





NEW PROJECTS









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# On Watch

## Disruptive Thinking and Celebration

A unique symposium charged with examining what the future of superyachting might hold introduced a successful week of intense activity in Jakobstad this June when we saw the christening of Baltic 175 Pink Gin, 17 yachts attend the Baltic Yachts Rendezvous and the first viewing of the spectacular Baltic M78 Bill and Me.

### Inspirational speakers

We were proud to host some of the most influential names in the superyachting industry for the symposium – The Next Generation of Superyachts - and listen to inspirational speakers including the renowned forward thinker Alf Rehn who highlighted the vital need for innovation in industry and how to encourage it in a company. He set the tone for the event.

### Doors open to great ideas

Apart from stimulating fascinating discussion, the symposium highlighted the importance of keeping the doors at Baltic Yachts wide open to those with great ideas and a can-do attitude. Baltic Yachts operates very effectively when our own engineers work with experts from outside the company to find new solutions.

Baltic Yachts is keen to build on the symposium idea to encourage more discussion and networking and we are working on a similar event for 2019.

### Stand out yachts at Monaco

Having successfully delivered two key yachts in the Baltic 175 Pink Gin and the Baltic M78 Bill and Me, our build teams are now flat out with four new projects, updates for which can be seen on page 10.

Both Pink Gin and Bill and Me will be displayed at the upcoming Monaco Yacht Show (27-30 September) and the Baltic Yachts team look forward to meeting you there.

We are looking to the future with real confidence as Baltic Yachts has established itself as the go-to yard for carbon composite yacht construction, its experience in which can now be used to build on the successful launch of the Baltic M78.

In the meantime may I wish you fair winds!

Henry Hawkins — Chief Executive Officer











# BALTIC YACHTS SYMPOSIUM

## Experts Ponder The Next Generation of Superyachting

Nurturing innovation, disruptive thinking and great ideas from across a company are fundamental to success say symposium speakers.

Encouraging innovation, the importance of welcoming experts from outside the company and the need for disruptive thinking were key messages delivered by the renowned forward thinker Alf Rehn and Pink Gin's owner Professor Hans Georg Näder in the first Baltic Yachts' Symposium.

Alf Rehn emphasised that we must nurture innovation by encouraging creativity in the workforce and by respecting ideas from across the company not just from the perceived 'bright stars' at the top of management.

Professor Näder described his long held admiration for Baltic Yachts, for company founder Per-Göran Johansson and for his determination 44 years ago to build better yachts, which still holds true today. He also described his belief that yachting can bring together the most important things in life – "Family, friends and love!"

The importance of keeping Baltic Yachts' doors open to people outside the company with great ideas and problem

solving ambition was also emphasised. Peter Kägi, the Swiss automotive expert, who has worked with Baltic Yachts on a number of projects, described how his own experience involving the electric car had taught him to never give up with an idea.

Mikael Strengell, Baltic Yachts' technical manager, enlightened the group on exciting new ways of controlling yachts using augmented reality delivered through visors in head up displays.

The hot topic of foils on supersailing yachts was outlined by Baltic Yachts' head of research and development Roland Kasslin, who put cases for and against the new technology.

Feedback from the two-day symposium has been used to help move ideas at Baltic Yachts to the next level. "Encouraging people to think disruptively and welcoming those from outside the company with expert knowledge and great ideas will be key drivers to taking Baltic Yachts forward to meet the demands of clients," said CEO Henry Hawkins.

The next Baltic Yachts' symposium will be held in 2019.





With almost 1000 people attending this unique gathering, the Baltic Family was out in force for the Baltic Yachts Rendezvous and the christening of Pink Gin.

Celebrations marking two major Baltic Yachts' events in June, the Baltic Yachts Rendezvous and the christening of the Baltic 175 Pink Gin, were attended by almost 1000 guests, staff and their families demonstrating the strength and importance of the Baltic Family.

With superb summer weather, an array of entertainment and the attendance of 17 yachts for the Baltic Yachts Rendezvous, the occasion exceeded all the expectations of the Baltic Yachts' team who worked closely with suppliers from the town of Jakobstad to make this a truly inclusive local event.

In addition to 140 private guests flown in by Pink Gin's owner, Professor Hans Georg Näder, more than 450 Baltic Yachts employees and 150 of their children took part in the

celebrations along with 160 Baltic Yachts' owners and their crew from the Rendezvous fleet.

With steak, beer and sausages trucked in specially from Germany by Pink Gin's owner, 1300 servings of local ice cream to keep things cool in the hot summer weather, a top DJ flown in from Ibizia, and a welcome dinner party at the local yacht club to get the Rendezous event underway, the party atmosphere was assured. And as a finishing touch







Activities out on the water, including dinghy racing, model boat racing and the Rendezvous regatta were brought to a conclusion with a parade of sail led by Pink Gin and a fleet of almost 100 local boats.

The 17 Baltic yachts congregating in Jakobstad for the Rendezvous reminded us all how these designs were at the very centre of the company's success in its early years and laid the foundations for its current status as the world's go-to yard for carbon composite sailing yachts.









This year's event attracted a range of yachts from the iconic Baltic 33, of which there were three yachts taking part, to the Baltic 43 including a custom build in the form of the Baltic 43 lce. She was specially prepared for the regatta and represented the custom building capability of Baltic Yachts.

Basing this year's event in Jakobstad gave owners who keep their yachts in the Baltic and northern European waters a chance to not only get together on 'home territory' but also take advantage of an invitation to see the latest developments at Baltic Yachts.







An added bonus for the Rendezvous fleet was the chance to step aboard the Baltic 175 Pink Gin and to see the newly launched Baltic M78 Bill and Me, a remarkable study in motor yacht design.

A useful and popular service was provided by members of the Baltic Yachts Service and Refit team, who advised owners on tuning their rigs and checked out their yachts before the racing.

Although there was very little wind for the Rendezvous race itself the fleet did manage to get around the course and in the end it was the Baltic 33 Medoc and her owner Lars-Erik Nyman who collected the first prize.





# **NEW PROJECTS UPDATE**

## Four sailing yacht builds well underway

### **BALTIC 142 CUSTOM**

The final phase of mould tooling for this Farr Yacht Design performance cruiser was completed in the summer and hull lamination in pre-preg carbon is well advanced.

Project manager Sören Jansson said that apart from the 9m long Dynamic Stability System foil being built into the yacht, the diesel electric propulsion system is also a key feature, the machinery room for which is being built in modular form outside the yacht.

"This not only enables us to gain some time in the overall build schedule but also allows the workers easier access for speed and accuracy," said Sören.

The 142 will step a Rondal carbon rig, be fitted with in-boom furling, set a square top main and to gain full benefit from the keel in the up position (draft 3.8m), is designed with twin rudders. The yacht is scheduled to launch in Spring 2019.



### **BALTIC 112 CUSTOM**

Work laying up the pre-preg carbon hull of this fast cruiser from the design board of Malcolm McKeon is about to start. Baltic Yachts' project manager Tommy Johansson said that deck construction will begin shortly and that all 3D modelling of the Adam Laydesigned interior was almost complete.

Designed for an experienced yachtsman as a fast, long distance cruising yacht, but with the capability of taking to the racecourse, the 112 will step a Southern Spars rig package and sport a powerful sail-plan. She will also be equipped with a telescopic keel and a Retractable Propulsion System capable of 180 degree rotation.

Tommy says the team, which includes owner's representative Sebastian Allebrodt of A2B Maritime, is on track for a 2019 launch date.





### **BALTIC 67 PERFORMANCE CRUISER**

Although carbon is the standard material for this new series of fast, short-handed, bluewater cruisers, hull number one is being built with skins of E-Glass over pre-formed thermo-foam core panels for accuracy and speed. Some carbon is being used for local reinforcement and the deck will be all carbon.

Head of Semi-Custom Kjell Vestö reports that the hull, laid up in a split mould, was completed in the summer, the deck mould is complete and finishing touches have been applied to the accommodation layout and deck detailing.

The owner of the first yacht, a repeat client for Baltic Yachts, has opted for a telescopic lifting keel and an open transom with a hydraulic bathing platform leading into a large under-deck tender stowage area.

The first Baltic 67PC will step a Hall Spars rig with in-boom furling. Kjell Vestö said that his team were on schedule for a Spring 2018



### **BALTIC 85 CUSTOM**

With the mould for this yacht completed earlier this summer, lamination is now underway using E-Glass for the outer skin, Divinycell foam for the core and pre-preg carbon for the inner skin.

This yacht is designed by Bill Dixon for fast cruising. Mark Whiteley has been commissioned to design the interior and Nigel Ingram of MCM is managing the build

Baltic Yachts' project manager Fredrik Hjulfors said that by the beginning of November the hull and deck lamination will be complete, the bilge painted and bulkheads will be installed.

This owner has opted for a telescopic lifting keel and a conventional shaft driven prop.

Work is on schedule for a 2018 delivery.



# **BALTIC 175 PINK GIN**

## World leading sloop is a potent mix

The spectacular and innovative silver-hulled sloop was christened in Jakobstad this summer and is now about to star at the Monaco Yacht Show.

Arguably the most impressive sailing yacht exhibit at the upcoming Monaco Yacht Show (27-30 September) will be the Baltic 175 Pink Gin which left our yard here in Jakobstad in June after a superb christening party and Baltic Yachts Family celebration.

Pink Gin is not only the largest carbon fibre sloop in the world, but also displays some of the most innovative features seen in a sailing yacht, including two opening balconies set into the topsides, Baltic Yachts' revolutionary Force Feedback Steering System and an 18-ton carbon composite hull and deck shell built to the highest degree of accuracy.

In many ways Pink Gin represents what Baltic Yachts stands for in terms of build quality, advanced construction techniques and special features which have tested our engineers and designers to make the seemingly impossible possible!

The same team of judel/vrolijk & co for naval architecture and Design Unlimited for the accommodation design and styling were used to evolve some of the successful ideas seen aboard the yacht's predecessor Baltic 152 Pink Gin, also built by Baltic Yachts. Working closely with specialist composite engineers Gurit, the design and construction of the hull openings were completed to the satisfaction of the DNV-GL classification organisation.







Throughout the yacht, surface finishes and textures play an important role with materials used in unusual ways to create a tactile look. An eclectic mixture of stained oak joinery, metallic finishes and sumptuous velvets and leathers create a warm, inclusive ambience, despite the yacht's size.

The main feature of the interior is the attention to detail. From the velvet-lined drawers, bespoke carpet and monogrammed clothes hangers, to the subtle differences in each of the bathrooms in the sand cast hand-finished hardware a new detail is likely to catch the eye.

"Working on Pink Gin has been a great and exciting challenge. The new yacht is not so much an evolution of the previous Pink Gin, but a revolution in design; a superyacht that reflects the personality and passions of the owner," said Mark Tucker of Design Unlimited.

### が、 TECHNICAL

#### Dimension

A 53.90 m /L 45.27 m /M 9.55 m

DRAFT 4.50/5.65/7.00 m

LIGHT DISPLACEMENT 250 tons

BALLAST 75 tons (approx)

• Naval Architect: judel/vrolijk & co

• Exterior Design & Styling: judel/vroljik & co and Design Unlimited

Interior design:
 Design Unlimited

Number of cabins:

 Owner's cabin, 5 guest cabins and
 4 crew cabins

• Delivery year:



Oscar Vallejo, Pink Gin's skipper and mate Alex Worley report that the enormous sloop performed well during her trials in Finland where she was sailing in 25 knots of true wind and reaching her predicted sailing speeds with ease.

The crew were also able to try Baltic's Force Feedback steering, the electronic remote control system which does away with conventional cables or rods to link the wheel with the rudder and instead uses electric rams controlled wirelessly. It also replicates the 'feel' of the yacht for the helmsman.







### **TECHNICAL**

#### **Dimensions**

23.90 m LOA DWL 23.72 m 5.76 m BEAM DRAFT 0.90 m 40 T (full load) DISPLACEMENT CRUISING SPEED 17 knots TOP SPEED 25 knots

- Naval Architect & Exterior Styling: German Mani Frers
- Interior design: Design Unlimited
- Owner's Representative: Emanuele Cecchini
- Owner's Project Manager: Roberto Martinez
- Project Management at Baltic Yachts: Fredrik Hjulfors

# BALTIC M78 BILL AND ME

## Setting new standards for motor yacht design

This distinctive motor yacht is a study in advanced naval architecture and dramatic interior and exterior design.

This 78ft semi-planing motor yacht was conceived for offshore cruising, combining stunning interior and exterior styling with highly sophisticated hull design.

Bill and Me was launched and underwent successful sea trials this summer before making her way to the Mediterranean and the Monaco Yacht Show. Her owners, who played a major role in the overall concept and the interior design, were here at Baltic Yachts in Jakobstad in June to take part in the celebrations marking the launch.

Mani Frers, who is responsible for Bill and Me's naval architecture, makes the interesting observation that as the speed achieved by large sailing yachts now matches those of motor yachts, much can be learned from the two disciplines to produce highly efficient hull forms.

Frers has also studied recent commercial ship research, which aims to make vessels as efficient as possible. This has led to the motion of his motor yachts becoming less aggressive, which in turn has the unexpected effect of reducing motion

sickness. Bill and Me's stability is further enhanced by two Seakeeper gyro-driven stabilisers.

Bill and Me's narrow beam is fundamental to the yacht's easily driven hull. She's powered by twin Volvo diesels driving through IPS 800 Duo-props for further efficiency.

A lot has been worked into her accommodation including a stern garage for a tender and a well-equipped galley featuring a dumb waiter leading to the deck saloon. Superb interior styling, greatly inspired by the yacht's owners, who worked closely with Design Unlimited, features striking photographic studies and unique stucco panelling made by a specialist in Italy, putting this bespoke yacht in a class of her own.

Key features on deck include a remarkable reflective glass superstructure housing the wheelhouse and saloon, deep bulwarks providing a well-protected, all-round walkway and custom stainless steel work including unique 3D printed pushpit and pulpit design which enhances the yacht's contemporary look.

This is an advanced motor yacht which will set the standard for further projects in this field from Baltic Yachts.

# **SERVICE & REFIT**

## Demand for refit set to grow

Our Service and Refit bases in Palma de Mallorca and Jakobstad in Finland are well placed for the predicted growth in the industry.

Data from research into the future of the global refit industry suggests considerable growth up until 2022 before a lull and then another surge. Reports conclude that yards should be prepared for considerably increased demand and in response, Baltic Yachts has grown its Service and Refit business both in Palma de Mallorca and in Jakobstad.

Refit services and lifelong yacht support are now considered by Baltic Yachts to be inextricably linked to the purchasing process of a new yacht with regular five-year classification surveys, maintenance programmes and more built into schedules from the outset.

Rob van Wieringen, who manages the Baltic Yachts Service & Refit base in Palma, reports new projects including a refit on the Baltic 112 Nilaya. This has involved preparation for the fitting of a new engine, the replacement of all standing rigging and extensive engineering and systems maintenance.

The work was scheduled for this summer and planned so that Nilaya could continue with her racing programme, part of which included the recent Rolex Maxi Cup in Sardinia.

Regular maintenance is also being carried out on the Baltic 108 WinWin, the recently









sold 2006 Baltic 152 Pink Gin, Baltic 83 Gof, Baltic 87 Anny and the 83ft motor yacht Sunny Day.

In addition, the Palma and Jakobstad bases have been providing after sales service to the recently launched Baltic 175 Pink Gin and the new Baltic M78 Bill and Me motor yacht.

On an administrative note, our resource planning and database in Palma is now linked automatically with our Bosund and Jakobstad yards. We are also very much on the look out for new staff in the Service and Refit centres and are constantly adding to the workforce in Palma with skilled labour from Finland.

Our team will be present at the METS trade exhibition in Amsterdam from 14-16 November and we very much look forward to meeting clients there and at the Monaco Yacht Show from 27-30 September.

# **ON COURSE**

## The Importance of Family

It was a privilege to host the Symposium guests and especially the owners and crews of the 17 yachts taking part in the Baltic Yachts Rendezvous 2017 held here in Jakobstad this summer.

These yachts represent the foundation upon which the current success of Baltic Yachts was built and I would like to emphasise how important they remain to underpinning the Baltic Family.

While the sun shone, the wind was light, but the event was great fun and I would like to add my congratulations to the winner of the regatta, the Baltic 33 Medoc.

Importantly this event brought together Baltic Yachts employees and their families, including their children, and gave them the chance to see what the Baltic Family is all about in a relaxed and enjoyable atmosphere.

### Bringing the community together

In many ways the Rendezvous brought the local community together. The town of Jakobstad responded to the event really positively with the local newspapers reporting events and local firms providing catering, hotel, transportation and other services.

When so many high profile yachting events are centred in the Mediterranean and other warmer climes it was a great opportunity to offer something for the many owners who sail their yachts in northern Europe and Baltic waters in particular which offer some of the finest cruising in the world.

I very much hope those attending the events in Jakobstad this summer left having had a great experience which enhanced their knowledge of what we do and provided a relaxed environment in which to exchange ideas within the Baltic Family.

I look forward to meeting you all again and in the meantime may I wish you enjoyable sailing as part of our unique Baltic Family.

### Sam Stenberg

Managing Director





# Baltic 108 WinWin keeps on winning

The Baltic 108 WinWin maintained her stranglehold on the Superyacht Cup Palma by recording a second successive overall class win this summer. She beat Ribelle. Saudade and Farfalla to win her class following last year's overall win against Tempus Fugit and P2 and class win against Unfurled and Inoui.

This remarkable record comes on top of winning her class in this year St Barths Bucket ahead of Baltic 147 Visione, Unfurled and Baltic 115 Nikata. Depending on her performance in this year's Maxi Yacht Rolex Cup in Sardinia WinWin will become one of the most successful superyachts of recent times.

## Nikata does the Fastnet

The Baltic 115 Nikata scored a hard earned 9 th in IRC Z in the Rolex Fastnet Race beating the fastest elapsed time yacht Rambler 88 by four places

on handicap. In the overall standings Nikata came in 31st out of 288 yachts in a race which eventually favoured smaller yachts. Rambler 88's overall corrected position was 64th.

# Upcoming events

- Monaco Yacht Show, 27-30 September.
- METS (Marine Equipment Trade Show) 14-16 November
- Boot Dusseldorf 20 28 January, 2018

20 AUTUMN 2017 THE BALTIC LOG

NEWS



As the Baltic 175 Pink Gin embarks on her first season of sailing, the man responsible for keeping the plethora of systems running aboard the world's biggest carbon fibre sloop will be 31-year-old South African Dale Kruger.

Self-taught engineer Dale has been with the Pink Gin programme since moving to Finland in October 2015 so he's seen almost every piece of equipment being installed and has an intimate knowledge of the yacht's 1338hp V-12 MAN main engine and her two 90kW Northern Lights generators. The yacht's enormous machinery room is where the very heartbeat of the yacht must be maintained.

#### WIDE RANGE OF RESPONSIBILITY

But it's not just the internal combustion engines he's overseeing. A complex hydraulics system serving dozens of outlets, a mass of electronic equipment, the electrical supply, plumbing, pumps, sail furling equipment and even the sewage system will come under Dale's jurisdiction. It will be the biggest challenge in his superyachting career to date.

Dale was born and grew up in Matatiele a town deep in East Africa's beautiful countryside in the foothills of the western Drakensberg and a long way from the nearest sea, the Indian Ocean. His father, an engineer, ran an automobile workshop, something that would stand Dale in good stead later in life. When he did manage to get to the coast he spent a lot of time fishing and sailing with friends. When the time came for university he headed for Cape Town to study for a business degree. It didn't work out and his father suggested he took time

out to think about his future. On South Africa's west coast he came across a sailing school once run by Sunsail and got involved. Not long afterwards he decided to head north to Palma Mallorca for a year. "It's been a long year," said Dale, who hasn't looked back!

His first job was helping out in the engine room of the 60m motor yacht Aviva, but when his visa ran out he returned to South Africa to join a 42ft Robertson and Caine catamaran with some friends who delivered her to St Lucia. "I learned a lot as it took 32 days," recalled Dale.

#### JOINED SCHOONER MARIETTE

He then travelled to the USA where he worked on a 62m motor yacht as an engineer before joining the iconic Herreshoff schooner Mariette of 1915 aboard which he looked after the yacht's twin Caterpillar diesel engines. "They were old, had no electrics and were absolutely awesome!" said Dale who joined in the Caribbean and crossed the Atlantic to the Mediterranean.

While he was there he met his girlfriend Monica, now his wife, who invited him aboard the current Pink Gin's predecessor where she was a stewardess for skipper Henry Hawkins. She had left Finland with Pink Gin when she was first launched.

"When I saw the advances in big sail boats, the engineering, PLC technology, sensors and all that, I realised I need to get ahead," said Dale who left Mariette and joined Pink Gin in 2008.

#### JOB ROTATION ENSURES FAMILY LIFE

Enjoying his time with Pink Gin his move to the new project was a seamless one. Now married with two young children, Savannah, 4 and Valentina, 1, Dale and his family have settled in Jakobstad. Following Pink Gin's departure from Jakobstad in the summer Dale is preparing the yacht for an autumn in the Mediterranean and the Monaco Yacht Show (27-30 September).

Despite Pink Gin's size, Dale explained that the design team had specified simple systems along the lines of the last Pink Gin so that the crew would be familiar with them. Normally a yacht of this size would employ an engineer and an Electronic Technical Officer (ETO), but the team have decided to employ two experienced engineers on rotation, working eight weeks on and eight weeks off.

So Nick Wilson from the UK shares the considerable engineering duties with Dale so that both of them can spend time at home on a regular basis. Dale sees it as the ideal balance and is relishing Pink Gin's first season in the Mediterranean and beyond.

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PRODUCTION
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Art direction: COLL'S Design Studio

Writer: David Glenn Print: Nykoprint AB