



SCANDINAVIAN *yachts*



JAN 2008

Best Wishes for a Successful & Happy 2008!

As the new year begins, we would like to thank you for working with Scandinavian Yachts in the sale and purchase of your yacht, as well as the use of our various other services. As you know, not only are we very well known on both sides of the Atlantic for our new boat and brokerage services, but also for our support services, such as handling shipping arrangements, customs clearances, insurance assistance, and general ownership issues and fun things like a rendezvous!

If anyone is thinking of selling their current boat, **NOW IS THE TIME!** With the unprecedented strength of the EURO, high quality used yachts are in strong demand, especially from the British, Italian and Norwegian markets. The majority of brokerage sales in the past eighteen months have been to non U.S. citizens, and with our experience in handling these transactions, the buyers have been very pleased and are in turn, having their friends contact us.



RECENT SALES

Najad 332, PETREL, "I'm so happy, I'm over the moon!" When NASA space shuttle engineer Norm Helmold and his wife Dottie visited the Annapolis Boat Show in October, he was on a mission. Having owned a Cape Dory in the past, he wanted a high quality yacht of around 30–34 feet. On his short list were Pacific Seacraft, and Island Packet, and other sturdy U.S. built boats. While navigating up the crowded weekend boat show docks, he came across the Najad stand — complete with a 440AC, 355 and 332 on display.

The 332 was fresh out of the box — having arrived new from Sweden just days before — so new, that it hadn't even got sails on. Norm was impressed by what he initially saw — and I must say, the 332 with white and beige upholstery, was pretty inviting! He then methodically and carefully — as only a shuttle engineer could — went through every detail, locker and cubby on the 332.



By the end of the afternoon, the deal was done, and Anni (as we had named it) became PETREL. Norm, Dottie and Alan went through the systems after the show while taking the boat to its temporary dock, and since closing, the boat has sailed up to its new home in Baltimore. The

Helmolds have been using the boat a lot, enjoying the still relatively mild late fall, and in November spent 3 nights on board, sailing to Rockhall, MD and back.

All has gone well, they love the way the boat sails and handles. Everything is working fine, and rest assured, Norm won't have to worry about bits of foam falling off the fuel tank, or problems with heat tiles as with the shuttle — he can just go out and enjoy the boat!

Swan 77 SWAMP FOX, a stunning pilothouse version, which will be cruising the Caribbean for the winter, her owner and his wife have been out of sailing for many years and are looking forward to the Atlantic Crossing to the Med in the Spring

Continued from front page

Najad 440 ELISE, a new aft cockpit model, which was featured on the cover of Blue Water Sailing magazine in September, and has just arrived in Tortola via Dock Express, where Bruce and Betsy Glassick will have a wonderfully warm winter!

Najad 380, GEM, with Michael and Gayle Markel on board, sailing down to the Caribbean from Newport this December, and coming from Colorado, are hoping to use their new boat year round.

Swan 46, NEFERTITI, John Webb and family, ex- Swan 41 owners from the UK, who enjoyed sailing the boat in Narragansett Bay for a family vacation, before putting her in the shed at Jamestown Boat Yard for new teak decks

Swan 56, VELLAMO, will be heading to the Med after the winter in the Caribbean, her new Norwegian owner is an ex-Olympic contender. The boat will be chartering in the Caribbean this winter, and currently

is available for Heineken Race Week, so give Jennifer Stewart a call to book the boat.

Eastbay 43, CYGNET, Dr. Richard & Linda Sylvanovich, cruising easily at 17 knots makes it easy for a weekend trip to Nantucket, and be extremely comfortable, after racing their Swan 391 and 44 for many years. Their Swan 44 ended up in Palma Mallorca with her new owner, Jim Astorian, an American living in Germany.

Swan 46 PIPE DREAM, having been on land for three years and in need of a refit. Jukka Uusitalo from Helsinki made his dream come true, and is slowly bringing her back in to shape, again with the help of Jamestown Boat Yard — a special treat is hearing him sing an aria!

Swan 44, WENDEN, John and Kim Prokopic and their three daughters found their Swan 40 a bit small, and with a bit of racing fever in there as well, will be launching WENDEN in the Spring.

OUR NEW BROKER RANDY ALTEMUS

Our Scandinavian Yachts sales staff is now comprised of Jennifer Stewart, Alan Baines, Bruce Glassick and Randy Altemus. Starting in the yacht sales industry in 1973 after a tour of duty flying for the Navy, Randy has over 34 years of experience in the sail & power brokerage and new yacht construction venues for some of the best names in the business in the U.S. and overseas. We are very pleased that he has chosen to join our sales team.

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The entry form follows, contact Jennifer Stewart for the dockage application and/or the updated schedule. On land accommodations are also offered at a discounted rate to participants.

CARIBBEAN RENDEZVOUS SCHEDULE

Our third annual Scandinavian Yachts Rendezvous will take place February 6–9th, 2008 at the Bitter End Yacht Club in Virgin Gorda. Festivities start on Wednesday night with the opening cocktail party & dinner, and then various events for the next 3 days. There will be a trip to Anegada on board the BEYC ferry for a day of snorkeling and swimming on the reefs. For those of you without boats in the Caribbean — come down anyway, we can find a charter or you can stay at the BEYC and sail with various other owners. Our goal is to extend your group of cruising friends and give you yet another excuse to be on your boat. Open to any yacht built in Northern Europe, so invite your friends!

NEWPORT 2007 RENDEZVOUS REPORT

The weather could not have been better — two glorious days of sunshine, and a 10+ day for sailing on Saturday for our first Newport Najad & Friends Rendezvous. We thank our sponsors: NAJAD, UK Sails, Cay Electronics, Jamestown Boat Yard, Spence Salmon, Scandia Food, *Sail Magazine*, *Blue Water Magazine* and *Cruising World Magazine* for their support. Yachts in attendance:

Najad 460 TILLVARO, Gurden & Kathy Wattles

Najad 440CC, NICOLINA, Jean & Spike Sylvester

Najad 440AC, ELISE, Bruce & Betsy Glassick with friends Erling & Judy

Najad 405, LUGNUTS, Tom Dickson & Sherrie Myers & friends

Najad 405, LOON'S LACE, Alan & Sarah Baines

Najad 380, GEM, Michael & Gayle Markel & friends

PERSEVERANCE, Swan 56, Tom & Susan Puett & friends

CHIPPEWA, Swan 68, Clay Deutsch & Nancy Hood & friends

AFFINITY, Swan 48, Jack & Tomi Desmond

GODZILLA, Beneteau 42, Don & Kitty Weinberg



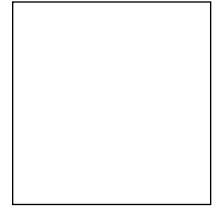
Headquarters for the event was a tent on the quayside at the Newport Shipyard, bustling with activity due to the start of the TransAtlantic Race to Kiel, Germany, which had the first start at 2:00 P.M. on Saturday. Race 1 headed up the Bay on Saturday, and as happens in sailboat racing, the wind just died, and it was struggle to get back to the finish line. However, that was soon forgotten, as Bruce and Betsy Glassick invited everyone back to their home for cocktails, on a “instant” lawn as their home is under major renovations! The major crisis of the day was to make sure the plumbing worked! It was a beautiful summer evening, with boat groups heading off to dinner together after cocktails.

Saturday morning was not looking so good at 8:00 A.M., the water was flat as could be, and not a breath of wind. By 10:30, it was another story, and we ended up with one of the best days of sailing ever! Start was under the center span of the Newport Bridge, heading around Beavertail Lighthouse and then in to Dutch Harbor for lunch. Then off to Race 2, ending under Bridge, completing our sail around Jamestown. The Najad 440AC and CHIPPEWA had a very exciting mark rounding, GEM & TILLVARO got their spinnakers up, lots of bantering between the boats, and good stories back at the dock.

Look for race results on the back page!

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NEWPORT 2007 RENDEZVOUS REPORT

The conclusion of the First Najad & Friends Rendezvous was the dinner at the Shipyard and final prizing, which in typical fashion, had not one iota of seriousness about it!

Last but not least, LOON'S LACE

Trash Talk, Runner up for Guy Noir, GEM

Monty Python Rubber Chicken for allowing his wine to mysteriously disappear & windshield envy, CHIPPEWA

Handy man overboard, TILLVARO

Windshield envy & scratching my back as to why am I here again? GODZILLA

The Honeymoon Suite, NICOLINA

Less haste more speed for leisurely lunch, PERSEVERANCE

Hitting a home run, LUGNETS

Roll-X, ELISE

Palm tree windex, CLOVER

Needs a bigger boat, MOSTLY LOVE

scandinavianyachts.com

SCANDINAVIAN YACHTS RENDEZVOUS
Bitter End Yacht Club, Virgin Gorda, BVI

FEBRUARY 6-9, 2008

Boat name _____

Model _____

Name of owner _____

Number of wristbands _____

Entry Fee: **\$300 per wristband** (per person participating), to be paid in advance of event, includes not only the Bitter End Resort Fleet Activity Pass for the duration of the Rendezvous, but also various events on and off site. (Does not include dockage or mooring fees, which are at a special rate for owners)

Payment — will be debited by Bitter End Yacht Club

Credit card holder's name _____

Card number & type _____

Expiration date _____

Contact number of card holder _____

Total to be debited _____

Card holder signature _____



Please complete the above details and send to:

Jennifer Stewart
40 Mary Street
Newport, R.I. 02840
U.S.A.

by any of the following means:

Fax: 1.401.846.7349
Email: stewart@scandyacht.com
Telephone: 1.401.846.8404

See reverse for schedule of events

SCHEDULE OF EVENTS

WEDNESDAY, FEBRUARY 6

19:00 Registration & wine reception at the Hokin Terrace (main clubhouse)

20:00 Dinner (cash bar)

THURSDAY, FEBRUARY 7

10:00 Cruise to Cooper Island

13:00 Lunch/conch fritters on Cooper Island, swim & snorkel

15:00 Cruise back to BEYC

18:30 Rum punch at the Pub

Open Dinner (a suggestion is that we all meet at the Fat Virgin for BBQ)

FRIDAY, FEBRUARY 8

09:30 Board ferry at BEYC for day trip to Anegada with your snorkel gear

13:00 Lunch at beach restaurant (upcharge of \$18 if you wish to have a lobster)

Open dinner

SATURDAY, FEBRUARY 9

10:30 Skipper's/Competitor's meeting at the Pub

11:30 Start of The Dog Island Run

16:00 Post race chill out at the pool

19:00 Cocktail reception

20:00 Dinner and Awards Ceremony — Almond Walk, West Indian BBQ & music

Suggestions and changes are possible, so let me know!

Thanks,

Jennifer Stewart — stewart@scandyacht.com

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