again 2nd in class, this time behind WinWin. Visione, launched in 2002, remains one of the fastest superyachts on the circuit and has been constantly updated and improved by Baltic Yachts Service and Refit, which helps keep many other Baltic-built yachts in top class condition.

SUCCESS BREEDS SUCCESS

Baltic 112 Nilaya, launched in 2010, continues her winning ways, which began with victory in her first regatta in 2011. More recently class wins in the Loro Piana Superyacht Caribbean Regatta in 2014, 2016 and 2017 have been among her more outstanding achievements.

These are examples of how some of the larger yachts in the Baltic Yachts' fleet have succeeded. We offer our congratulations to owners, crew and to the teams who built these yachts.

May they continue to succeed!

TECHNICAL	
L.O.A.	43.30 m
L.W.L.	41.60 m
BEAM	9.00 m
DRAFT	3.80/6.50 m
LIGHT DISPLACEMENT	140 tons
BALLAST	49 tons

DESIGN	
Naval Architect	Farr Yacht Design
Exterior Design	Farr Yacht Design Lucio Micheletti
Interior Design	Baltic Yachts Lucio Micheletti
Composite engineering	Gurit UK
Owner's Project Manager	Mattia Belleri
Project Management Baltic Yachts	Sören Jansson Valter Asplund

DYNAMIC STABILITY SYSTEM (DSS)	
Developed by Infiniti Yachts	
Naval architecture by Farr Yacht Design	
Structural engineering by Gurit	
Design and engineering of bearings by BAR Technologies	
Foil built by Isotop	

BALTIC 142 CUSTOM

Foil assisted supercruiser full of innovation

Arguably one of the most significant superyacht launches of 2019 will be the Baltic 142 Custom, due to be in the water in the spring of next year and delivered to her owner in the summer.

With fitting out now well advanced and her Dynamic Stability System foil casing about to be installed in the bilge, work on other key features including the large, one-piece superstructure and the machinery room housing a unique diesel electric power-plant, is also nearing completion.

The Farr Yacht Design sloop carries her beam well aft and her long superstructure and solid bimini, which covers the deck saloon and a large part of the guest cockpit, has called for some highly detailed design and engineering.



Ronny Nyfelt, who has been managing the superstructure construction, explained how the one piece carbon structure incorporates window mullions which in turn contain piping for hatch frame water drainage and wiring conduits for the 28 lights set into the superstructure deck head.

The structure also has to cope with a 24-ton mainsheet load, the track for which is mounted on top of the superstructure. The 1.375-ton Nomex-cored structure also incorporates long cockpit coamings which will be finished in teak on their upper surfaces.

The superstructure's design was fine-tuned using advanced 3D technology by Ingmar Sundelin, one of the company's founders.

The 29ft 6in (9m) long DSS foil which should dramatically increase performance and comfort levels, is about to be installed. It is the first time this technology has been seen in a superyacht.

The transverse foil is contained in a casing located beneath the owner's berth almost amidships and to ensure the structure can cope with the 140-tonne load when the foil is deployed to leeward 'blisters' have been designed into the hull at just below the waterline to provide as much separation as possible between the bearing cassettes over which the foil will run.

The shapes also play a hydro-dynamic role by creating better water flow around and over the foil when it is deployed.





BALTIC 112 LIARA

Quick and very comfortable

Commissioned as a world girdling performance cruising yacht, this all-carbon sloop is also equipped to be a threat on the racecourse.

Designed primarily as a fast, easy to use, family cruising yacht, the Baltic 112's experienced owner clearly has more than an eye on the racecourse. He's employed in-vogue naval architect Malcolm McKeon to give the yacht the edge it needs and alongside experienced skipper John Walker there's potential here for a podium finish wherever she competes.

"Our objective has been very clear from the outset – to make the quickest boat we can with all the comforts of home," said John. "We have also focused on systems usability - we want to go from anchor down to full gear up as quickly as possible."

The Baltic 112 will be complete by the summer of 2019 and be able to cross the Atlantic well in time for the Caribbean season during which the owner has his sights set on 2019/2020 winter regattas and some extensive cruising.

Tell-tale signs of her performance potential include some very flat underwater sections, a three-headed rig for easy 'gear' changing, a three-part, hydraulically-operated headsail trimming bridal, a high pressure hydraulic system and a square-top mainsail. In an effort to minimise drag



Accommodation module under construction

An interesting on-deck feature is a manually operated, carbon fibre derrick that can be mounted in two positions enabling the tender to be stowed athwartships on the large aft deck for deliveries or fore and aft on the fore deck.

Sebastian Allebrodt of A2B Maritime is the owner's representative working with Baltic Yachts during construction.

the number of through-hull fittings for seacocks has been reduced to just five.

Award-winning interior specialist Adam Lay has produced a stunning limed oak accommodation finish to give this exciting cruiser/racer a stylish touch of luxury below.

With the carbon/Nomex deck now in place, all electrical, plumbing and hydraulic systems fitted and accommodation modules well advanced, the yacht is beginning its final phases of construction. With her rotating Retractable Propulsion System and the hull aperture for her telescopic lifting keel not far apart, Baltic's engineers took eight months to complete their calculations before work on the carbon structure began.

Extensive weight saving including the use of carbon cable trays and hose holders, Nomex-cored bulkhead and furniture construction throughout, plus a full carbon/foam hull and carbon/Nomex deck, has kept the light displacement figure down to just over 83 tons.



TECHNICAL

L.O.A.	34.14 m
L.W.L.	32.00 m
BEAM	7.90 m
DRAFT	3.95/ 6.15 m
LIGHT DISPLACEMENT	83.71 tons
BALLAST	31.35 tons



DESIGN

Naval Architect	Malcolm McKeon Yacht Design
Interior Design	Adam Lay Studio
Owner's Project Manager	Sebastian Allebrodt A2B Maritime
Project Management Baltic Yachts	Tommy Johansson Håkan Björkström Daniel Wahlroos

3D HEADSAIL TRIMMING

Making superyachting easier

Fingertip sail trimming from the cockpit, a triple-headed sailplan and a high power hydraulics system will make Liara an easy yacht to sail for a short-handed crew.

For optimum sailing performance the ability to trim headsails in three dimensions – athwartships, fore and aft and vertically at the clew – is critical. It was achieved in the past by a series of complicated barber haulers, inhaulers and tackles requiring fiddly hardware and considerable manpower. Alternatively athwartships tracks could be fitted, but for this project they didn't meet aesthetic requirements.

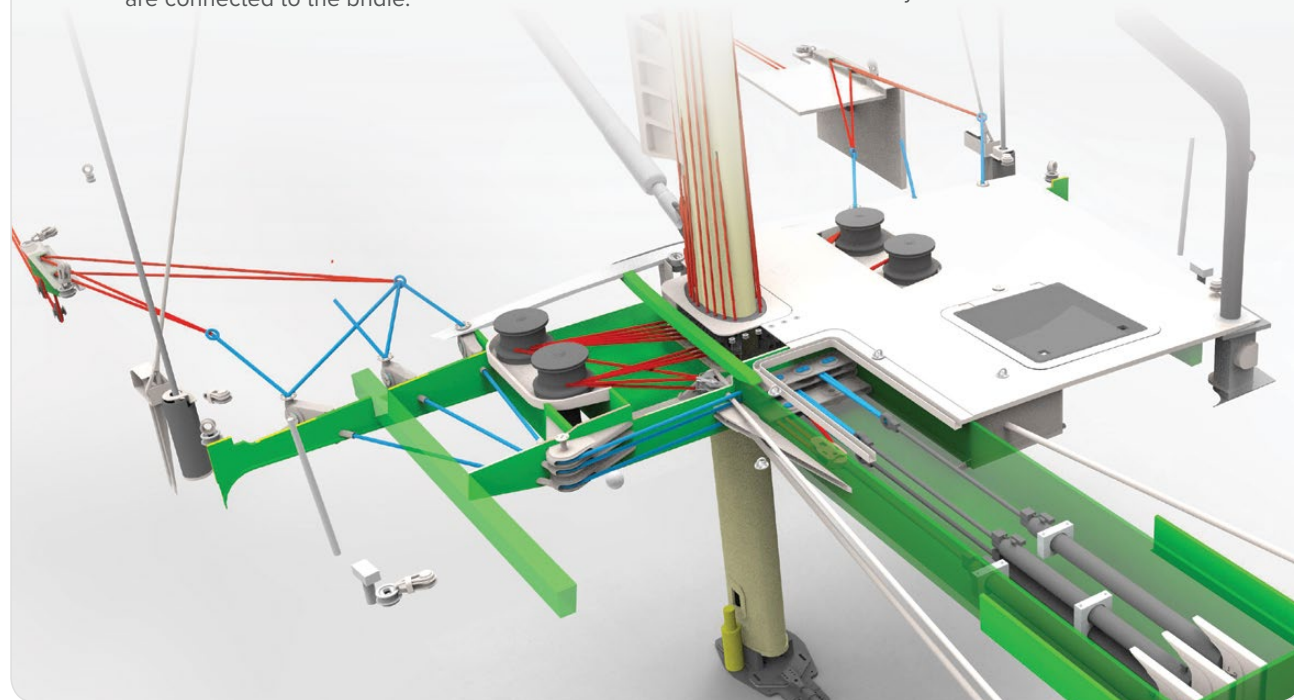
Performance race boats like the Volvo Ocean 65s and full-on maxis have been using press button hydraulic trimming systems for some time, but not until relatively recently have they been seen on superyachts like the Baltic 112 Liara.

Under the foredeck of the Baltic 112 are four Harken hydraulic rams lying fore and aft on the centreline. One is used to operate the backstay deflector, which controls mast bend and provides mid-support for the rig. The other three control a three-part bridle attached to a central ring through which the headsail sheet is led. Instead of having to tweak separate haulers and tackles to alter the trim of the sail, which may involve crewman going forward to make the adjustment, everything can be done from aft at the touch of a button.

Skipper John Walker said: "Our aim was to have full control from the back of the boat eliminating the need for tweekers and inhaulers. There are many ways to trim a sheet and you could do this with athwartships tracks, but I think we have a light option that ticks all the boxes and looks good."

BRIDLE SYSTEM

This not only shows the position of the four cylinders beneath the deck, but also how they are connected to the bridle.



Note the mast jack cylinder (removed once the mast is stepped), forward position for the carbon tender crane and some of the many carbon sheave boxes built by Baltic Yachts for the 112.

The bridle can be used on one of three headsails set on separate furlers, each of which sheets to roughly 100 per cent of the fore-triangle. The system will employ what is known as an absolute position indicator, which shows the trimmer the precise position of the piston in the hydraulic

cylinder at any given time. It's technology used in other industries and has trickled down from the America's Cup foiling catamarans.

As the system has been tried many times before on more high performance yachts, John Walker is confident that reliability won't be a problem and that it perfectly suits the ethos of having a short handed crew on a superyacht.

Working in conjunction with this is a 350bar hydraulic system providing higher pressure to serve the many hydraulic functions on the yacht. Apart from the trimming system they include three furlers, boom vang, main Cunningham, numerous mast winches, primary winches, secondaries, the anchor windlass, transom door, the RPS and keel lifting control.

RAM CONTROL

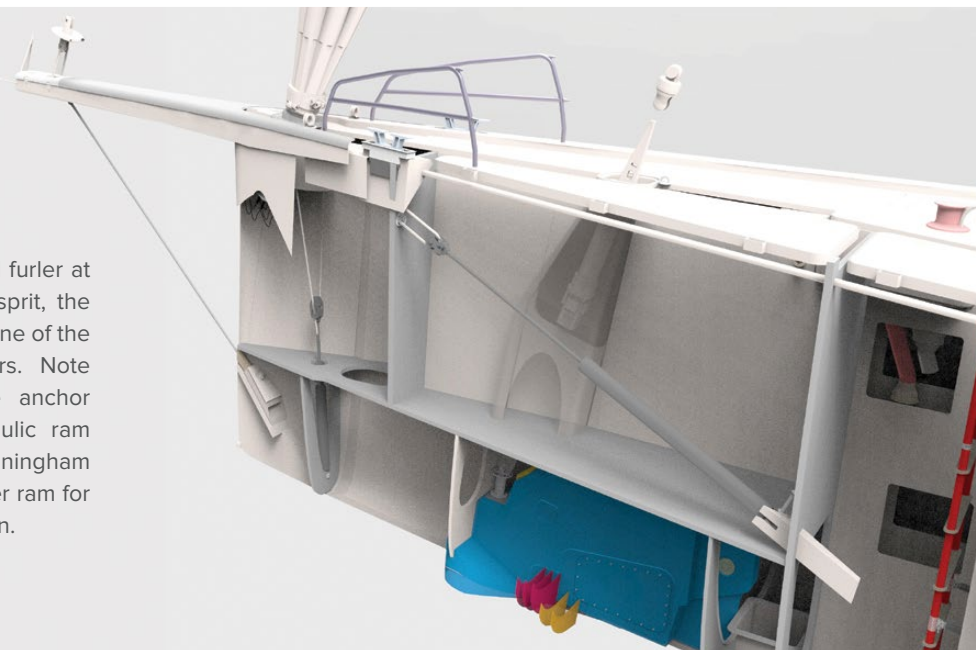
Something for the future? Under-foredeck rams will have a type of barcode etched into the piston rods. These are read by a sensor, which in turn sends information back to the trimmer.



The absolute position indicator technology is something which has trickled down from America's Cup foiling cat technology.

FORWARD SECTION

This shows a manual furler at the end of the bowsprit, the headstay furler and one of the inner forestay furlers. Note also the submarine anchor system, small hydraulic ram for headstay Cunningham tension and the larger ram for Code sail tack tension.



Until now most hydraulic systems work at 250bar. Ward Proctor of the Finland-based company Marine and Hydraulic said this not only provides greater hydraulic capacity when demand is high – in a full-on gybe, for instance – but also requires smaller diameter high pressure stainless steel piping, plus smaller pumps and motors. "This all adds up to important weight and space saving," said Ward.

But will the system provide the hydraulic flow required in heavy demand manoeuvres on the racecourse? John Walker said: "Time will tell! One thing I do know is the boys always want more 'juice'! – we are confident we'll have the 'grunt' we need and we've made some substantial weight savings too. I predict that this will be the new norm," he added.



BALTIC 85 CUSTOM

Compact superyacht with an abundance of space

Designed as an easy to handle performance cruising yacht for an experienced yachtsman who has planned the accommodation to create unusually spacious living areas.

This fast, easy to handle cruising yacht was successfully launched in July. Designed by Dixon Yacht Design, which has a particular affinity for the requirements of yachts intended for comfortable cruising, the silver-hulled Baltic 85 Custom will complete her trials this autumn.

Displacing just 50 tons, light-ship, she's constructed of an E-Glass outer skin, a carbon inner skin and a foam core with lightweight carbon bulkheads and panels used throughout. A telescopic lifting keel with an 11.39-ton bulb reduces draft to a useful 3m.

Through detailed space planning and a high quality specification, this mini-superyacht has not compromised on comfort. She offers genuinely exciting sailing with ease of handling, which should appeal to the growing number of clients looking for a greater level of simplicity in a superyacht.

The yacht's accommodation, with clean, modern styling by Mark Whiteley Design, includes a light and airy saloon, a large owner's suite forward with one twin guest cabin all finished in a beautiful pear wood. Detailed planning has resulted in an unusually large amount of space for the owners and their guests giving the impression below of a much larger yacht.



The machinery room lies under the saloon sole and houses a 180hp Volvo main engine driving a conventional shaft. The yacht has a useful range under power of 1000 nautical miles. A 25kW WhisperPower generator with a power take off for hydraulic functions is also located beneath the saloon sole.

A key element is a bank of 30 Lithium ion 24-volt service batteries with a very large capacity of 2200 amp/hrs enabling the yacht to remain in quiet ship mode for long periods.

Other features include a Williams 445 tender stowed fore and aft in the stern garage and a fold-over anchor arm, fabricated in titanium by local company Mekano, which still leaves plenty of sail stowage room in the forepeak.

TECHNICAL	
L.O.A.	26.00 m
L.W.L.	23.90 m
BEAM	6.25 m
DRAFT	3.00/ 4.30 m
LIGHT DISPLACEMENT	50 tons
BALLAST	11.39 tons

DESIGN	
Naval Architect	Dixon Yacht Design
Interior Design	Mark Whiteley Design
Owner's Project Manager	Nigel Ingram, MCM
Project Management Baltic Yachts	Fredrik Hjulfors

Project Manager Fredrik Hjulfors explained that the emphasis on space planning benefitted from the owner's considerable sailing experience and the use of extensive 3-D modelling. Baltic Yachts has worked closely with Nigel Ingram of MCM in project managing the build.

On deck the guest cockpit can be protected by a push-button foldaway bimini while primary and secondary winches are positioned further aft close to the twin steering wheels. The mainsail is trimmed using a single point mainsheet leading to an under-deck captive winch.

The sailplan includes a removable inner forestay which is likely to be used for a delivery headsail or a smaller jib in heavier weather.



BALTIC 67 PERFORMANCE CRUISER

Semi-custom changes for Baltic 67PC-02

Although she's come out of exactly the same mould as Baltic 67PC Manyeleti (see page 15) and uses the same hull construction method of Sprint, E Glass, foam and carbon, there are plenty of changes in this yacht demonstrating our ability to offer considerable customisation for this fast, long distance cruiser.

With the deck and hull moulding now complete, we are well advanced with accommodation modules and on schedule for a spring 2019 launch.

This client has opted for a fixed fin and bulb keel with a relatively shallow draft of 3.3m. The judel/vrolijk-designed yacht is also fitted with a single, deeper rudder as the keel

is fixed, although its draft is still marginally less than that of the keel to avoid damage in the event of a grounding.

Changes to the deck moulding, which include a closed transom offering more protection, have also been made and there are differences in the cockpit lay out compared with Baltic 67PC-01.

A key feature of the Baltic 67PC is the ancillary equipment space located in the port aft quarter of the yacht adjacent to the engine room. This houses systems like air conditioning and fridge/freezer compressor units and contains all the equipment needing regular maintenance in one place.

In the first yacht this space was accessed via the engine room, but the second client has opted for access via a door in the galley's aft bulkhead. In addition, the engine room access door has been moved from the starboard to the port side which means occupants in the starboard quarter cabin won't be disturbed when the engine space needs to be accessed.

This client has opted for the same mahogany bulkheads and white deckhead combination offered as one of several options by Design Unlimited. There are other subtle differences to the layout including moving the owner's head from right forward to just abaft the sleeping cabin, for instance.

Other variations from the first yacht include an athwartships-stowed dinghy in the stern garage and a 150hp Volvo diesel main engine.



TECHNICAL

L.O.A.	20.52 m
L.W.L.	19.20 m
BEAM	5.45 m
DRAFT	3.30 m
LIGHT DISPLACEMENT	24.9 tons
BALLAST	9.3 tons



DESIGN

Naval Architect	judel/vrolijk & co
Interior Design & Styling	Design Unlimited
Project Management Baltic Yachts	Kjell Vestö

BALTIC 67 PC - MANYELETI

Quality - Reliability - Comfort - Speed
Recipe for a long distance cruiser



Early impressions of the first Baltic 67 Performance Cruiser are that she is fast, easy to handle and has the credentials to deliver as a long distance cruising yacht that will really perform in all conditions.

This yacht was conceived with reaching and downwind sailing in moderate conditions predominantly in mind – conditions that most yachtsmen sailing the conventional way around the world or across the major oceans will encounter for the majority of their voyage.

Resorting to the engine is both uneconomical and undermines the satisfaction most yachtsmen are searching for in long distance sailing. The Baltic 67PC aims to change that. She will also convert seamlessly to competitive mode.

The judel/vrolijk-designed 67 has other key attributes:

- She is easy to handle for a short-handed crew
- Numerous accommodation lay outs are offered
- Access to key machinery and ancillary equipment is designed for easy maintenance
- Stowage is abundant
- The same hull mould is used for economy, but the deck mould can be modified to suit owners' requirements

The first Baltic 67 PC client has opted for a four-cabin arrangement in which seven can be comfortably accommodated. There's a generous master double forward, a twin guest cabin to port with a single passage berth to

starboard, and a further twin cabin aft on the starboard side, which also provides access to the machinery spaces.

The interior layout and design have been created by Design Unlimited, offering versatility and the flexibility to suit owner requirements.

The design and positioning of the galley and chart table have maximised stowage space. The bulkheads and furniture are finished in mahogany, with white deckheads providing a comfortable, bright and airy feel, enhanced by natural light from hull ports and numerous hatches.

Continued overleaf...



MANYELETI ON TRIAL

An impressive demonstration of easy handling was evident when we left the dock in Jakobstad shortly after the yacht was launched. The skipper engaged both the bow and stern thruster and the yacht moved rapidly sideways against an onshore breeze.

As this yacht is fitted with a telescopic lifting keel, shorter, twin rudders are a necessity, so manoeuvrability is enhanced by the two Side-Power Vertical Retract, 24v thrusters, producing 170kg and 210 kg of thrust.

Hoisting the main using a powered, deck-mounted drum winch in conjunction with the in-boom furling


system, was simplicity itself and the 100 per cent jib was set from its furler at the touch of a button. Project manager Kjell Vestö reported that the yacht's fuel and water tanks were full, but even with ten people aboard, in five to six knots of true wind the 24.4 ton sloop matched the wind speed. One got the distinct impression that this easily driven yacht would be in double figures very quickly.

Previously, a crew from Baltic Yachts had put the yacht through her paces on a trip to the Swedish coast and back and reported that she had proved fast, comfortable and very easy to handle. The yacht was also noticeably quiet below in moderate sea conditions.

Finish throughout the yacht, particularly in the engine room, anchor locker, sail bin, and 'technical space' which houses equipment like air conditioning units, fridge compressors and pumps, looked exceptional and was commented upon by a number of guests aboard for the day.

The yacht's owners said:

"We have now sailed 4,000nm with the boat and are extremely pleased with her. The boat sails well, is fast and stiff and living onboard while sailing has worked out very well."

	TECHNICAL
L.O.A.	20.52 m
L.W.L.	19.20 m
BEAM	5.45 m
DRAFT	2.50/ 3.90 m
LIGHT DISPLACEMENT	24.4 tons
BALLAST	9 tons

	DESIGN
Naval Architect	judel/vroljik & co
Interior Design	Design Unlimited
Project Management Baltic Yachts	Kjell Vestö



REFIT M/Y PEGASUS

Magnum 70 interior completed on schedule

Baltic Yachts' specialist Service & Refit teams have completed a new lightweight interior for the high speed Magnum Marine 70 Pegasus, which was officially handed back to her owner on April 26th in Palma, Mallorca.

The high performance 'muscle' boat, built by the iconic Magnum Marine in Florida in 2008, has spent six months at Baltic Yachts' Palma facility where the entire interior was replaced.

Interior specialists Design Unlimited based the new design on the Magnum's structure using dramatic styling finished in white. Mark Tucker of Design Unlimited said:

"This unusual project called for a specialist theme and was inspired by the owner's love of cars and Formula 1 racing.

"The new interior had to be ultra-light and be able to withstand the rigours of high speed power-boating, challenges the interior design team and Baltic Yachts' Service and Refit experts are well equipped to meet," he added.

The interior structure was built in Finland where a full size mock-up was used to ensure a perfect fit. Pegasus is a classic Magnum Marine powerboat capable of speeds in excess of 60 knots thanks to her twin MTU V16 2500hp engines driving surface piercing propellers.

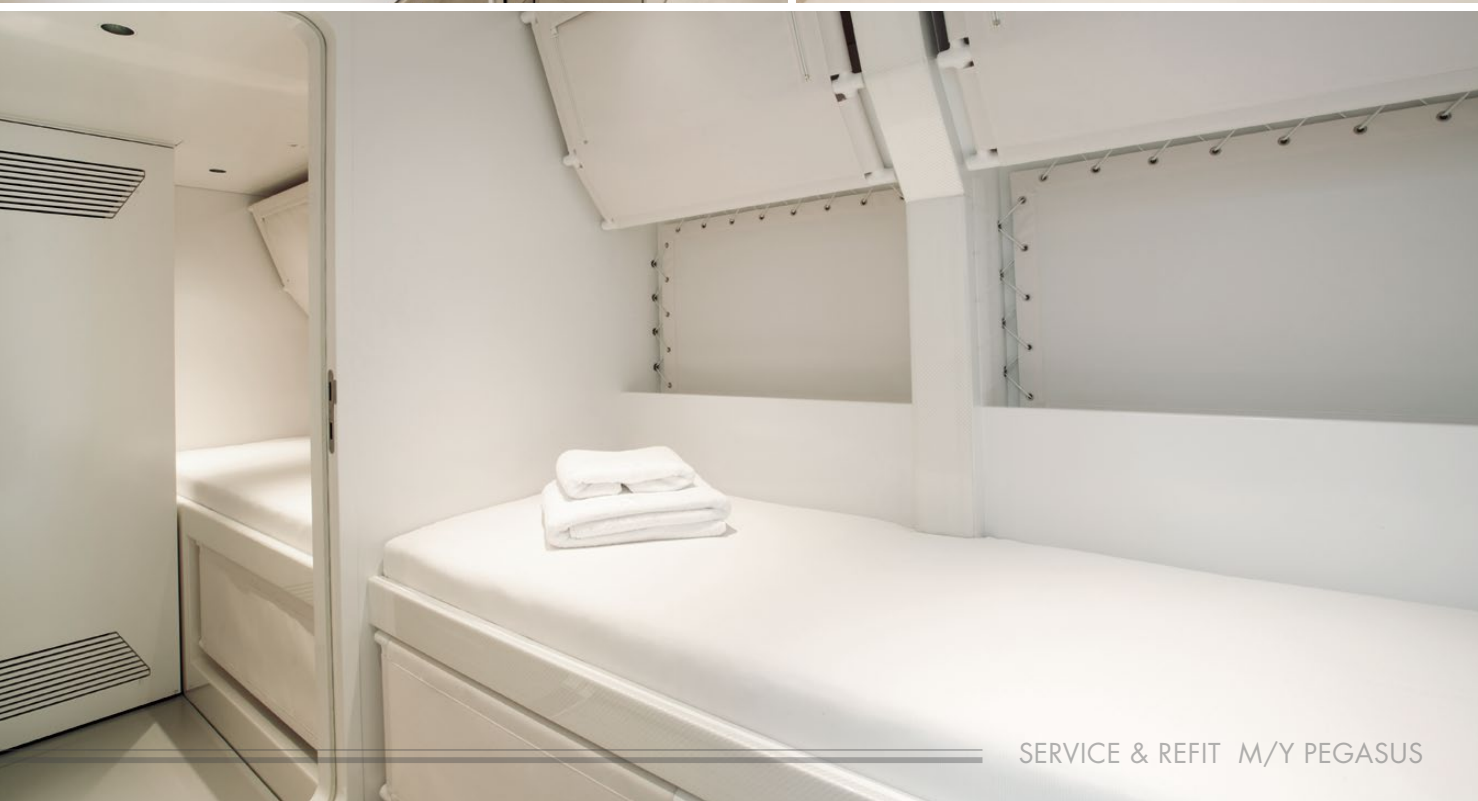
Managing the refit in Finland was Andreas Wiklund who remained in constant touch with the Palma base where Göran Svenlin oversaw the final installation. Andreas said:

"This has been an exciting project involving an iconic American brand and is a perfect example of how our Jakobstad headquarters can work seamlessly with our Palma base."

The owner's project manager, Tako van Ineveld of Van Ineveld & Co. commented:

"The owner's team really pushed the boundaries in terms of style, complexity and quality. Baltic Yachts took on the challenge and delivered. A team with a very "can do" mentality and a pleasure to work with."

The Pegasus project demonstrates the company's ability to work with motor yachts and bespoke finishes and we look forward to quoting for similar work.



SERVICE & REFIT M/Y PEGASUS

ON COURSE

Quality is key

Quality is a key ingredient in everything we do at Baltic Yachts and played a major role in the awards and regatta success described elsewhere in this issue of Baltic Log.

Baltic Yachts has built its reputation on quality and I am committed to making sure that we keep it that way through enhanced control.

This year, which marks the 45th anniversary of our founding, I want to focus on Quality Excellence as a theme so that we can develop and improve our processes and understand how we can best pass on the experience of previous generations of workers.

There's a great opportunity to further capitalise on the 45 years of workforce practices which have helped establish Baltic Yachts as the world's leading builder of advanced composite yachts.

The ethos of quality control starts on the shop floor, with the Ostrobothnian worker, whose diligence and unique knowledge keeps quality standards high.

An example of how I want to evolve our quality control is by developing the handover procedures between production stages so that foremen are completely

satisfied that the work they have completed is ready for the next stage of construction.

Being satisfied that work has been completed to the highest quality is critical. We must all be able to look in the mirror at the end of the day and ask ourselves: "Did I do a good job today?"

We are continuing to develop our popular well-being Together programme for all employees, something that goes hand in hand with quality control education. I very much hope that through focusing on this subject this year we'll create the framework for Quality Excellence for the next 45 years and beyond.

Sam Stenberg — Managing Director





From left:
Alessandro Paoli,
Joni Grankulla and
Carlos Ballester.

NEWS

Worker exchange improves quality

A number of Palma, Mallorca-based Baltic Yachts Service and Refit staff have spent time in Jakobstad and Bosund learning exactly how we build our yachts. Understanding the detail of our construction methods has speeded up refit projects and further improved the quality of the work undertaken in Palma.

Rob van Wieringen, head of the company's Service and Refit operations, said that the three to four weeks spent

in the yard made a huge contribution to the workers' understanding of systems and construction quality. "Seeing how the yachts are actually built makes service and refit much more effective," said Rob.

The Spanish workers also provide Finland with feedback from yachts following delivery, so there is a genuine two-way movement of information.

As the Palma Service and Refit operation moved into the summer period it received several enquiries from yachts with unscheduled work including a number which

required urgent attention following incidents during regattas.

"Our operation in Palma is unusual in that it can offer a complete service with everything from arranging non-destructive testing (NDT) to complete re-builds and the associated insurance issues," said Rob. "As we continue to grow we are able to offer a much more comprehensive service," he added.

As the Service and Refit team settled into its new offices adjacent to STP in Palma, work has been on-going on a

number of yachts including the 65ft Liara, the Baltic 115 Nikata, the Pendennis-built Christopher, Baltic 175 Pink Gin, the powerboat Sunny Day and another motor yacht which required a completely new interior (see article on page 18).

The new general data protection regulation

The new General Data Protection Regulation (GDPR) outlines new data protection laws and principles that expand the privacy rights granted to individuals. In a nutshell, the GDPR establishes rules on how companies, governments and other entities can process the personal data of EU citizens.

Baltic Yachts' GDPR related Privacy Policy can be found on our website www.balticyachts.fi. The policy outlines what sort of personal data we collect from our customers, suppliers and subcontractors and how the data is stored and shared with any third parties.

Shows and regattas

- Cannes Yachting Festival 11-16 September
- Monaco Yacht Show 26-29 September
- Metstrade 13-15 November
- Boot Düsseldorf 19-27 January 2019
- St Barths Bucket 21-24 March 2019



BALTIC 67 PC
MANYELETI

