



Vatthalla

WINTER 2019

EXPERIENCE VIKING HEAVEN

MOTOR YACHTS

Welcome to the Good Life

58 CONVERTIBLE

Evolution of Excellence

LAUNCHING SOON

38 Billfish, 38 Open, 46 Billfish

VIKING STORY

Growth Spurt

VIKING CHAMPIONS

On the Tournament Trail

A PUBLICATION
OF VIKING YACHTS

WINTER 2019 IN THIS ISSUE

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A PUBLICATION OF
THE VIKING YACHT COMPANY



BEHIND THE COVER

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THE TIES THAT BIND

Twice a year, *Valhalla* gives us the opportunity to convey all that has taken place in recent months at the Viking plant, at our subsidiaries, at our Florida facilities, within our dealer network and out on the tournament trail. It also provides a forum that introduces you to other Viking owners who have great stories to tell, like Gayle and Carl Tallardy.

For this issue's "Owner of Interest" article (page 86), I had the privilege of meeting and spending some time with the Tallardys, who had just taken delivery of their seventh Viking, a 68 Convertible named *Finish Line*.

"The support system at Viking through the building process and after is tremendous," says Gayle. "It's one of the reasons Viking is such a strong company and why we keep coming back."

The Tallardys bring to light an important intangible that's integral to the uniqueness of the Viking Yacht Company: the strong relationships between Viking staff and their owners. The bond can last for decades, as has been the case with the Tallardys, who joined the Viking family in 1986 with a 35 named *Sanctuary*.

Viking welcomes visitors to its factories in New Gretna and Mullica so they can walk the production lines and watch their boats being built. When repeat owners return to New Jersey they see familiar faces; some of them have been with Viking for a quarter century or longer, including Rudy Dalinger, a 50-plus-year vet who started with Viking on September 2, 1964, only a few months after Bill and Bob Healey established the company.

Owners appreciate the time and effort Rudy and everyone else at Viking make to ensure

their needs are met to the fullest extent. "I operate by a simple rule," says Rudy, Viking's Manager of Custom Design and Manufacturing Engineer. "I like to treat people the way I would like to be treated."

A family atmosphere and hands-on approach at Viking encourages interaction. "They can sit down face to face with any of us," says Viking Sales Manager Keith Monahan. "We understand that what we're building is going to be a big part of their lives."

A number of reasons contribute to the dynamic between Viking and our owners. Our participation in fishing tournaments through the Viking demo program fosters camaraderie. Viking events such as the Key West Challenge and our VIP Preview keep the boating and fishing lifestyle alive throughout the year. And, of course, our industry-leading displays at the major boat shows attract Viking owners and enthusiasts from around the world.

The value of relationships particularly rings true at the boat shows, where Pat Healey and his team (surrounded by a fleet of beautiful new Vikings) reconnect with owners on the docks in a fun and festive setting. "Like a kid on Christmas Eve, I have a hard time sleeping the night before the first day of a boat show because I'm so pumped up to see our customers and show them our boats," says Pat.

"The energy my dad has really amazes me," adds Justin Healey, Pat's son. "He lights up when he sees owners at the shows, tournaments, the plant and when he talks with them on the phone. Many owners have even become his good friends."

That kind of raw enthusiasm doesn't go unnoticed. The Tallardys requested that their article end with this emphatic statement: "We are proud Viking owners once again!"

We hope you enjoy this issue and look forward to seeing you at the winter boat shows.

Sincerely,

Chris Landry
Editor-in-Chief

WELCOME TO
Valhalla,
Winter Edition,
the magazine
for owners of
Viking Yachts. ®

Valhalla

Val•hal•la or Walhalla
[vallaal-u] in Norse
mythology, a dwelling
place of fallen heroes.
This paradise was one
of the most beautiful
halls of Asgard. Odin lived
in its luxurious palaces
and halls and hosted
banquets attended
by the Valkyries.

Valhalla is mailed to all Viking yacht owners in our data base, so if you are not reading your own copy, please send us your name, mail and email addresses and include the year, length and hull number of your Viking to marketing@vikingyachts.com.



TOP OF THE FOOD CHAIN

*The 93 Motor Yacht and 92 Sky Bridge
demonstrate their performance prowess.*





IN LOVING MEMORY

It is with great sadness that we announce the passing of Mary Frances "Sissy" King Healey, who left us on November 12, 2018. Sissy, the wife to Bill Healey; mother to Patrick, Katherine and the late Mary "Missy" Healey; and grandmother of six, was a very special lady with a definite charm, humor and individuality.

Sissy met the love of her life, William "Bill" Healey, in 1955 on Windsor Beach in Cape May. They were married a year later and danced through 62 wonderful years together, enjoying the beach, boating, dinners at the Corinthian Yacht Club and trips on the water throughout the world.

Sissy was a lifelong summer resident of Cape May, known to family and friends as the "Queen by the Sea," or "The Queen." She loved the ocean, gardening and cruising through town on her Stingray Banana Seat bike after a day at the beach. She will forever be remembered for her youthfulness, sparkling blue eyes and vibrant smile, which lit up any room she entered.

Viking and the Healey family dedicate this issue of *Valhalla* to Sissy's memory.



FROM THE FLY BRIDGE

Colder days are here, but the Viking Yacht Company's passion to build a better boat every day is keeping us warm as we ramp up for another banner year with new and exciting models for our loyal and valued owners.

We're very excited about our second-generation 58 Convertible. The Gen I 58 was a tremendous success as we sold more than 110 of those boats in the 90s. Even though there have been many models between the new 58 and the Gen I 58, it's incredible to see how that size range with three staterooms and two heads and a big cockpit still works so well for the fishing crowd.

The Gen II 58, which we introduced at the Fort Lauderdale International Boat Show, has gotten off to a great start, with excitement building about the boat's incredible performance, especially its very dry ride and nimble handling. Everyone cannot wait to see the 58 in action during the tournaments this winter.

We're also anxiously awaiting the completion of hull number one of the 38 Billfish, which succeeds the 37 Billfish. As the first model built out of our Mullica facility, the 37 BF was a great accomplishment for the Viking Yacht Company. We sold 27 of them in less than two years, but realized that we could build this boat with more efficiency. So we spent \$1 million to manufacture new molds,

improve our processes and reduce labor. This will keep costs down, which will help all boat buyers get a better bang for their buck.

This new 38 mold will also be used to build a 38 Open, giving you two new Vikings under 40 feet to choose from. We also have a new 46 Billfish, which we designed in response to customers who wanted a larger version of this style of Viking. Our Billfish series has its own unique set of design characteristics, such as open aft bulkheads and efficient power options. Tournament contenders in the Viking tradition, they're made to fish destinations that our owners frequent.

We also announced at the Fort Lauderdale Show the addition of the 44 Sport Coupe and Sport Tower to our fleet. With the 58's fast start and the five new models from 38 to 46 feet, we have a very busy year ahead of us. Viking completed its fiscal year at the end of July 2018. We built 80 boats, which is exactly what we projected. We are content with our production volume and will continue to focus on building a better boat every day, with more efficiency and with more quality.

The market for mid-size boats is red hot and the best I've seen since 2006, so we are making sure we are building all the models that the market demands, providing the diversity and availability that you've come to expect from Viking.

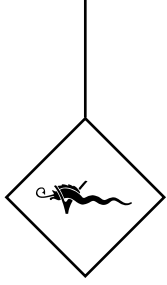
As you know, the Viking family includes our subsidiaries—Palm Beach Towers, Atlantic Marine Electronics, the Viking Yacht Service Center and the Viking Yachting Center. PBT has become the largest tower company in the world; AME is one of the largest electronics companies in the world. Both have grown to handle outside brands as well as Viking. Over the past year, we serviced more than 550 boats at the Viking Yacht Service Center in Riviera Beach, Florida, and another 400-plus boats at the Viking Yachting Center here in New Gretna.

One of the greatest recent developments here at Viking is that both my sons, Sean and Justin, are fully involved in the business now, traveling to tournaments and boat shows, and starting to become the faces of the Viking Yacht Company's future. As always, we invite you to come to New Gretna, where you can tour our facility to see first-hand the dedication of our 1,300 boatbuilders. 

Sincerely,



Patrick Healey
President & CEO



viking Review

The days are flying by at the Viking Yacht Company. Our crew is busy with boat shows, community service, events with customers, interacting with the media, fishing tournaments and of course, building a better boat every day. But we do it because we have a passion for what we do. Whether the Purchasing Department, Plant Engineering or the Mechanical Department, we are all shipwrights proud of our product.



EARLY RISERS

*At dawn, Viking shipwrights
are already hard at work.*



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Destined for Greatness

Gen II 58 C Sets a New Standard of Excellence and Performance in Mid-Size Convertible Design



Since its September debut, the second-generation 58 Convertible has received a plethora of five-star reviews from journalists, Viking dealers and captains who've raved about her bone-dry ride, nimble handling, large cockpit, free-flowing spacious interior and a host of other attributes. And as the first owners began to take delivery, word was spreading throughout sportfishing ports around the globe that the Viking Yacht Company has delivered yet another bluewater champion destined for greatness.

"We're successful with every model we release, but there are times when you hit one right out of the ball park," says Viking President and CEO Pat Healey.

The Viking Yacht Company sold more than 110 of its first-generation 58 Convertible from 1991 to 2000, helping build the New Gretna, New Jersey, company into a sportfishing powerhouse. "It was our largest boat at the time and a major milestone for us," says Pat. Eighteen years later, Viking's Gen II 58 C is once again leaving the competition in its wake and staking its claim as not only a tournament champion but the best high-performance family cruising yacht in its class.

Fishermen and cruisers alike are always hungry for new designs, new ideas and innovation—and Viking has been ringing the dinner bell for nearly 55 years. "We are not taking old concepts and knocking the

cobwebs off of them," says Pat. "Our Gen II 58 and all of our boats are new designs."

An Evolution of the 55

Our new 58 C builds on the success of the Gen I 58, but its pedigree also includes two generations of the 55 Convertible. The latest 55 has dominated the mid-50-foot range since 2012, while the iconic first-generation of the 55 Convertible stands out as one the most important boats in Viking's storied history.

"Our design, engineering, boatbuilding and tournament experiences over the past 18 years evolved into the 58 that we have today," says Pat.



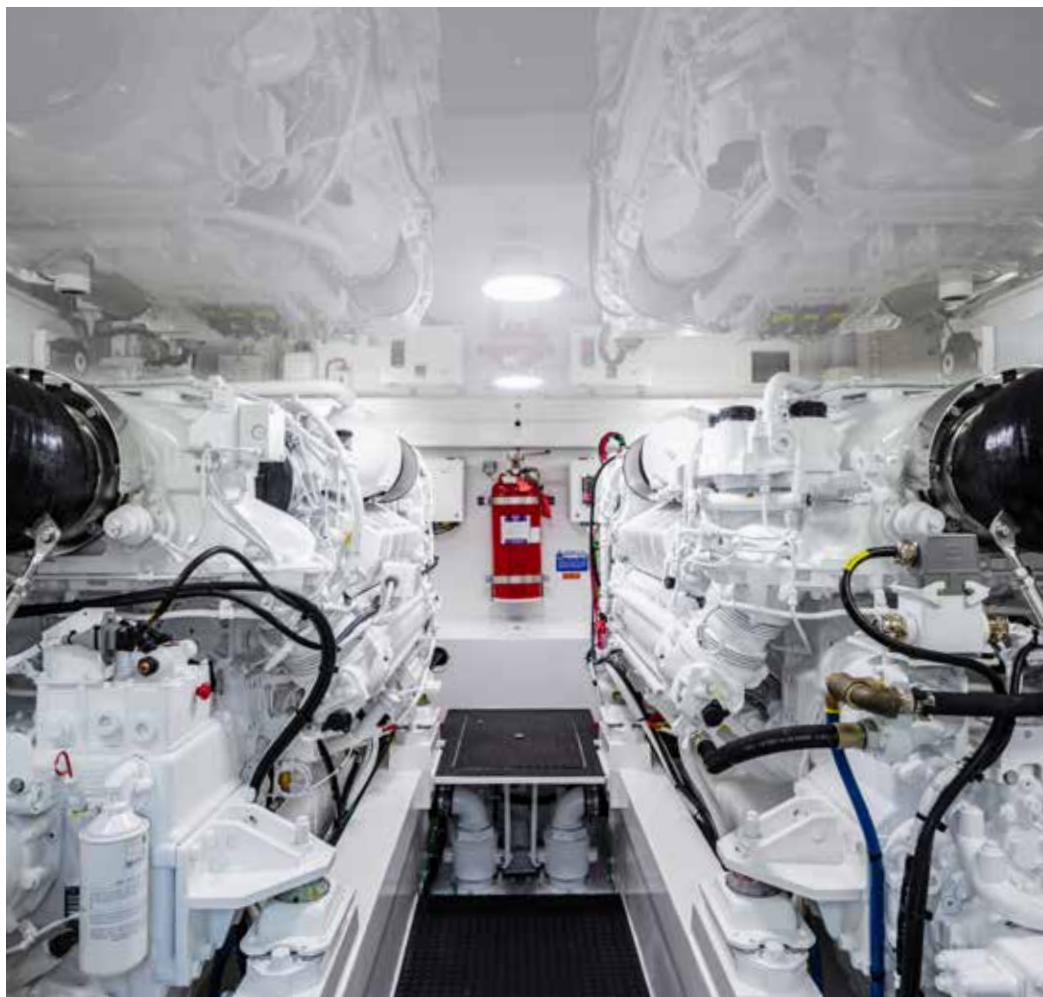
The 58 C is longer than our most recent 55 Convertible, but maintains the same 17' 9" beam. "We believe we have optimized the length-to-beam ratio, giving the 58 C an enhanced ride and additional interior volume," says Viking Design Manager David Wilson. "This boat can run faster in the same sea conditions because the bottom is softer, more refined and efficient."

The underbody hull form allows the 58 C, despite its greater size, to achieve the same top speed as the 55 C, and with more efficient 10-cylinder engines.

The performance of the new 58 C has been its most lauded attribute so far. The boat has exhibited an incredible ability to keep spray down, running clean with its molded strakes guiding the water to break just aft of the house windshield. These performance attributes are due, in part, to the aggressive positioning of the strakes as well as their downturned angle and radiused shape. "It's more than just the strakes, though," says Dave. "Other critical factors include the speed and balance of the boat; its center of gravity; trim and shaft angle; and engine installation. All of these elements were scrutinized from the previous models and adjusted over the years. This is what we do—build a better boat every day."

All areas benefit from the 58 C's larger size, particularly the cockpit and the salon. The 58 C's cockpit is 14 square feet larger than the 55 C's while still providing a full-featured mezzanine with a shaded seating area and beautifully upholstered cushions; freezer, cooler, bait and tackle storage; and engine access.

The main difference in the interior layout of these two boats is that the galley-and-dinette arrangement has been reversed. The 58's galley is on the port side, while the dinette takes the starboard position. The result: a more streamlined layout with a convenient companionway that extends in a straight line from the starboard-side salon door all the way to the forepeak. Below, the master stateroom is now on the port side with an athwartships bed that allows for increased walkaround and hanging locker space.



They Said It

“With keeping their eye on the prize, Viking Yachts continues to show their dedication through their innovations, especially on the new Viking 58 C. With the impressive speed (42+ knots) from the 10-cylinder MTUs coupled to a newly designed yet very agile hull form and voluminous cockpit, I feel the 58 C is certain to become a serious contender for tournament fishermen and an excellent choice for the cruising lifestyle.”

— Tom Serio, *Yachting* magazine

“We’re very excited with the performance results of the new MTU 10V2000 M96L engines. With the rating of 1622 MHP each, they share the same characteristics customers have come to expect from the MTU Series 2000 M96L product line, with excellent throttle response, no smoke, and fuel efficiency, providing a power solution that customers demand in today’s sportfishing vessels.”

— Bob Shomo Jr., Vice President of Johnson & Towers

“The level of fit and finish aboard the 58 is first-rate, a clear reason why Viking is the alpha in its class. Its 165-square-foot cockpit is like a master study in pelagic battle, the ideal mélange of comfort and fishy features.”

— Jeff Moser, *Power & Motoryacht* magazine

“The new Viking 58 C has everything you need to go fishing for extended periods. The boat's cockpit is perfect for a team of tournament anglers, with more than enough room to fight double- and triple-headers.”

— Sam White, *Marlin* magazine

“It’s a great size boat for sailfishing in south Florida. It’s very maneuverable and nimble, especially when backing down. It’s fast, really capable of getting you offshore. I love the big cockpit and can’t wait to have a bunch of guys down there fishing.”

— Scott Adams, Viking Demo Captain



Operator Friendly

Ideal for the owner/operator or the owner who wants to utilize a part-time crew, the 58 C benefits from Viking's industry-leading engineering and technological advancements without sacrificing ease of operation, maintenance and access to operational systems. Our design, engineering and manufacturing teams scrutinized every material and method used to build the boat and each and every system to come away with a lean, efficient and operator-friendly sportfishing yacht. "We were determined to keep weight down," says David. "When it comes to speed and performance, every pound counts."

Efficiency can be seen in every area throughout the boat, including the

mechanical systems in the engineroom and lazarette. While two generators are offered, the standard 21.5 kW unit delivers more than enough power for everyday uses. That same engineering flexibility exists for gyro stabilization. Although we offer both the Seakeeper SK 16 and Seakeeper SK 9, the latter provides a very high level of stability.

Control of the electrical systems is easily managed, with conveniently located distribution panels in the salon and galley equipped with simple-to-use and clearly labeled conventional switches. Below the water, a series of dedicated pumps for the air conditioning, live wells, washdown and other seawater-fed components have been designed, engineered and installed for durability and longevity.

Cockpit & Mezzanine

At 165 square feet, the 58 Convertible's cockpit is the largest in its class—a full 12 square feet bigger than its closest competitor. All of the cockpit's lids open and close via stainless steel gas pistons. Their undersides are rimmed with thick gasketing, and deep gutters around the hatch openings ensure quick drainage. The centerline lazarette houses the Seakeeper and provides access to the steering and drain pumps in the Snow White Awlgripped bilge. The starboard-side full-length fishbox is insulated and removable, while the port side contains two in-deck storage boxes. The forward unit can be rigged as a live well.

The cockpit sole is built with a laminated mounting plate for fighting chair, rocket



launcher or table installations. Standard cockpit equipment includes flush-mounted rod holders; a side locker for gaffs; a walk-through transom door with lift gate; rounded coamings and toekick space for comfort and balance; and fresh and seawater wash downs.

A comfortable place to take in the action without interfering with the anglers, the observation mezzanine has Sunbrella covered cushions with an armrest that holds a pair of drink holders. The port-side seating has an underneath freezer with cooler space on the step below. The centerline seating provides access to the engineroom; there's also a refrigerated drink box undermounted in the step leading to the salon. On the starboard side, you have a tackle cabinet with a push-release door and

drawers, as well as an insulated storage box in the step below.

Flybridge

A one-piece anodized aluminum ladder leads to the flybridge. Powder-coated aluminum handrails are conveniently located above the ladder and at the helm. The flybridge's extended overhang, closed in by an anodized aluminum aft railing, gives you extra room behind the helm and companion seats.

The flybridge features a new design for the center console walk-around helm, with a more radiused shape that gives it a sleek look but also maximizes space. A stainless steel steering wheel and single-lever controls are mounted on a raised teak helm pod. Dual recessed radio boxes with standard hinged split lids flank the wheel. Recessed electronics

are installed in the upper console, easily viewable and protected from the elements by acrylic fitted lids with gaskets and stainless steel gas pistons.

Atlantic Marine Electronics and Palm Beach Towers, both Viking subsidiaries, provide custom electronics and tower installations. An optional powered drop-down hardtop box can hold even more electronics.

Guests have their choice of port and starboard lounges, a two-person forward console seat and an aft-facing jump seat on the starboard side. A freezer and a refrigerated drink box are conveniently located in the port and starboard forward corners. A Costa Clear enclosure provides weather protection and gin-clear views.



Salon, Galley & Dinette

Step inside the salon and you immediately notice the spaciousness of the layout. Air conditioning registers are concealed behind the valances to reduce noise and drafts, while enhancing air flow.

High-gloss teak or walnut are offered for the 58 C's interior. A satin finish is an option. Privacy and comfort are the hallmarks of every Viking yacht interior, and the air-conditioned salon of the 58 Convertible brings these elements to the next level by providing three unique living and entertaining areas. After a day of patrolling the canyons for billfish and tuna, the port-side L-shaped lounge (with underneath storage), which faces the starboard-side HD TV that rises from the cabinetry, is a wonderful place to relax and plan tomorrow's adventures. A hi-lo mappa burl cocktail table is standard and adds versatility to the space.

Sub-Zero under-counter refrigeration makes it easy to make sandwiches or grab snacks while keeping an eye on the action in the cockpit through the salon's aft window. The galley counters and raised bar are topped with engineered stone that artfully complements the cabinetry and the Amtico flooring. The stainless-steel sink, microwave/convection oven and four-burner electric cooktop are nested for convenience and practicality. Storage is abundant throughout, and when it's time to sit down for meals or to relax, the bar stools and starboard-side dinette accommodate a crowd with ease.

Accommodations

The three-stateroom, two-head layout offers maximum flexibility for cruising as well as campaigning on the tournament trail. Air conditioning with reverse cycle heat and temperature control; wall-to-wall carpeting, overhead LED lights; decorative under-bed rope lighting; Handcraft innerspring mattresses with quilted designer bed spreads;

and recessed stereo speakers are some of the comforts and conveniences found in all three staterooms.

As you would expect from Viking, the master stateroom is especially spacious and elegant with an athwartship queen walk-around bed and upholstered headboard that faces an HD TV mounted on the inboard bulkhead. Storage includes a credenza, drawers under the bed, end tables, and his and her maple-lined hanging lockers.

The forward guest stateroom comes with either a single walkaround queen or crossover berths. An overhead Bomar foredeck hatch comes with an Ocean Air screen shade system. Rounding out the amenities are a spacious maple-lined hanging locker, reading lights, rope lighting behind the valances, and storage drawers and cabinets. In the starboard stateroom, you have side-by-side bunks and a maple-lined hanging locker with drawer storage



underneath. An optional HD TV can be installed in both guest suites.

The master and guest heads feature Amtico flooring, electric heads, engineered stone countertops and satin nickel hardware. There's storage in the lower vanity, and the upper vanity includes a mirrored medicine cabinet with doors. The beautifully finished enclosed showers also have satin nickel fixtures and are equipped with a drain that leads to an automatic sump pump in the bilge.

Construction

Our building materials and methods maximize strength in an efficient build that reduces weight wherever possible. Our shipwrights use a modified epoxy resin in the hull skin. The hull is built with resin-infused end-grain balsa core, sandwiched with fiberglass and hybrid carbon-fiberglass fabrics. The integral fiberglass fuel and holding tanks are also resin infused with balsa coring on all sides for stiffness. The main and intermediate engineroom bulkheads and the forward bulkheads are built in the same resin-infused process but with composite coring material.

Propulsion & Engineroom

A pair of MAN V12 1400CRM (1400 MHP) engines serve as the standard propulsion package. MAN V12 1550CRM (1550 MHP) and MAN V12 1900CRM (1900 MHP) engines as well as the new MTU 10V2000 M96L (1622 MHP) engines are optional. With the MTUs, the Viking 58 Convertible hits 42 knots at the top end and cruises at 36 knots, depending upon load, sea, hull bottom, propeller conditions and ambient temperatures. Range exceeds 400 nautical miles at cruise speed.

The 58 C maintains Viking's reputation for engineroom excellence with top-shelf machinery and industry-leading design and engineering. Systems include Delta T ventilation and water suppression; automatically or manually operated fire suppression tied into the main engine and generator ignitions; integrated engine mounting for efficient transfer of energy to the drive train; and oil changing. Of course, all of these systems are mounted with superb precision and attention to detail in an immaculate engineroom painted with Snow White Awlgrip for visibility and ease of maintenance. 🛠️



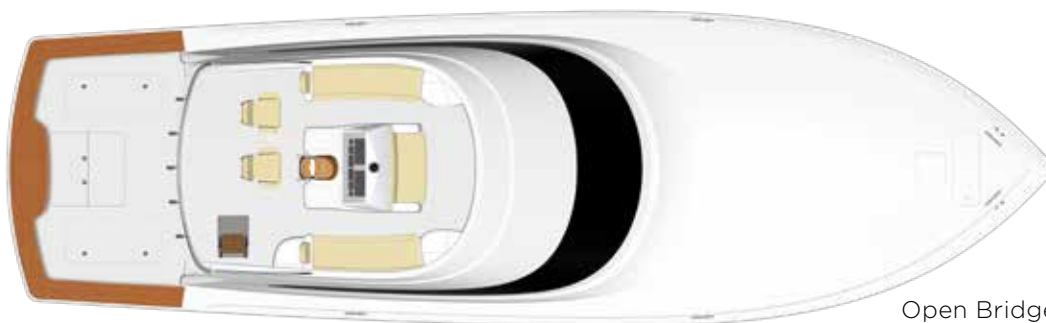
THE BOTTOM LINE

The 58 Convertible is the culmination of nearly 55 years of Viking design, engineering and manufacturing and the best the industry has to offer in sportfishing boat innovation.



58|C SPECIFICATION HIGHLIGHTS

Length Overall	58' 11"	17.96 m
Length Waterline	50' 10"	15.49 m
Beam Overall	17' 9"	5.41 m
Beam Waterline	15' 2"	4.62 m
Deadrise at Transom	12 deg	
Draft	5' 0"	1.52 m
Freeboard Forward	7' 2"	2.18 m
Freeboard Aft	3' 2"	0.97 m
Height Waterline to Flybridge Hardtop	17' 11"	5.46 m
Height Waterline to Hardtop Masthead Light	20' 11"	6.38 m
Displacement	80,379 lbs.	36,459 kg
Fuel Capacity Standard	1,502 gal.	5,686 l
Fuel Capacity Optional	1,741 gal.	6,590 l
Water Capacity	207 gal.	784 l
Holding Tank Capacity	101 gal.	382 l
Cockpit	165 sq. ft.	15.3 sq. m



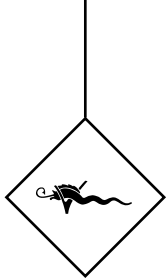
Open Bridge



Standard Layout



Optional Layout



Talkin' Boats

Viking Design Manager David Wilson Explains the Evolution of the Gen II Viking 58 Convertible



Q: Can you share with us the thinking that drove the 58 Convertible's design process?

A: Right from the beginning, the philosophy behind the design and engineering was to build the most lean and efficient boat possible. We've incorporated advanced, lighter-weight boatbuilding materials and methods along with structural enhancements to achieve our goals in performance. We have utilized balsa and foam core; we have used additional core, changed laminates and took other steps to remove weight from the boat. This type of comprehensive engineering analysis is one of our strengths. We're an engineering- and design-driven company, and this becomes very clear when you experience the boat's performance.

Q: Does this efficiency also apply to the operating systems on the boat, including the propulsion?

A: Yes, systems and accessories on the boat were chosen and installed after thorough review processes. Our goals were maximum access, easy maintenance and durability. Everything from the generator and gyro selections to seawater systems

were scrutinized. We were given the task of making the boat as fast and efficient as possible with 10-cylinder engines. We were given a speed—42 knots—that we needed to achieve, and we did just that.

Q: This is the second-generation 58 Convertible. You were here when Gen I was built in the 1990s. How do the two boats compare?

A: The attention to the lean and efficient philosophy is greater now, but I believe what Bill Healey started in that generation was carried on into this generation. Many of the team members who helped build that boat are still here—Pat Healey, of course, and Lonni Rutt, Bill Heller, Don Gemmell, Drew McDowell, Al Uhl, Rudy Dalinger and Steve Walker are just a few of them.

Q: Let's take a closer look at key areas of the boat. What about the flybridge? How does yesterday's compare to today's?

A: Back then the side console design in the flybridge was suitable and popular. But we've moved onto a center console. With the center console design, you can move around 360

degrees. There is greater freedom; easier cleaning; improved visibility; enhanced seating. The other big improvement is the full use of toekick space, so all the furniture is "floating." You are gaining 4 to 8 inches at the base of the console, around the seats and other parts of the flybridge.

Q: What is the overall mission and purpose of this boat and who is it a good fit for?

A: It's a great size for the owner/operator. The husband and wife and the family can be self-sufficient on this boat without the need for additional crew. The technology and systems are advanced but simple to operate and maintain. The technology is not overly elaborate; everything has purpose. While she's a great boat for the family, the 58 can immediately be turned into a hardcore tournament fisherman.

Q: Talk about the layout. How are these areas different?

A: The cockpit and the mezzanine, no doubt, are two areas that have changed to a great degree. Adding the mezzanine has been very popular. On the surface, this may seem like it is our typical three-stateroom, two-head layout with a salon and a galley. But it is much more than that. We flipped the salon which aligned the salon door with the forepeak so you get that spacious feeling; when you're inside the salon you're effectively seeing all the way to the bow of the boat.

Q: Sum up how the 58 C fits into the sportfish history of this company?

A: The boat is the culmination of 55 years of boatbuilding experience. Each model gets better and better. I think those who love Vikings will become even more enthused about what we've done, and people new to Viking will be extremely satisfied and will want to stay in the family for a long time. 🐉

FAST AND EFFICIENT

The Viking 58 Convertible hits a top speed of 42 knots and cruises at 36 knots with 10-cylinder MTUs.





ZF has over 30 years of expertise in sportfishing propulsion.

As a world leader in marine propulsion technology, ZF will design, build and supply you with a complete propulsion package for sportfishing.

- > SuperShift 2 Transmissions – smooth and immediate engagement for instant response
- > JMS 4.0 Control System with iDrift technology – specifically for sportfishing yachts
- > Propellers – designed specifically for your vessel to maximize performance
- > Genuine ZF Service – all backed by our unparalleled after-sale service and support

Captains and owners alike continue to choose ZF for their new build and repower projects, because we design our products to specifically meet your sportfishing needs. ZF is ready for action. zfmarinepropulsion.com



see. think. act.





The Next Level

Billfish Series Expands with Versatile Fish-and-Cruise Vikings from 38 to 46 Feet

38 BILLFISH



The Viking Yacht Company is proud to announce the addition of three new boats to its industry-leading sportfishing fleet: the 38 Billfish, 38 Open and 46 Billfish.

The 38 Billfish and 38 Open were designed and built with the same DNA as their predecessor. As owner/operator vessels, they offer simplicity and ease of maintenance, serving as ready-to-go fishing machines.

“The 37 Billfish was an instant success and has done so well we decided to make a commitment toward taking the Billfish concept to the next level,” says John Leek IV, General Manager of Viking Mullica where the Billfish series is being manufactured. “These are purpose-built Vikings geared toward day boating but with overnighting and living accommodations that will keep everyone happy, from the hardcore fishermen to young families.”

Soon to join the 38 Billfish and 38 Open is the 46 Billfish, another exciting new model with sharp styling, exciting performance and legendary Viking quality. During the 37 Billfish’s 2-year run of success, demand grew for this style of a Viking in a larger size. “The 46 was a natural progression for the Billfish,” says John. “Our customers have really grasped onto the philosophy behind these boats.”

Cockpit

The 38 Billfish and 38 Open share the same hull, cockpit and have similar mechanical arrangements but differ in command deck and bridge configurations. Their 109-square-foot cockpits are equipped with a laminated mounting plate in the deck for fighting chair, rocket launcher or table installations. Other features include in-deck insulated fish boxes port and starboard, a walk-through transom door and lift gate, a bait freezer with upper tray, a transom fish box and live well, rod holders, tackle storage and fresh and raw-water wash downs.

38 OPEN



38 | BF SPECIFICATION HIGHLIGHTS

Overall Length	38' 8"	11.79 m
Length Waterline	34' 1"	10.39 m
Beam Overall	14' 0"	4.27 m
Deadrise at Transom	12 deg	
Draft	3' 4"	1.02 m
Freeboard Forward	5' 1"	1.55 m
Freeboard Aft	2' 7"	0.79 m
Height Waterline to Top of Hardtop	15' 5"	5.61 m
Height Waterline to Top of Masthead Light	18' 5"	4.94 m
Displacement	30,953 lbs.	14,040 kg
Fuel Capacity	460 gal.	1741 l
Water Capacity	69 gal.	261 l
Holding Tank Capacity	38 gal.	144 l
Cockpit Area	109 sq. ft.	10.01 sq. m

Both boats feature two-person seats flanking the centerline walkthrough. There's refrigerated drink storage, as well as ample general storage throughout.

The 38 Billfish's command deck holds a salon-like living area that includes a port-side U-shaped dinette and a fiberglass hi-lo table. A comfortable lounge to starboard

also serves as rod storage. You have the option of equipping your 38 Billfish with a second lower helm station on the starboard side.

The 38 Open's command deck also has ample seating, with port and starboard L-shaped lounges and storage below. A raised centerline command station gives the driver excellent sightlines and is equipped with a fiberglass helm pod, power-assist hydraulic steering with stainless steel wheel and Palm Beach style controls. Viking's Palm Beach Towers can outfit the 38 Open with a custom tuna tower with a second helm and a buggy top.

Like her convertible brethren, the 38 Billfish's flybridge is designed with a tournament-style



Open Bridge



Standard Layout



Optional Crossover Bunks and Lower Helm

Overall Length	38' 8"	11.79 m
Length Waterline	34' 2"	10.41 m
Beam Overall	14' 0"	4.27 m
Deadrise at Transom	12 deg	
Draft	3' 3"	.99 m
Freeboard Forward	5' 0"	1.52 m
Freeboard Aft	2' 8"	0.81 m
Height Waterline to Top of Hardtop	9' 7"	2.92 m
Height Waterline to Top of Masthead Light	12' 7"	3.84 m
Height Waterline to Top of Windshield	8' 11"	2.72 m
Displacement	30,453 lbs. 13,813 kg	
Fuel Capacity	460 gal. 1,741 l	
Water Capacity	69 gal. 261 l	
Holding Tank Capacity	38 gal. 144 l	
Cockpit Area	109 sq. ft. 10.01 sq. m	

center console walk-around helm. Like the 38 Open, the 38 Billfish has Palm Beach style controls and power-assist hydraulic steering. Seating includes a single Release Marine teak chair (a second helm chair is optional) and lounges to port and starboard and a forward console seat. A three-sided Costa Clear enclosure provides weather protection. For both

the 38 Billfish and 38 Open, our subsidiary Atlantic Marine Electronics can build and install an A-to-Z package of navigation and communication equipment to deliver the boat turnkey ready.

Day and Night Livability

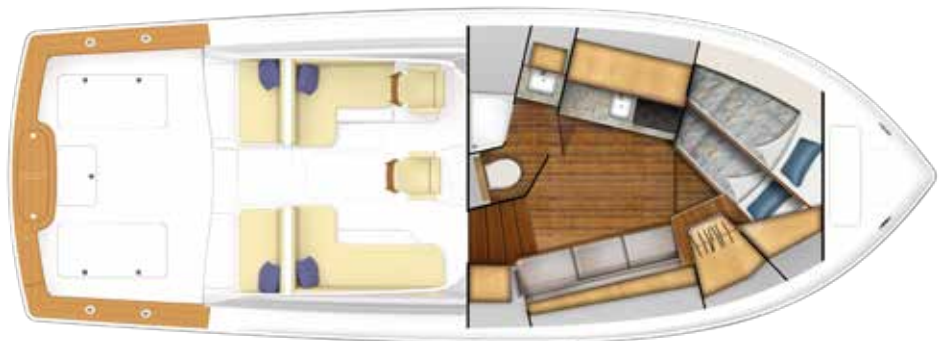
For accommodations below, each boat has a unique and functional configuration. The 38 Billfish dedicates much of its space for overnight livability, with a large stateroom, an L-shaped galley and a head with enclosed shower. The 38 Open has a layout geared more toward day boating, featuring a starboard-side sofa with storage. The galley and head with enclosed shower are positioned on the port side. Both galleys are appointed with Corian countertops, two-burner electric stoves, microwave/



38 OPEN



Open Bridge



Standard Layout

convection ovens, cabinet storage and under-counter drawer-style refrigeration with built-in ice makers.

The 38 Billfish is offered with island queen or crossover berth arrangements and is equipped with two hanging lockers, while the 38 Open has a lower double bunk and an upper single with a starboard-side hanging locker.

Efficient and Durable

As Viking continues to develop the Billfish series, our building methods and materials have gained efficiency, which adds even more value to these boats. A modified vinylester resin is used in the entire hull skin. End-grain balsa and closed-cell foam are used as coring materials in selected areas for optimized strength and stiffness while minimizing

weight. The single integral fiberglass fuel tank, sealed to the hull with resin foam, is resin infused with balsa coring on all sides for stiffness. The hull-to-deck joint is mechanically fastened every three inches and fiberglassed inside.

Viking Engineering

For ease of maintenance, each engine and other critical machinery is located beneath electrically-actuated hatches in the command deck area. The Billfish is designed and built with many of the same mechanical systems, components and technologies found on larger Vikings. Examples include the Delta T engine room ventilation system and a fire suppression system that's automatically or manually operated and tied into the main engine and generator ignitions.

Running gear includes Class "S" pitch tolerance propellers with dynamic balancing and bronze struts, seacocks and rudders. The engine room, lazarette and forward bilges are painted with Snow White Awlgrip for increased visibility and ease of maintenance. A large centerline hatch exposes the house and starting batteries, the 9kW generator, and the optional Seakeeper SK 6 gyro stabilizer. Both the 38 Billfish and 38 Open are powered with twin Cummins QSB 6.7 diesels with 550 MHP.

The 38 Billfish will make her debut at the Viking VIP, hosted by the Viking Yacht Service Center in Riviera Beach, Florida, February 1st and 2nd. Introductions of the 38 Open and 46 Billfish are slated for later in 2019 and both will debut during the fall boat show season. 

SPECIFICATION HIGHLIGHTS 46 | BF

Overall Length	45' 6"	13.87 m
Length Waterline	40' 4"	12.29 m
Beam Overall	15' 4"	4.67 m
Deadrise at Transom	11.9 deg	
Draft	4' 1"	1.24 m
Freeboard Forward	5' 8"	1.73 m
Freeboard Aft	2' 8"	0.81 m
Height Waterline to Top of Flybridge Hardtop Masthead Light	18' 7"	5.66 m
Height Waterline to Top of Flybridge Hardtop	15' 7"	4.75 m
Height Waterline to Top of Flybridge Console	12' 5"	3.78 m
Displacement	42,865 lbs.	19,443 kg
Fuel Capacity	632 gal.	2,392 l
Water Capacity	99 gal.	375 l
Holding Tank Capacity	51 gal.	193 l
Cockpit Area	140 sq. ft.	13.0 sq. m



46 BILLFISH



Standard Layout

Beauty & Protection



Viking's 72 Convertible with the eye popping beauty of the Awlcraft SE topcoat combined with Interlux Micron[®] Technology antifouling, makes this a hard charging fishing machine.



AWLGRIP[®]

Interlux[®]

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Viking Motor Yachts

Welcome to the Good Life

On the banks of the Bass River in New Gretna, New Jersey, the Viking Yacht Company is pouring all of its industry-leading engineering, construction and design expertise into the production of the finest motor yachts in the world.





The 75 MY's exterior profile is sleek, sexy and embodies a number of style cues from our convertibles including the black-masked windshields.



The open bridge layout is all about the great outdoors with a centerline helm forward flanked with casual seating areas.



The climate-controlled enclosed bridge features a raised wraparound helm console and full salon with entertainment center.



From bow to stern, our motor yachts will keep you smiling.

The 75 and 93 Motor Yachts and the 82 Cockpit Motor Yacht maximize luxury living on the water with style, comfort and accommodations to create unforgettable experiences for you, your family and your friends. You've earned this. Enjoy.

Our three-vessel fleet has rekindled Viking's rich heritage in motor yacht boatbuilding with a lineage that includes the award-winning Viking 60 Cockpit Sports Yacht, the 50 MY, the 63 MY and the 72 Motor Yacht. The latter is the subject of a magazine advertisement from 1990 that serves as our back cover, reinforcing the nearly 55 years of experience and know-how that has evolved into the modern-day Viking.

Our motor yachts possess the performance and engineering DNA of our legendary sportfishing convertibles and offer more interior space and conveniences than any other boat of their size or type. When it comes to performance, these vessels are several knots faster than the competition when cruising or at full speed. The very same powerplants that propel our sportfishing

yachts power the Viking cruising fleet, with engine packages from the world-renowned companies of MTU, MAN and Caterpillar that range from 3,100 to 3,890 MHP.

The boats deliver precise maneuverability and handling thanks to our proprietary VIPER (Viking Independent Programmable Electro-hydraulic Rudder) steering system.

Peerless engineering is coupled with advanced building methods and materials, further separating our motor yachts in quality from the competition. The hull, main deck, structural bulkheads and fuel tanks are all built using the resin infusion process, ensuring the strongest and most efficient fiberglass-to-resin ratio.

Our enginerooms exemplify Viking expertise and attention to detail. Painted with Awlgrip in bright Snow White for easier visibility and maintenance, these mechanical showcases are



equipped with advanced but easy-to-maintain systems for engineroom ventilation, air conditioning, fire suppression, oil changing and centralized seawater and freshwater.

Diverse Choices

The Viking motor yachts offer three full levels of luxurious accommodations, with aft outdoor expanses on the main and upper decks for a variety of entertaining and dining possibilities in beautiful locations, near and far. The foredeck lounge area, with its sunpads, seating and optional overhead shade, is the perfect place for relaxing and enjoying the day at anchor; when it's time to get wet, a hydraulically powered teak-planked swim platform can accommodate all your watersport needs.



Our 75 and 82 MY's open galley design.

With the option of open or enclosed bridges, the 93, 82 and 75 give you diverse choices that cater to your particular on-the-water interests and cruising climate. A custom polished stainless steel staircase leads from the salon to the enclosed bridge, where a luxurious fully appointed second salon awaits. The space includes an L-shaped sofa, a walnut hi/lo cocktail table and entertainment center with a 49-inch HD TV.

Large windows usher in the natural light while providing beautiful views. Open the stainless framed sliding glass doors and optional powered sunroof to welcome in the ocean breeze and sunshine. Companion seats are port and starboard of a Stidd helm chair. Custom electronics packages from our subsidiary Atlantic Marine Electronics (AME) can be installed in the raised wrap-around helm console that features black Ultraleather surfaces to reduce glare.

The open bridge layout focuses on the enjoyment of the great outdoors, with a centerline helm forward flanked with casual L-shaped seating areas. The electronics package is easily viewable and protected from

the elements by acrylic fitted lids with gaskets and stainless steel gas pistons; recessed radio boxes port and starboard house the VHF radios, switch panel and other controls.

Aft the helm, a family size dinette on the port side, and a starboard-side wet bar with refrigeration, a sink and an electric grill get the party started. Farther aft on the port side, stretch out on the sun pad, or enjoy the views from lounge chairs on the aft deck. This area can also be used to store a tender.

75 and 82 Motor Yachts

Giving the industry its first taste of a truly high-performing motor yacht, the 75 MY set unprecedented parameters upon its introduction and marked the return to the motor yacht glory that Viking enjoyed for decades. The 82 Cockpit Motor Yacht was a natural extension of the 75 MY, delivering all the mega-yacht elegance and high performance of the 75 with the added excitement and functionality of a 150-square-foot cockpit for direct water accessibility while fishing, diving, paddle-boarding or enjoying other water sports.

Inside, chilled-water air conditioning provides climate-controlled environments.

Meticulously crafted walnut cabinetry adorns the salon, which includes a large lounge, home theater with a 65-inch HD TV and a day head.

The 75 and 82 are offered with open or traditional galley layouts with a forward dinette to port and an office nook or second dinette to starboard. The traditional arrangement has both upper and lower cabinetry, an L-shaped countertop and a full-size standing refrigerator. This configuration allows for a formal dining area for six aft of the galley and a starboard-side boarding door to the sidedeck.

The low-profile galley layout is open to both the salon and the forward dinette area, featuring a counter with three bar stools and undercounter Sub-Zero refrigerator and freezer units with varnished wood faces. To starboard, a full-height pantry takes the place of the side door. Both galley designs include electric ranges with four-burner cooktops, Amtico flooring, trash compactors, microwave/convection ovens, double stainless sinks and ample storage throughout.



All of our motor yachts feature two open aft decks and a hydraulic swim platform.

Below, four stunningly appointed staterooms illustrate Viking's ability to balance elegance and practicality. A king bed anchors the full-beam master suite, and natural light streams in through the large hull-side windows. Smart storage solutions, such as twin maple-lined hanging closets and drawers under the bed, can be found throughout. A 49-inch HD TV faces the berth. The master head includes a walnut-faced vanity with an engineered-stone counter and twin sinks; a separate shower with a glass door and satin nickel fixtures; and linen storage. Each of the three guest staterooms has a private head with walk-in shower. The forward VIP has a queen walk-around berth and a foredeck skylight with hatch and an Ocean Air screen shade system.

Accommodations for the crew are first-class, too, with two staterooms, a galley and a head with shower. On the 82, the nine-foot-wide lounge molded into the mezzanine features a trove of useful amenities. Port and starboard stowage compartments serve as tackle and gear wells. An access door to the crew quarters is built into the mezzanine backrest. Crew and engine egress on the 75 MY is through a centerline door accessed on the swim platform.



An interior stainless steel staircase leads to the enclosed bridge.



The 82 MY's 150-square-foot teak-covered cockpit.



The 93 MY can outrun any competitor thanks to Viking performance, design and engineering.



Salmon and Chardonnay in the country kitchen-style forward galley.

93 Motor Yacht

The interior volume of the seven-stateroom 93 MY, which has a beam of more than 24 feet, will overwhelm even the most fastidious yachtsmen. Enter the salon through polished stainless-steel framed sliding glass doors. The salon offers a U-shaped seating area with two end tables, a cocktail table, a home entertainment center with pop-up 65-inch HD TV and a formal dining area for eight. Starboard-side hydraulic-powered sliding doors lead to a teak-covered sidedeck, and a powered balcony door that opens outboard with the touch of a button.

The galley, forward of the salon, has the pleasant atmosphere of a country kitchen. Four fixed bar stools with footrests rim an island Caesarstone-topped counter. Just aft of the windshield, there's also a forward

banquette with a table. The latest appliances and conveniences are easily accessible and include a full-size 7-foot-tall Sub-Zero refrigerator/freezer, microwave/convection oven and a four-burner cooktop with a conventional oven below. A 32-inch flat-screen TV fixed outboard of the cabinetry on the port side can be viewed from both the bar and the banquette. A day head is just a few steps away on the starboard side.

You'll find spaciousness and elegance throughout the five-stateroom layout below. The privately accessed full beam master suite is royally appointed with designer touches, including plush wall-to-wall premium carpeting, a king-size bed, a surround-sound entertainment system with 65-inch flat-screen HD TV, a walk-in closet, a port-side vanity and a starboard table with two chairs

and an ensuite head. Generous amounts of natural light fill the stateroom, accentuating the high-gloss walnut woodwork.

Four additional staterooms ensure utmost comfort and privacy for family and guests. The forward VIP stateroom has a queen walk-around bed with decorative Channell glass ensconced in the headboard, an overhead skylight, a maple-lined hanging locker and an ensuite head. Crew quarters discreetly reached from the after deck include a pair of staterooms, a head with shower and a galley with a dinette.

Our fleet of motor yachts will be on display at the 2019 Miami Yacht Show at its new downtown location on Biscayne Bay between the Venetian and MacArthur causeways February 14 through 18. Please come and see the finest motor yachts on the planet. 🦋



Clockwise from top left: The 93 MY forward VIP stateroom; the upper deck's indoor/outdoor bar; the main deck salon and eight-person dining area.



Upper Deck and
Climate Controlled
Enclosed Bridge



Main Deck,
Salon and Galley



Lower Deck
with Staterooms,
Engine Arrangement,
Garage and
Swim Platform

SPECIFICATION HIGHLIGHTS

Length Overall	93' 5"	28.47 m
Length Waterline	75' 5"	22.99 m
Beam Overall	24' 4"	7.42 m
Deadrise at Transom	15.2 deg	
Draft	5' 11"	1.80 m
Freeboard Forward	10' 3"	3.12 m
Height Waterline to Top of Pilot House Masthead Light	27' 8"	8.43 m
Height Waterline to Top of Pilot House	22' 8"	6.91 m
Displacement	207,899 lbs.	94,301 kg
Fuel Capacity Standard	1,972 gal.	7,465 l
Fuel Capacity Optional	3,150 gal.	11,924 l
Water Capacity	530 gal.	2,006 l
Holding Tank Capacity	357 gal.	1,351 l

75|MY



Enclosed Bridge



Main Deck with Formal Dining



Lower Accommodations

SPECIFICATION HIGHLIGHTS

Length Overall	78' 10"	24.03 m
Length Waterline	62' 3"	18.97 m
Beam Overall	20' 6"	6.25 m
Beam Waterline	17' 6"	5.33 m
Deadrise at Transom	15.2°	
Draft	5' 8"	1.73 m
Freeboard Forward	8' 10"	2.69 m
Height Waterline to Top of Enclosed Bridge	20' 11"	6.38 m
Height Waterline to Masthead Light	25' 4"	7.72 m
Displacement	148,175 lbs.	67,211 kg
Fuel Capacity Standard	1,745 gal.	6,605 l
Fuel Capacity Optional	1,920 gal.	7,267 l
Water Capacity	300 gal.	1,136 l
Holding Tank Capacity	250 gal.	946 l

82|MY



Open Bridge



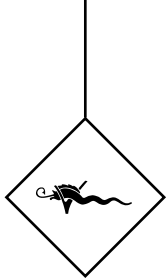
Main Deck with Open Galley



Lower Accommodations

SPECIFICATION HIGHLIGHTS

Length Overall	84' 9"	25.43 m
Length Waterline	70' 11"	21.61 m
Beam Overall	20' 6"	6.25 m
Beam Waterline	17' 6"	5.33 m
Deadrise at Transom	15.2°	
Draft	5' 8"	1.73 m
Freeboard Forward	8' 10"	2.69 m
Height Waterline to Top of Enclosed Bridge	20' 11"	6.38 m
Height Waterline to Masthead Light	25' 4"	7.72 m
Displacement	158,850 lbs.	72,053 kg
Fuel Capacity Standard	1,745 gal.	6,605 l
Fuel Capacity Optional	1,920 gal.	7,268 l
Water Capacity	300 gal.	1,136 l
Holding Tank Capacity	250 gal.	946 l
Cockpit	150 sq. ft.	13.94 sq. m



Viking 44 SC and 44 ST

A Pair of New Models Expand a Popular Series

SPORT COUPE



Creating a model within a model has been a successful path for Viking as demonstrated by the Viking 44 Convertible and 44 Open, which share the same hull with uniquely different deck and interior arrangements. The popularity of these new models has encouraged us to expand this theme with a pair of new 44s with striking profiles and special features that showcase Viking's ability to broaden the appeal of this versatile hull.

Using our \$1 million five-axis profiler, we designed and built a plug and a mold to create a sleek fiberglass deckhouse, fully open to the cockpit while incorporating stylish convertible window lines and a roof overhang that melds into raked deckhouse haunches. Built into the finely tooled hardtop is a pair of easily accessed rod stowage compartments.

SPORT TOWER



The Viking 44 Sport Coupe is ideal for cruising, whether it be on the Great Lakes, the Chesapeake Bay or Long Island Sound. The 44 SC is offered with an optional custom fiberglass mast for the radar and other antennas, or a customized radar arch. The 44 Sport Tower will be a sharp looking rig with its custom fitted Palm Beach Towers' tuna tower. Add a pair of outriggers and this boat is an ideal ride for the sailfish circuit, cobia hunting or cruising throughout the Bahamas.

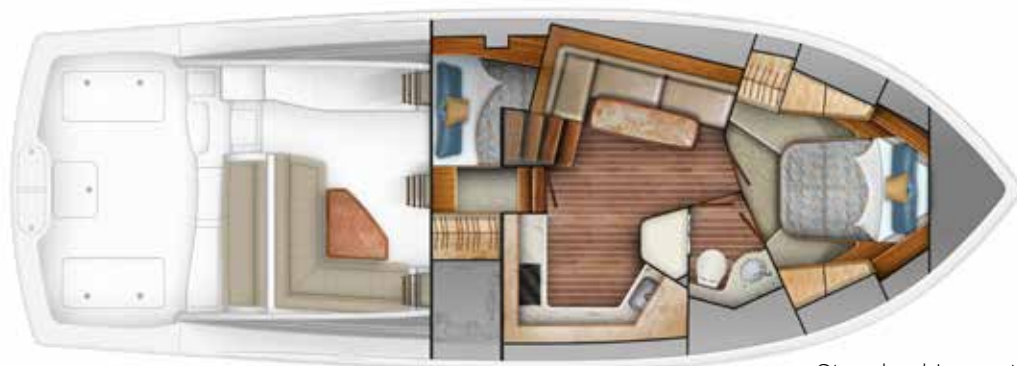
SPECIFICATION HIGHLIGHTS

44 | SC & ST

Length Overall	45' 1"	13.74 m
Length Waterline	38' 0"	11.58 m
Beam Overall	16' 4"	4.98 m
Deadrise at Transom	14.3 deg	
Draft	4' 5"	1.35 m
Freeboard Forward	6' 2"	1.88 m
Freeboard Aft	3' 2"	.97 m
Height Waterline to Top of Hardtop Masthead Light	14' 7"	4.45 m
Height Waterline to Top of Hardtop	11' 7"	3.53 m
Displacement	49,998 lbs.	22,679 kg
Fuel Capacity	817 gal. 3,093 l	
Water Capacity	120 gal. 454 l	
Holding Tank Capacity	46 gal. 174 l	
Cockpit	119 sq. ft.	11.1 sq. m



Command Deck



Standard Layout

In their 119-square-foot cockpits, both the 44 SC and 44 ST sport the familiar starboard mezzanine seating arrangement of the popular 44 Open. Engine room access is provided with a convenient centerline hatch that's integral to the mezzanine seating. The SC and ST have been engineered for the installation of a Seakeeper gyro stabilizer, which brings great stability to the vessel to increase overall comfort.

The command deck includes our signature centerline forward helm station on a raised platform for enhanced visibility. The console holds a bank of electronics displays, and has space for engine instrumentation and other accessories. Recessed compartments accommodate radios and additional equipment, plus accessory switches and controls.

Like all Vikings, the 44 SC and ST can be appointed with custom Atlantic Marine Electronics' packages for navigation, communication and entertainment

accessories, and using this Viking subsidiary allows the yacht to be delivered turnkey ready.

A sliding companionway door and a large set of stairs with a starboard-side vertical handrail lead to the climate-controlled salon. With its 16 ft. 4 in. beam, the widest of any boat in this class, the salon is a spacious social area for relaxing and entertaining. The starboard-side galley, which sits opposite an L-shaped lounge with a dinette table, includes teak cabinetry with meticulous joinery and fit and finish, expansive Corian countertops, an electric range, separate under-counter refrigerator and freezer units and a microwave/convection oven. Other notable amenities include a stereo system with an HD TV.

In the forward master stateroom, the island queen bed with mattress has a lift-up top with gas pistons and maple-lined storage underneath. There's also a maple-lined hanging locker. Air conditioning, an

HD TV and access to the head and shower round out the standard amenities.

The head has custom Amtico flooring, a one-piece molded Corian countertop with rounded edges and a sink with a satin nickel faucet. With its two-person berth, the aft guest stateroom can accommodate another couple or makes for a nice hideaway for the kids.

Twin MAN 800-hp diesels serve as the standard propulsion package. The engine room, lazarette, forward bilge and anchor locker are all painted with Snow White Awlgrip for maximum visibility and easier maintenance. A Delta T engine room ventilation system, an oil exchange system and a generator are just some of the standard mechanical and electrical equipment.

We encourage you to contact your Viking dealer to learn more about these special edition models and availability. 



Powered by a MAN.

Two MAN V-new 12 cylinder engines that comply with the EPA Tier 3 emission standards power the Viking Yachts 55 Convertible. With an output of 1,550 horsepower each, you experience the breath-taking acceleration and can count on comfortable cruising speeds. Depending upon load and sea state the vessel reaches a top speed of 40+ knots.

MAN offers powerful and compact high-speed diesel engines from 537 kW to 1,324 kW (730 hp to 1,800 hp). For more information visit: www.man-mec.com



MAN kann.





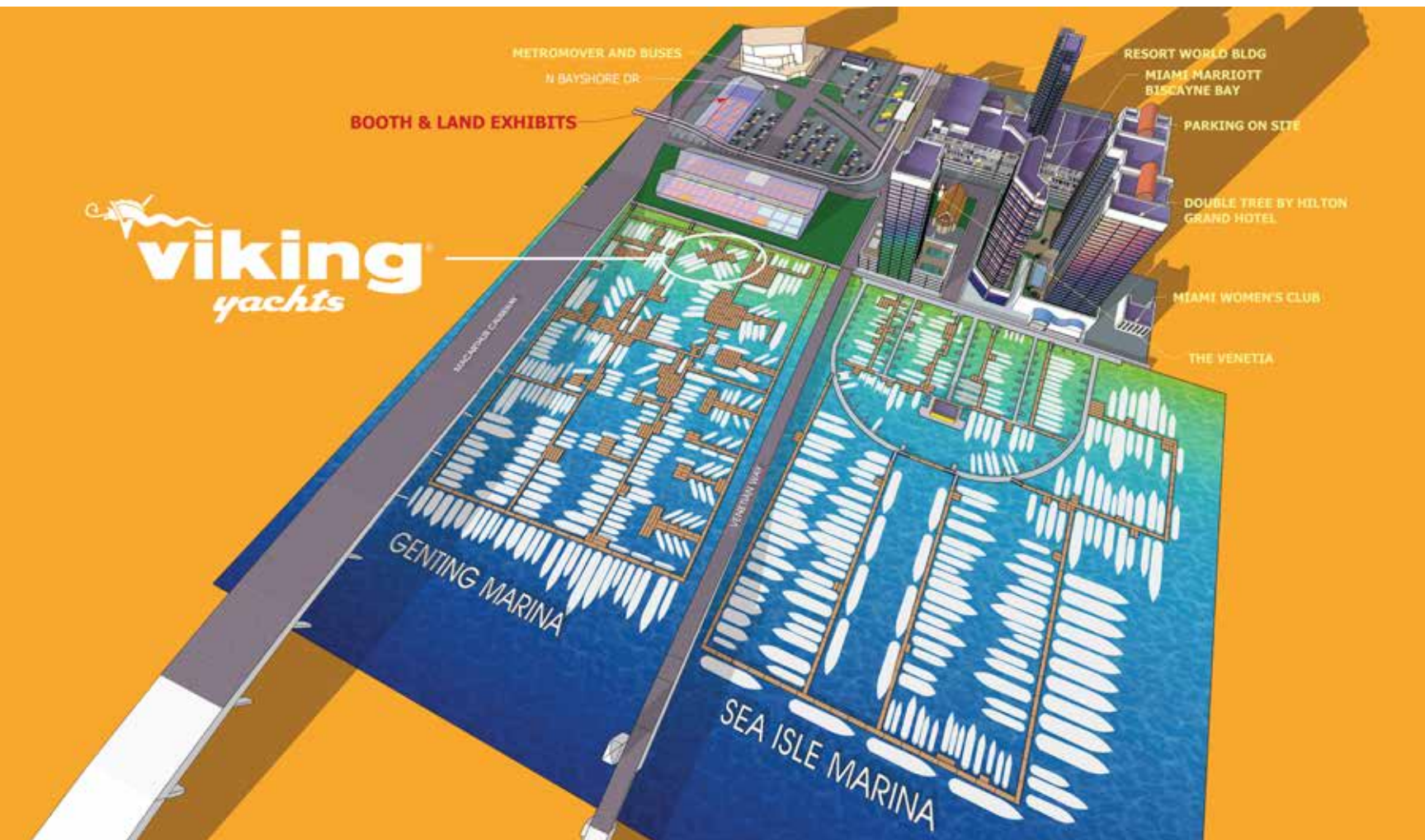
Winter Showcase

New Miami Yacht Show Location!



The excitement of boat show season is just around the corner. The whole team at the Viking Yacht Company is itching to show off our expansive floating display featuring our lineup of boats from 37 to 93 feet. Our 58 Convertible was a huge hit during her world premiere at the recent Fort Lauderdale International Boat Show and we look forward to showing her off again. Check out this beauty at our Viking VIP event at the Viking Yacht Service Center in Riviera Beach, Florida, on Friday, February 1, and Saturday, February 2, 2019.

Later that month we'll be setting up shop at the Miami Yacht Show's new location. Viking has the featured position at the new venue on Biscayne Bay between the Venetian and MacArthur causeways. This location, just north of downtown Miami, is mere minutes from major interstates and will include 3,500 parking spaces. This show runs concurrently with the Miami International Boat Show at the Miami Marine Stadium, which will also feature a Viking display. Both shows begin their five-day run on Thursday, February 14, 2019.



Viking VIP

February 1 - 2, 2019

Viking Yacht Service Center
Riviera Beach, Florida

Miami Yacht Show

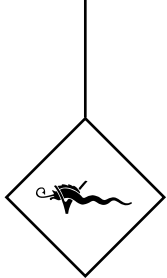
February 14 - 18, 2019

Between the Venetian &
MacArthur causeways
Miami Beach, Florida

Miami International Boat Show

February 14 - 18, 2019

Miami Marine Stadium
Key Biscayne, Florida



Vendor Profile:

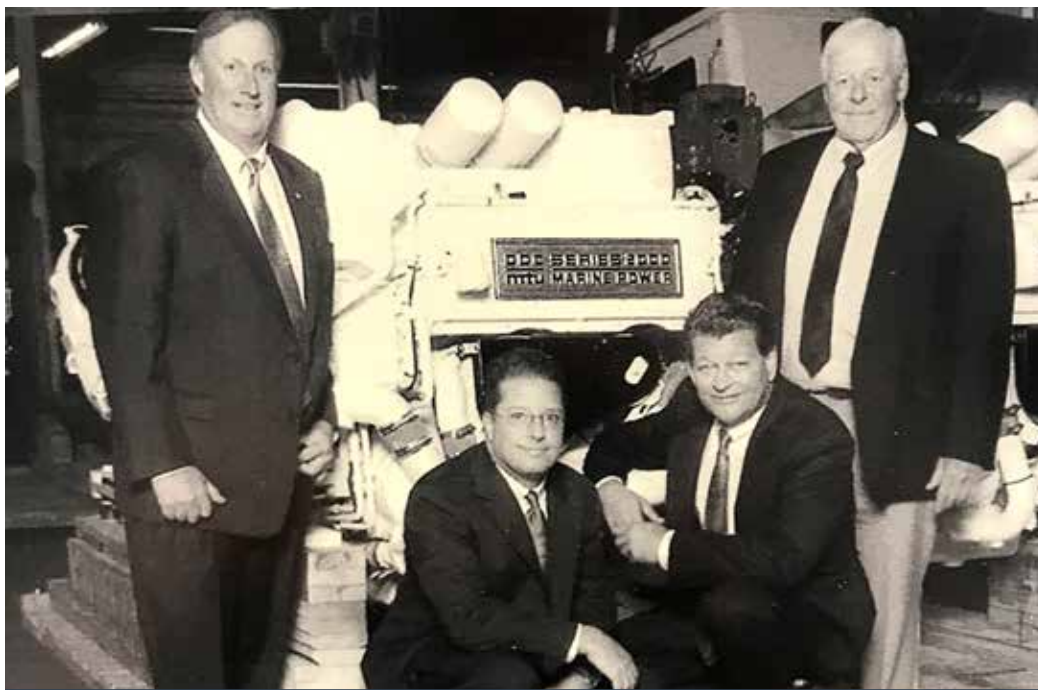
Johnson & Towers

Power. Passion. Partnership.

The Healey family's passion toward boatbuilding has attracted like-minded partners from the day Bill and Bob opened the doors of the Viking Yacht Company. Since the 1960s, Viking has worked with Johnson & Towers, a power center for Volvo Penta and the largest MTU marine pleasure craft distributor in North America. Back then, J&T pioneered the industry by customizing 2-Cycle Detroit Diesel on-highway engines for marine use. This was the only way to produce enough horsepower to reach the Healey brothers demanding performance needs. The nature of the business and technology have certainly changed since those early days, but the close partnership of the two companies has never wavered. J&T shares the Healeys' passion for servicing customers, with J&T's corporate mission statement of "proving your needs come first."

Today, J&T has almost a century of storied history and experience. The company was established in 1927 by Walter F. Johnson Sr. and his partner, Joseph A. Towers, in Philadelphia. It wasn't long before the Towers family sold their share of the business and it has continued with the Johnson family for four generations, much like the Viking family who recently introduced the third generation of Healeys into the fold.

Viking President and CEO Patrick Healey was a close business associate and personal friend of recently passed Walter Johnson III. The pair, along with the late J&T Senior Vice President Bob Shomo Sr., spent plenty of time together in the cockpit of Pat's Viking demo boats or Walt's string of company JT Viking demo boats. They both shared a passion for fishing and also enjoyed using both of their products in a real-life environment. Walt could relate to customers' need for a quiet, efficient, dependable and serviceable



From left to right: Walt Johnson III, David Johnson, Bob Shomo Sr. and Walt Johnson Jr.

engine because he was also a customer.

Hull one of our new Viking 58 is powered with a pair of MTU 10V2000 M96L (1622 MHP) engines. The 10V is the newest engine in the MTU Series 2000 M96L line up, and shares the same characteristics of the 12V and 16V M96L's with quiet operation, strong acceleration, no smoke, economic fuel burn and a great power-to-weight ratio.

"Viking is known for our enginerooms and we take a lot of pride in that," says Viking's Vice President of Sales Mark Waldron. "But what goes into that engineroom is equally important. We've been working with Johnson & Towers since the beginning and like us, they stand behind their product."

Keith Monahan, Viking's Sales Manager, says, "Ninety percent of every part of a Viking is designed



Bob Shomo Jr. alongside the new 10-cylinder MTU that powers the Viking 58.



J&T CEO David Johnson and Vice President Bob Shomo Jr.



The 1996 introduction of the Series 2000 at the Viking Yacht Company. Pictured from left to right: David Johnson, Pat Healey, Bill Healey and Walt Johnson III.



and manufactured on the premises to incomparable quality. That other 10%, which includes engines, has to live up to our high standards. And we don't compromise."

Johnson & Towers, owned and operated by CEO David Johnson and Vice President Bob Shomo Jr., recently purchased the company's fourth Viking Yacht. The *JT* is hull number two of the new Viking 58 series and powered with the same V10 engines in the first 58 C. David and Bob are excited about the boat and competing in tournaments up and

down the East Coast. The *JT* made its debut at the 2018 Fort Lauderdale International Boat Show and was used by Viking's dealer network to sea trial nearly 200 customers. "The reaction was all the same," says David. "The new Viking 58 is leading the market in performance, handling and efficiency."

"It's a terrific partnership," explains Bob. "We all work together to make sure we have the best product for our boats and also the best service for our customers." 



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Viking Story

The View from the Top By Alexis Burd

This is the Viking Story, a series of articles documenting our almost 55-year history. Viking was enjoying the success of its 65 Convertible when we last left off. In this chapter, a fleet of convertibles and the establishment of sister companies take Viking to new heights.

Our last article focused on the incredible success that Viking's 65 experienced. It mentioned how the 65's combination of a spacious design, optional crew quarters, technological advances, comfortable ride and, of course, how the impressive speed received accolades throughout the industry. The company sold over 80 models from 1999 to 2006. During that same timeframe, a company-wide transformation took place.

In less than a decade after the devastating luxury tax's 1993 repeal, the company that had once been laser focused on building that next better boat, broadened its vision to constructing an entire fleet.

From the late 90s through the mid 2000s, Viking sprinted toward the future at an unprecedented pace. The intentional decisions from the top, alongside improvements in design

technology, enabled the company to churn out a record one to two new models a year.

"It was the first time in our company's history that we brought on at least one big boat a year and then we backfilled with other boats," says Viking President and CEO Patrick Healey. "That was key; we backfilled with other product that was very strong."

In 1999, the 65 emerged followed by the 61 two years later. Patrick says, "Those two boats, along with the 55 that debuted in 1997, made a powerhouse lineup of three big boats that really took us to the next level. Then you added that 74 to the lineup in 2004, and it was just wow!"



When Viking wasn't launching its next flagship yacht to the world, the announcement of a fast, design-advanced, smaller boat was right around the corner. For example, in 2002, Viking debuted what Patrick refers to as a second-generation 48 in addition to a new 52 Convertible. In 2003, a 45 Convertible replaced the 47. There was also the 50 Open, which the company first showcased in 1999 – a fact that sometimes gets forgotten as it shares a debut year with the more celebrated 65.

When it came to deciding what size model would be next, Patrick would look at the market and analyze it. He would opt to change some combination of the size, style and design for Viking's new models based on what was in high demand. Incorporating new technologies as quickly as possible would also make the newer models desirable. "You inevitably compete with yourself," he explains. "You want to have fresh product,

with new ideas and features. We developed a lot of forward-thinking concepts in those five, six years."

Viking's strategic designs won over customers and suppliers alike. The MTU engine distributor Johnson & Towers bought a Viking 55 to showcase its engines, and stepped up into a 61 a few years later.

"We were really hitting our stride in development," recalls Patrick. "It was a lot of product along with the bigger boats. That was really what set us up for success. The 55 was the start and then we just rolled after that."

The momentum seemed unstoppable; everything was coming up roses, and everyone was pushing for more success. Six years after the debut of Viking's 55, the unimaginable happened. In 2004, recognizing it was time for another change, Viking stopped production of its iconic

vessel, and replaced it with a 56. "We didn't rest on our laurels," Patrick explains. "We just kept making it better."

September 11, 2001

While the strong market served as the ideal environment for the burgeoning captain and mate industry, it likewise became the perfect setting for Viking's growing fleet. As long as Viking improved upon its designs, it seemed the market would grab anything New Gretna produced with unwavering enthusiasm. Viking moved forward fueled by its successes, and motivated by the persistent fear that it could never truly shake. The company never knew when the good times would end or when its particularly vulnerable luxury product would be a victim of the next downturn.

On September 11, 2001, Patrick Healey was on the way to his office when the person on the other end of the phone told him a plane hit the World Trade Center. He turned on the

To showcase their engines, Johnson & Towers bought a Viking 55 and stepped up to a 61, seen here, a few years later.



news in his car and listened to reports for the next 20 minutes of his commute. When he arrived at work, he called Frank Bongiorno, the owner of the Staten Island, New York, Viking dealership. Pat remembers him saying: “All hell’s breaking loose up here, Pat. You can’t believe it.” From his Staten Island dealership, just across the harbor, Frank watched the Twin Towers collapse.

The now infamous terrorist attacks on 9/11 occurred one week before the Norwalk Boat Show. Patrick was on the board of the National Marine Manufacturers Association (NMMA) at the time and remembers being a part of conference calls where some members wanted to cancel the show. Patrick responded emphatically, “Let’s give people a distraction. Let’s give them life as normal.”

Patrick never second-guessed his decision to go to the Norwalk Boat Show, and as expected, Viking did not sell any boats. Two weeks later, when Viking did not sell a single boat at the Annapolis Boat Show, Patrick began to worry and remembers saying, “We’re probably going to have to go into some type of crisis mode. It was a very shocking thing to our country, how these terrorists struck our homeland.”

This attack had the power to hurt consumer confidence and the economy. Patrick – like his father and uncle had for so many years – began to worry about how this event could affect his coworkers, friends and boating industry colleagues who were all equally important to the Healey family.

“We had great dealers. We had conference calls with all of them,” says Patrick. The message was simple: “Nothing’s changed. We’re going to push forward. We’re going to do it. We’re going to be positive.”

Fortunately, at the end of October, approximately seven-and-a-half weeks after 9/11, this approach and attitude paid off when Viking attended an extremely successful Fort Lauderdale International Boat Show. “We never had to go into Plan B,” Patrick recounts. “But we certainly had crafted it with our team. My Uncle Bob, of course, leading the charge.”

The Fort Lauderdale International Boat Show also stands out in Patrick’s mind because it was there that Viking sold a boat to someone who was in the World Trade Center on 9/11 and survived. “It was amazing,” Patrick remembers. “The attitude of the people who were saying, ‘Life is short. Life is precious. We’re not going to let some radical halfway around the world dictate how we should live our lives. We won’t live in fear.’”

Depth By Width

The success of the 55 and 65 landed Viking on an international stage. “Walk-ups,” as Patrick Healey likes to call them, became a frequent occurrence at boat shows. International dealers wanting to grasp a piece of Viking’s success would inquire about the possibility of a partnership with Patrick at the shows. This experience contrasted to the late 80s and early 90s when Patrick toiled to build a distribution network for his lesser-known Viking product at that time. In those years, though the gap continually diminished, Viking was still chasing the industry giants of the day, Hatteras and Bertram.

The momentum seemed unstoppable; everything was coming up roses, and everyone was pushing for more success.

In 1997, after the 55’s launch, Viking began to enjoy the other side of the equation afforded by its solidified and hard-earned reputation. “We had a tremendous amount of walk-ups wanting to become our dealers. We looked at them and would see where we could be successful,” Patrick explains.

“Our international program had made great strides. We were really digging into it,” says Patrick referring to the 10 years spanning 1998 to 2008, or in boat models, from the Viking 55 to the Viking 74. By 2008, Patrick remembers Viking’s international dealership network had expanded to about a dozen dealers.

About half of Viking’s present day international dealerships can trace their

Viking roots back to this era. Today, Viking’s well-known product is represented by dealerships scattered throughout the globe.

Viking’s dealerships began to grow deep roots as the next generation, some of who had been children during the luxury tax years in the early nineties, started professional careers and joined the family business. “The dealer network was excellent,” reflects Patrick. “Galati was on board by then and it was just as solid then as it is today. We had a couple new players come and go but your Bluewater and HMY dealerships were there. South Jersey Yacht Sales, Jefferson Beach and Staten Island were all established.” Oyster Harbors Marine joined the Viking dealership network in 2000 and remains the youngest dealer partner. Because Viking dealers have a strong connection with the company, little turnover occurs. Viking’s focus and ability to produce new product keeps their dealers on a positive trajectory of success for their own businesses. It is a symbiotic relationship, which began the moment Patrick asked them post luxury tax in 1993, for their total commitment to the Viking brand; and they accepted.

The Healeys know there is no better way to continue the culture of a family business than to keep the family involved. Within the Viking plant, in addition to the Healeys, there are several second- and third- generation family members. The Viking dealerships are no different. “The Galatis have their sons and daughters joining the business,” Patrick says. “There are probably 15 third-generation Galatis working at the dealership now. That’s a welcome sight.”

Patrick points out that the major suppliers also grew their family members’ involvement from 1998-2008. “Picking great vendors is a very important thing,” says Pat. “Our key vendors are privately owned and have brought in second and third generations.”

Going Bigger: The Spectacular 74

The 65 led the way into Viking's sophisticated large boat era. Despite the many larger yachts built since, Viking employees still remember the sense of awe they felt upon finishing the demo of this beautiful and massive yacht. Some wondered if there was a market to support a production line boat like the 65. In that moment, doubt was understandable; it underscored just how new and unique the concept was. The similar 61 followed and then Viking's design and engineering team worked together toward the next better boat.

They found their answer in a thirteen-foot jump with the next model: a spectacular 74-foot boat, releasing it to the world in 2004. This time, for everyone, the leap felt less like a leap of faith and more like a leap into the company's rightful future. "My recollection was that we had customers looking to go bigger and the engine companies were developing more powerful engines," says Vice President of Engineering Lonni Rutt. "I think it was a timing-is-right decision. I would say we were all following the same thought process at that time."

Patrick also remembers how the great engine availability played an important role. "Approximately the first twenty 74s were built with a pair of MTU 2,000 horsepower engines," he explains. "Then MTU brought out a new 2,400 horsepower engine which gave the boat new life." And by life he meant the 74 could cruise in the low 30-knot range and topped out between 36 and 38 knots.

As with its immediate predecessors, Viking made the 74 from composite materials that helped lower the overall weight. Patrick remembers they tried to shave off extra pounds wherever they could. "We really started to push the envelope to make the boats bigger but not gain a lot of weight." Even though the company continued to improve the composite materials, these larger boats carried a substantial weight that the stronger engines helped offset.

In the early and mid 2000s, it was as though Viking was acting the main part in a play, and all the right characters joined the company on stage at the right moment, each assuming an essential role. It wasn't just the engines that gave Viking a boost. On cue, a new propeller

entered the boating world making Viking's sophisticated yacht perform even better. An intelligently designed VEEM propeller manufactured in Australia arrived in New Gretna. VEEM quickly became the propeller of choice, much appreciated by Viking's engineers as they sought better ways to efficiently power these sleek giants through ocean waters.

Many similarities existed between the 65's design, and that of the 74. In describing the 74, Patrick says, "The 74 had all the parts of the 65, just bigger. It incorporated more accommodations and all the great things we learned building the 65." In many ways the 74 was a 65 on a bigger hull, but, as Patrick would be the first to point out, it was also so much more than that.

The larger size allowed the design team to experiment with different layouts creating an entirely new living experience for the owner. For the first time, Viking placed the dinette and the sofa on the same side of the salon opening up the entire interior gathering area. Integral to the design was an outboard companionway on the starboard side which allowed for a master stateroom that nearly spanned the beam of the boat. The mezzanines came into full effect during this time as well. They were so popular that customers who bought earlier models, which did not have mezzanines, brought their boat back for retrofits.

Launching the 74 meant Viking had achieved four flagship boat wins in a row. In its first year alone, 14 Viking 74s were sold and throughout its production life, Viking built 44. Appreciating the level of success this strategic step achieved, Patrick states, "It was one of those things. New engines keep making it better and new design concepts kept coming. We just kept making it better and better each and every time. The 74 was the hottest selling 70-foot-plus boat in the industry. It set the industry on its heels."

Two Meals and Two Deals

Whether he was headed to a dealership or a tournament, Patrick Healey was accustomed to flying, a lot. In the late 90s whenever his plane landed on a runway, he began to notice all the private jet companies who had their own service departments located onsite at



The 74's size gave the design team more freedom to create unique interior spaces. Companionway shown above.



Salon



Master Stateroom



Mezzanine



“The 74 was the hottest selling 70-foot-plus boat in the industry. It set the industry on its heels.”

Patrick inherited his father's mindset. If parts were too expensive or if they were taking too long to arrive in New Gretna, Co-founder Bill Healey would make the decision to bring that integral step in-house. The more control Bill had over the process, the more he could control the quality and timeliness of the output.

For Bill, building a better boat meant a continued focus on improving the efficiencies inside Viking's New

Gretna production facility. In the late 90s, the production facility ran under the strong leadership of Production Manager Al Uhl and Bill Healey. New Gretna did not need Patrick's help; Florida did.

The next step involved presenting the idea of a Viking-owned Florida service facility to Bill's brother and Co-founder Bob Healey. Patrick recalls, “I went to my Uncle Bob and said, ‘Eighty percent of our boats pass Palm Beach Inlet every year.’” Bob agreed it was a smart move and fortunately Patrick's search for the right location did not take long. He found the perfect property in Riviera Beach and never looked back.

Now, Patrick needed to assemble the right leadership team, knowing everything else would fall into place. Fortunately, Viking's prior production manager, Lou Correia, was living in Florida. Patrick heard Lou had recently left his job and knew he would be the right fit to get the Florida service center up and running. Patrick vividly remembers

the exact scenario: “I called Lou and said, ‘I'm going to be in Florida, do you want to have dinner?’ We went to dinner and I said, ‘Lou, would you be willing to head this up?’ and he said, ‘Yes I would.’” Lou agreed to give Patrick four years then he planned to retire. Like his father and uncle before him, Patrick understood the significance of hiring the right person to fulfill a business plan. He now knew this endeavor would be successful and remembers saying to himself, “Okay, well now I have my key guy.”

With a great production manager in place, Patrick needed to find a skilled, trustworthy mechanic to head up the repairs. He remembered former employee Rick Weiler was living in Palm Beach, Florida, and running his own business.

To sell this 10-year Viking veteran on the benefits of coming back, Patrick took him to dinner and asked, “How about coming back? You can work for us and do what you enjoy. I'll worry about bill collecting and other headaches. And he said, ‘I'm in!’” Following in the footsteps of his father and uncle, some of Patrick's best deals included the recruitment of the right people. Talented individuals like Rick would have a positive ripple effect on the company. It's 2019 and Rick is still the Operations Manager in Florida.

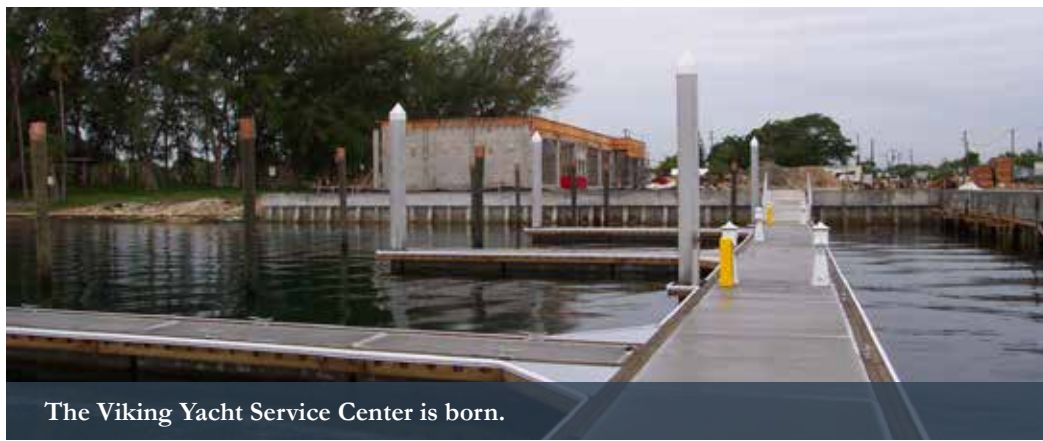
Lou facilitated getting Viking's Palm Beach service center up and running in 2001 with an initial team of about 15 people. The marina, already in existence, enabled Viking to begin working immediately on boats. The bulkhead and Travelift were put in place and then the building was constructed. “We were working all along,” says Pat. “It was only 15 people, but we were working the entire time.”

As promised, after four years, Lou retired in 2005. Viking found their next key player: Viking's Service Manager from New Gretna, Mike Samuels. “It was a no brainer,” recalls Patrick. “There was a five-minute meeting between my father and my uncle and our

each airport. At the same time his frustration in locating a reliable service partner in Florida became unbearable. “We'd be fighting with everyone who'd be doing our service work in Florida,” he recounts. “They'd be good for a year and then were hard to get a hold of and were harder to work with. We went through a half dozen relationships and I was shepherding a lot of that.”

From a financial standpoint, Viking would eat costs to keep the customer happy and keep Viking's reputation strong, even if the problem was more with the outside service facility than the Viking product. Patrick realized a Viking-owned Florida facility would improve customer satisfaction and give the company the ability to control warranty costs. It was inevitable that running a Florida service facility that was 100% Viking-owned and operated was the next step.

From day one back in 1964, streamlining every process was a core value the Healeys applied to Viking again and again. Clearly



The Viking Yacht Service Center is born.



“We were now delivering service at a new level.”

board of directors.” Even though the consensus among the group was that New Gretna would feel the setback, everyone knew it would be temporary until the company found his replacement. “We’ll gain strength in Florida,” Patrick said. “We were doing so much service work down there. We just spent \$10 million building a brand new facility so we had to have the right guy managing it and that was Mike. To this day, Mike does an incredible job.”

When asked about the impact the service facility has on Viking, Patrick mentions how today the facility works on over 550 boats a year. “It was a huge game changer,” he says. “Nobody else had it. We were now delivering service at a new level.”

A Waffle that Changed Everything

Around the same time that the Florida project was moving forward, Patrick

accepted an invitation from longtime Viking customer and successful Indianapolis builder, Pete Peters.

It was the spring of 2000 and they were both in Cancun: Pete was living on his boat and Patrick was on the company demo boat. This is how Patrick retells the story: “I went down to his boat and we ate waffles, Pete loved waffles. Then he said, ‘Pat, I’m seventy-five years old and I love this boat but I can’t do this again. I picked up my 65 and I went to get the tower and electronics. It was supposed to be done in two months and now I’m four-and-a-half months into it and it’s still not done.’”

Patrick knew how much Pete not only loved boats, but also the build process. “He used to come every Thursday,” Patrick recounts. “He flew his own airplane in from Indianapolis and he would sit on the production line to

watch his boat being built. Like clockwork, every Thursday for six months. He loved it! He loved talking to the shipwrights constructing his boat and he just loved being at the factory. He was a builder; he got it. He built half the skyline in Indianapolis.”

During this era, a finished Viking yacht would depend on a third party to install the electronics and tower. But Patrick felt Viking customers should not have to wait an extra four or five months to use their boat after Viking completed it.

Viking’s then Vice President of Finance John Kasinski remembers the frustration well. “We had been talking about it for a while because we had run into a number of different problems,” says John, now Viking’s CFO. “The idea behind Viking-owned tower and electronics companies is providing a turnkey product. We could control the entire process from start to delivery. By using subcontractors, there are problems with either the tower or the electronics or the boat. And there are three different companies working on the boat. It was very challenging to determine who did what and who’s at fault, so we ended up eating most of those costs to satisfy the customer.”

These other companies did not manage their production schedule as well as the Healeys, and clearly there were several reasons motivating Patrick to intervene. Patrick wanted to solve Pete Peters’ frustration. There’s no fun in owning a finished Viking that can’t be used.

Patrick refused to lose a customer like Pete. Pat said, “‘You enjoy this, you enjoy building the boats. I can’t have you not build another boat, Pete.’” Then Patrick remembers asking, “‘What would you do if I started a tower and electronics company?’ He said, ‘I’ll buy another one in four years.’ And he did. He bought a 74.”

Building a First

When Drew McDowell announced that 2002 would be his last season as Viking’s demo captain, it could not have happened at a better moment in Viking’s history. By the time Patrick initiated the business plan for Palm Beach Towers (PBT), Drew



Palm Beach Towers is now the largest builder of towers in the world.

had installed close to 50 towers over the preceding 15 years on a variety of Vikings. Drew accumulated significant experience working alongside Viking's tower manufacturing vendors. For Patrick, Drew's strong grasp of tower construction, basics and style, made him the ideal fit to run Viking's new tower company. As talented as Drew was at the time, Patrick remembers he still needed some convincing to accept the position, and some encouragement along the way. "Those first six months, he was fed up a couple times but he pulled through and now he's the leading guy in the industry," Patrick acknowledges.

Drew admits it was a massive undertaking to build a structurally sound tower that was also visually appealing. Helping to install a tower that someone else manufactured is quite different than running a company of three – one welder, one helper, and himself – and

building a tower from nothing. Fortunately, his welder, Bob Lally, had worked for Viking years ago and was also experienced in metal fabrication. Drew had built some small structures for boats, though never something on the scale of a tower. They combined their skills and worked alongside Viking's in-house experts to get this new company off the ground.

"The engineers at Viking helped us with the design," Drew recalls. "The first one we put a tower on was the brand new 45 Open. It was myself and Bob. We had some drawings from the engineers at Viking and started putting the tower together in New Gretna, and then we had them build the fiberglass parts." The third person was hired when it was time to install the structure. "We rigged the boat and we made the boat show."

Hull one of Viking's 45 Open will go down in history as showcasing PBT's very first tower at the Fort Lauderdale International Boat Show in 2002. Understanding the minimal timeframe which Drew and his small team worked makes the accomplishment that much more impressive. Drew recalls that he and Patrick laid groundwork over the summer, but, for the most part, he started from scratch, day one.

Drew will talk about how his task of running PBT also challenged him as a leader. As the captain of Viking's demo, he had supervised no more than two people. Within six months, Drew was running a company of 20 people.

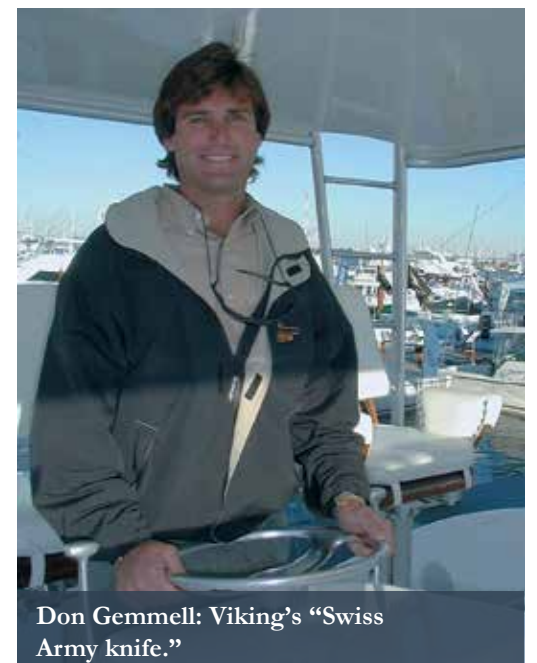
After the Fort Lauderdale International Boat Show, Drew worked to get the shop up and running in Florida. He quickly hired fabricators and installers as PBT was tasked with adding towers to Vikings of all sizes. Drew recalls James "JT" Dehaven, still one of his supervisors today, was one of the first hires in Florida. In January 2003, they hired a designer, Brett Standen, also still with PBT today. This addition to the team served an important purpose because PBT's process could become more efficient with their own dedicated designer versus utilizing a Viking engineer who was already busy building yachts in New Gretna.

Despite Drew being around boats his whole life, he admits building a tower that would

have to be functional and safe in rough ocean waters was an intimidating task. "I was always big on design quality: how it should look and how it should function from running the boats over the years. I was very involved with rigging a lot of different boats, with installing towers and electronics, and what it needed to be strength-wise to withstand the conditions and what we were putting the boats through. I knew and understood all of that; the challenge was how to put it all together and make it look the way it was supposed to," recalls Drew.

Another challenge faced by the team was how to measure the boat for the tower without the elaborate 3D CAD we have today. Unsurprisingly, present day Field Support Engineer Don Gemmell, who Patrick describes as "a Swiss army knife," helped figure out a way to systematically measure boats, ensuring the towers would fit properly. Don invented a procedure to measure boats that would allow the PBT team to build a tower on the ground and subsequently set it on the boat for a perfect fit. Drew states that even though 3D technology has simplified the process today, PBT still uses most of the procedures Don developed back then.

Conceptually, Palm Beach Towers began in 2001, the same year as Atlantic Marine Electronics (AME), the other half of Patrick's promise to Pete. As is the case with all Viking beginnings, it started with finding the right person. "And we got a key player," recounts Patrick. Todd Tally was working for



Don Gemmell: Viking's "Swiss Army knife."

a local electronics company doing a lot of work on Vikings, and he wasn't happy, so we recruited him to come to work for Viking."

AME was formed to provide Viking owners with one-stop shopping for electronics equipment with professional installations and service. The mission statement of AME is that a properly designed and installed electronics package can be turnkey.

"The idea behind AME is that we can become the boat owner's personal electronics specialist for the life of the boat," says Todd. "Whether you're outfitting a new boat or adding technical innovations, such as underwater lights or thermal imaging cameras, we have the expertise, product knowledge and field support to set up owners with the best in marine electronics and entertainment systems."

AME has rapidly proven to be the preferred technical source for sophisticated marine electronic installations and service. Today, AME is known world-wide for its sales, custom installations and service support for factory-installed electronics packages aboard new Viking yachts, and the company also does refits, upgrades and other electronics work on pre-owned vessels and boats from other builders.

"This is what we deliver at AME and PBT," says Patrick. "When we tell you it's going to be done in 60 days, it's done in 60 days. Pete

Peters was 150 days into the process and he should have been done 75 days earlier. It was ripping him apart that he couldn't have his boat. He was arguing and frustrated with the vendor and they kept pushing him back."

Both AME and PBT initially started to exclusively service Viking yachts as they finished on the production line in New Gretna. Their product quickly gained recognition and both became highly regarded companies in their own right. AME and PBT would go on to build electronics systems and towers for Viking's industry competitors. Today AME is one of the largest electronics companies in the country, and PBT is the largest tower manufacturer in the country.

The Approaching Storm

In February of 2008 Viking sold a lot of boats at the Miami Boat Show. Then the spring selling season arrived producing an unusually low amount of sales. Viking sold only a few boats throughout the entire spring. No one was concerned yet that this might be the start of a long-term economic slowdown.

John Kasinski admits he didn't see it coming. "The only one who saw it and thought it was going to last as long as it did was Patrick." John remembers the small financial road bumps Viking experienced after Y2K and again after 9/11. Viking made it through both with barely a scratch."

"We do a lot of 'what if' scenarios and a lot of projections so I remember specifically during those early 2000s doing a tremendous

amount of projections for significant reductions because we'd run into these lulls. Then business would pick up and we'd throw the projections in the drawer. Maybe 18 months later we'd pull them out and start analyzing them because we thought, okay we're in it now. Then they were tossed aside because we'd have a great Lauderdale Show. When it actually happened it was really hard for us to recognize, but Patrick was on the front line and he knew."

For John, the dry runs of projections had been too numerous, making it difficult for him to see the storm brewing on the horizon. For Patrick, the turning point occurred one evening after two conversations. He knew that not only would this storm hit Viking, it would be devastating. "I remember standing in a parking lot on a steamy July evening. I was fishing the Beach Haven White Marlin Invitational tournament the next day and I was trying to get two deals closed."

Patrick was going back and forth between the two customers on his cell phone. He was trying to get the deals done before Viking's fiscal year ended July 31, just a few days away. This was his last opportunity to sell these boats and he was working it.

Eventually, neither prospect felt comfortable moving forward because of how their businesses had slowed. "And I knew," Patrick says. "I knew we were in it for three years. How did I know? Because of the luxury tax." 🐞



One of Atlantic Marine Electronics' early custom electronics installations.

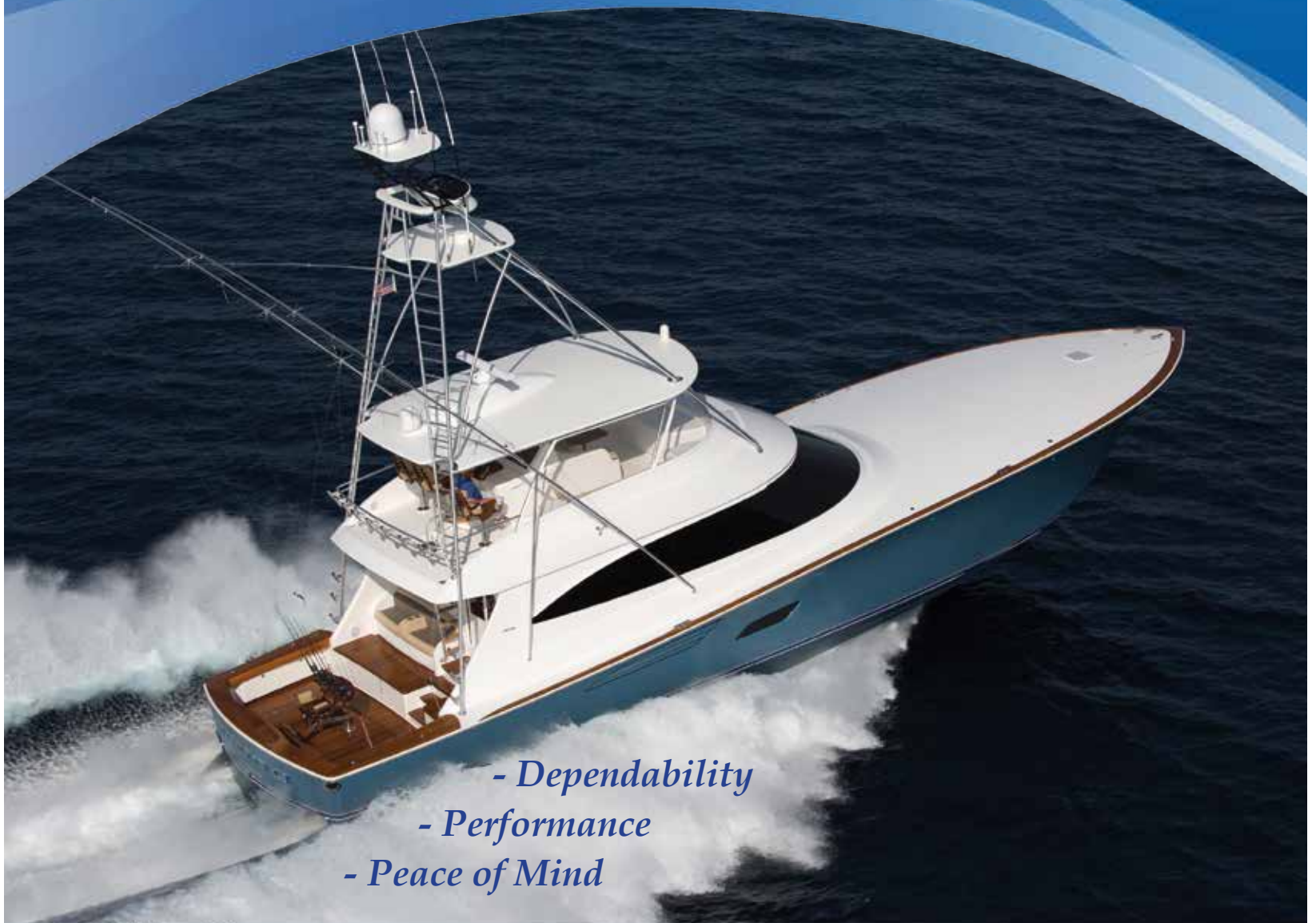
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“Exercising” Pays Off

Protect Your Investment with These Tips from the Pros



Clockwise from left: Exercise the louvers of the Delta T engineroom ventilation system’s dampers; open and close seacocks with systems off; check hose clamps; clean air filters throughout the boat.

Boats live in a harsh environment, always fighting the buildup of salt and the inherent issues that come with humidity and moisture. Owner/operators and captains should routinely carry out a thorough inspection of their vessels—and keep a record of their findings—to ensure that they remain in tip-top condition.

Valhalla tapped Dan Mueller and Forrest Robertson at the Viking Yacht Service Center (VYSC) in Riviera Beach, Florida, to identify some of the systems, components and areas of the boat that need weekly or monthly inspection and minor preventative maintenance.

“Most of these items are in the engineroom, but there are critical checks to make in the lazarette and the forward areas of the boat, as well, including the forward bilge and throughout the interior,” says Dan, the Service Manager at VYSC. “All of these areas are painted with bright white Awlgrip and well-lit for visibility, making inspection and maintenance easier.”

“You want to avoid letting the moving parts of the boat sit for extended periods,” says Forrest, a VYSC Service Advisor. “The key word to remember is ‘exercise,’ which means to simply use the systems — open and close valves, turn controls and switches on and off, run the freshwater sources, flush the toilets, run the windlass.”

Lazarette

Check the rudder posts, seals and bearings. Look at the steering rams, examine the

hydraulic fluid lines for leaks and water intrusion. Manually lift bilge pump float switches to make sure they activate. Examine the bonding wires. Check the Seakeeper for leaks, zinc condition and the cooling valve; check the hose clamps and hose condition throughout.

Engineroom

A lot rides on the status of your boat’s battery system, such as safety, accessories and convenience items. “Remove the lids to inspect the batteries themselves—the connections, the integrity of the cables and wires and any signs of corrosion or debris,” says Dan. “You’ll want to assess their state of charge by using a volt meter. The batteries should be holding a charge from 26 to 28 volts.”

Exercise the seacocks and ball valves, opening and closing them when all systems

are off. Work the louvers of the Delta T engineroom ventilation system's dampers, which are integrated into the yacht's fire suppression system. The system must be certified annually; check the expiration date. You should also manually turn on the system's automatic fans.

Alternate the use of the boat's seawater pumps to ensure longevity. The seawater system's manifolds need attention as well. Common sea water systems should be cleaned using a non-toxic and biodegradable marine growth remover. This is something a professional service technician should handle.

Check the fluid levels for the main engines, transmissions and generator(s). Look at the hydraulic fluid levels for the steering system and bow thruster. Some electric bow thrusters have fluid reservoirs in the bilge.

Visually inspect the sea strainer baskets and clean, using a hose and brush. Lift bilge pump float switches. Make sure the "clean-out" pumps are in working condition, too. Primary and secondary fuel filters need to be changed periodically. Those with vacuum gauges and telltale needles can be checked. High restriction levels warrant professional service.

Don't forget those hose clamps. Check their tightness and look for signs of corrosion or leaks. Inspect the shaft seals, looking for water or excessive moisture, and keep at least one spare seal.

Forward

Regularly flush the toilets to keep fresh water moving through the system and lengthen the life of the bowl seal that prevents the toilet from "running." If your boat will be unused for several weeks or longer, top off the water tanks to avoid stagnant air. Running the garbage disposal and all water sources throughout the boat is also wise.

Check the return air filters in the salon and staterooms. If they become clogged it greatly reduces the efficiency of the air conditioning. They can be cleaned using a vacuum or even rinsing in the sink. It's also good practice to pour one cup of hydrogen peroxide in each air conditioning air handler every month. These units are normally

installed in the hanging lockers in each stateroom and under the flybridge brow for salon units. The hydrogen peroxide will keep the drains clean without harming the hoses or environment.

You can also exercise your electrical system. Be sure to cycle breakers that don't often get used and the rotary switches in the distribution panels in the engineroom. Your electrical system should be checked by a qualified ABYC (American Boat and Yacht Council) certified electrician every year or two. They will make sure that all the high voltage connections are tight and the systems are safe. All of the electricians at VYSC are ABYC certified to ensure your boat gets the best of the best when it comes to service.

Run the windlass. Inspect the connections in the anchor locker. Most boats are outfitted with bow thrusters, which can be accessed via a forward centerline hatch. Visually inspect the bow thruster and the bilge area. Check the hydraulic lines for leaks. Milky fluid is a sign of water intrusion.

In this same area, you'll find the shower sump pump; check the valve and the float switch that activates the pump to ensure proper working order. Hydrogen peroxide also serves as a great cleaner for your shower sump pump boxes. 

Spare Parts

Although your Viking's systems are designed and engineered for maximum longevity, it's still wise to keep a collection of spare parts on board. Here are some items recommended by the Viking Yacht Service Center.

Water Maker and Spot Zero Filters

Common Sea Water Pump Strainer Basket, Lid and Lid Gasket

20 Small Mesh Strainer Baskets for Air Conditioning Sea Water System

Anodes For Engines (If Applicable), Generator and Seakeeper

Hose (5 to 10 Feet Extra in Relevant Sizes)

Duct Tape and Flex Tape

Windshield Wipers (If Applicable)

Spare Bilge Pump and Shower Sump Box Pump

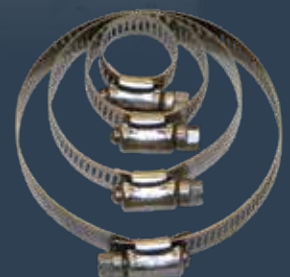
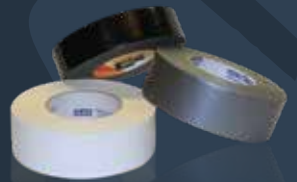
Spare Bilge and Shower Sump Box Float Switch

Hose Clamps In Various Sizes

Filters:

Oil Filters for Engine and Generator;
Spare Racor Fuel Filters for Engines and Generators

Belts for Engines and Generator





The Viking Difference

Building a Better Boat Every Day is the Mantra
of the Viking Yacht Company



The Viking Yacht Company is located on the Bass River, a winding marsh-lined tributary that feeds into the Mullica River and flows into the Great Bay. About 50 minutes by boat to Atlantic City, the wilderness of the Bass River sits in stark contrast to the leading-edge technology that exists with every Viking leaving the New Gretna facility. Building a better boat every day has been Viking's philosophy for over five decades, and this is why Viking leads the industry today in performance, innovation, engineering and luxury. And Viking will also lead tomorrow because its commitment to excellence is reflected in the "Viking Difference."



Family Business

Brothers Bill and Bob Healey founded the Viking Yacht Company in 1964 and it remains family owned and operated. Bill's son, Patrick J. Healey, is the CEO and President of the Viking Yacht Company. Robert Healey Jr., who is Bob's son, is the Executive Co-Chairman of the Viking Group, which manages all Viking entities, large investment portfolios and commercial and residential real estate interests. Viking Yachts is a debt-free company and answers only to its unyielding commitment to build the finest boats money can buy.



State-of-the-Art Facilities

Our modern facilities are equipped with the latest technology and machinery. From multiple CNC routers for cutting composite and wood parts to a \$1 million five-axis profiler, which creates foam plugs to build complex molds, Viking clearly defines cutting edge. And yet, with a dedicated, talented and skilled workforce, the human element is equally dynamic.



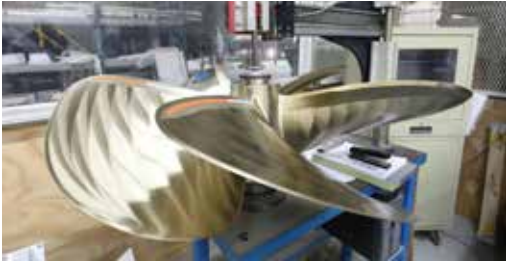
The 90 Percent Factor

Over 90 percent of every Viking is designed and manufactured in-house, resulting in the production of the world's finest sportfishing and motor yachts. Whether it is a fiberglass fuel tank, a wiring harness labeled every eight inches or a hull-to-deck joint through-bolted every three inches, you can be sure of incomparable quality.



Front and Center

An engineering-driven company, Viking thrives on the pulse of innovation and the development of new and exciting product. We have the youngest fleet in the marine industry that consists of ground-breaking boats.



Quality Control

With production plants in New Gretna and Mullica, New Jersey, Viking can build upwards of 100 yachts annually from 37 to 100 feet. Viking holds an inherent quality-control advantage because the company manufactures most of the yacht's components in-house. In addition, dedicated personnel thoroughly inspect each yacht during the build process. This type of attention to detail ensures greater reliability, safety and customer satisfaction.



Finest Service

Experienced service personnel with an intimate knowledge of onboard systems stand behind every Viking Yacht. You never go to sea alone when you own a Viking.



Viking Yacht Service Center

Located on the Intracoastal Waterway in Riviera Beach, Florida, and just minutes from Palm Beach Inlet, our two service complexes handle warranty, fiberglass and running gear repairs. Staffed by Viking-trained professionals, Viking is the only manufacturer to provide its owners with a satellite facility solely for their convenience.



Preferred Insurance Risk

Vikings are highly regarded by insurance carriers due to their overall quality, safety and reliability.



Vertical Integration

To complement the Viking experience, we have created two sister companies. Palm Beach Towers designs and crafts the finest aluminum tuna towers, custom railings, fiberglass hardtops, drop-down electronic boxes, flush-mounted electric teaser reels and a host of other specialized items. Atlantic Marine Electronics is the premier source for Viking installed navigation, communication and entertainment equipment. By specifying Palm Beach Towers and Atlantic Marine Electronics for your accessories, you are assured one-stop shopping and will enjoy the absolute bliss of taking delivery of your new Viking turnkey ready.



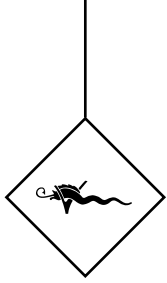
Total Focus

Continuous development with innovative details is the hallmark of a leading-edge company and every model from 37 to 100 feet represents Viking's unyielding commitment to build a better boat every day.



Lead Not Follow

In the marine industry, we don't just raise the bar. We are the bar. Viking incorporates the best in design and performance to manufacture the finest semi-custom yachts in the world. From technical advancements like tank testing and designer touches like curved doorways and exquisite joinery, Vikings are the epitome of luxury and seagoing excellence. See for yourself why Viking craftsmanship and blue-water performance are the standards by which other boats are judged. Experience the "Viking Difference."



Gut Check

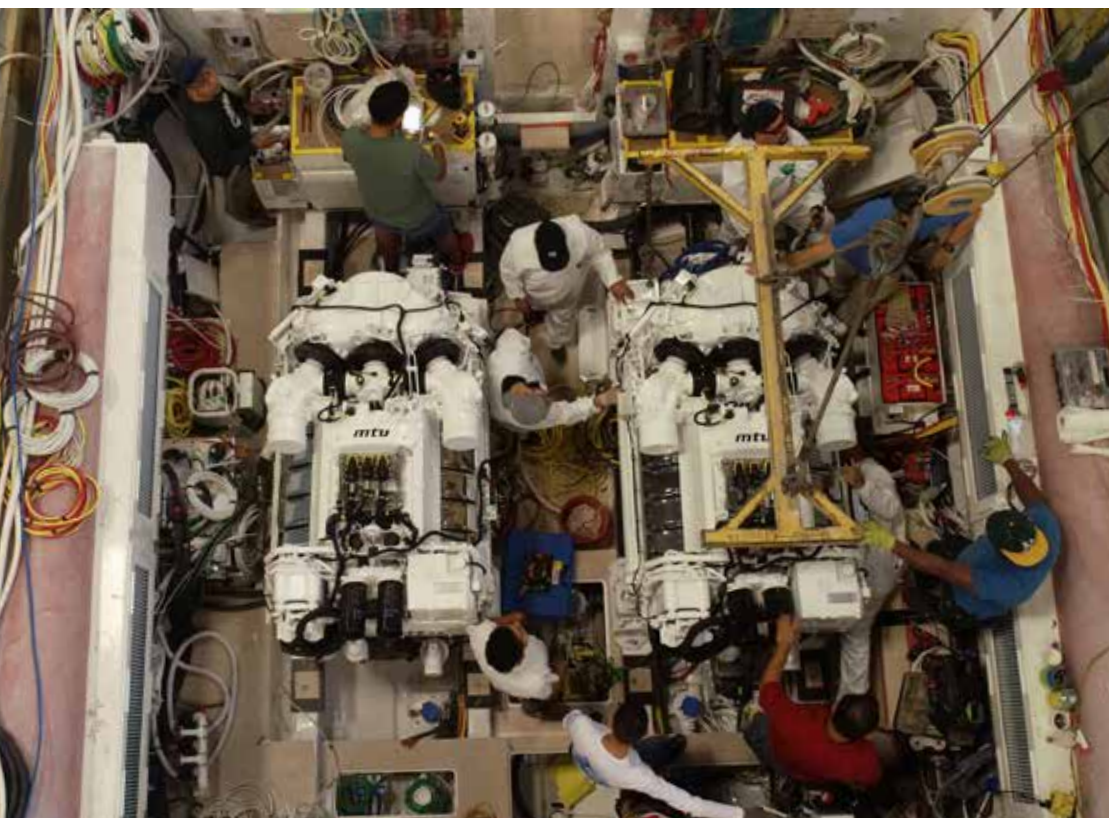
Viking's Mechanical Department



Mechanical installer Raymond Alvarez preps a convertible sportfisher's struts and shafts for painting.



There's no shortage of heavy lifting in the Mechanical Department. Pete Skudalski Jr. (left), lead man of Line 1 Mechanical, and Quality Control Engineer Yasser Hassan guide a stainless steel rudder into the rudder log of a 92 Convertible.



Viking's experienced and skilled Mechanical Set Up team, known as Department 01, is involved in the prepping and installation of nearly every system aboard a Viking. Engines, gensets, air conditioning, steering and running gear, fuel tanks, fresh and seawater plumbing, hydraulics, refrigeration, tuna tubes, water makers. The list of mechanical components seems never-ending.

"We have our hands on every part of the boat," says Mechanical Department Foreman Bill Langel. "Everything our mechanical installers touch plays a critical role in the yacht's performance and integrity."

Walk down the mechanical areas of our production lines in New Gretna and Mullica and you'll be amazed at the array and diversity of the components and systems being installed in the hulls. Within the span of one hour, you might see a pair of engines,



Bill Langel, Mechanical Department Foreman, oversees the placement of the first of two MTU engines in the new 58 Convertible on Line 3 in the New Grenna plant.

a Seakeeper gyro, and several air conditioning units being flown into the boats via overhead electric hoists. Peer inside a boat, and you'll typically find a handful of installers spread from bow to stern, working on a number of different jobs, such as the plumbing for a head system or the fittings of a chilled-water AC unit.

There's plenty of action outside of the boats as well. Like many departments within the plant, Mechanical maintains a staging area with numerous work stations. Department 01 owns the space between production lines two and three, a sprawling area filled with a collection of various water, steering and fuel pumps; mechanical and interior components; hoses; and finishing supplies.

Larger components, such as gensets, tanks, air conditioning units, and even showers, receive their fittings and appendages here. Fred Vassallo, a 38-year Viking veteran, is



"Everyone sees the shiny fiberglass and woodwork. We're responsible for what you don't see - the guts that make the boat tick." — *Mechanical Department Supervisor Steve Rickards*

Master Installers

Mechanical preps, fits and installs these and many other components and systems.

Engines
Generators
Seakeepers
Water makers
Air conditioning units
Hydraulic systems
(steering, bow and stern thrusters, windlass)
Steering systems
Shafts
Rudders
Struts
Seacocks
Swim platforms
Tanks
Refrigeration
Head system
Sink plumbing
Showers
Plumbing hoses, lines & pumps
Oil change systems
Fuel transfer systems
Tuna tubes
Exhaust systems
Fire-suppression
Fresh and raw water
Anodes



Ron Jengeleski, the “Tank Man,” stands on the fuel tank of a 72 Convertible. Ron installs the various fittings and pressure tests all of Viking’s custom-made resin-infused fuel, water and waste tanks. Total prep and testing time was about six hours for this tank.

responsible for prepping the showers, which includes installing fixtures and associated plumbing. “Every fitting needs to be installed in a certain way,” says Fred. “Attention to detail is very important.”

Department 01 installers are not only in charge of prepping and fitting a variety of equipment, they’re also capable of carrying out custom installations. “Part of our job is to be able to adapt and make custom installations while still maintaining a production-line schedule,” says Mechanical Department Supervisor Steve Rickards. “It’s a challenge, and our guys meet that challenge every time.”

Steve also points out that his team handles many multi-part systems. “Everyone sees the big components, like engines and gyros, but there are many others that need to be built or assembled, like central seawater system manifolds, water lines, fuel and steering hose assemblies, exhaust systems and air conditioning plumbing,” says Steve. Holding up a bag of PVC, nylon and bronze parts, Steve says, “You’re looking at what will

become the air conditioning and refrigeration cooling manifolds for the new 38 Billfish.”

All of the manufacturing departments rely on one another and work together to build a better boat every day. For instance, the fiberglass department, Viglass, manufactures our water, fuel and waste tanks using our exclusive resin infusion process. Once these custom designed structures are built, they head to Mechanical where the Viking-made supply and pick-up tubes are fastened into place. Ron Jengeleski, Mechanical’s “Tank Man,” pressure tests all of the tanks to ensure their integrity before they head back to Viglass for installation. The entire fuel system is tested again after all connections are made.

“It’s another example of the work that is out of sight once the boat is completed,” says Steve. “We’re responsible for what you don’t see - the guts that make the boat tick.”

So the next time you find yourself admiring the beautiful exterior of a Viking yacht, remember that there is beauty in the belly of the boat, too, a masterful collection of mechanical systems created by the dedicated team in Department 01.



STREAMING FAST & UNLIMITED DATA

Delivered by KVH's TracPhone® V7HTS



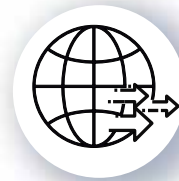
Advanced,
next-generation
HTS network



+



High-speed data channel with 10/3 Mbps (down/up)*
plus an unlimited use data channel



Expanded global
coverage



Easy to
upgrade



Affordable hybrid
airtime plans



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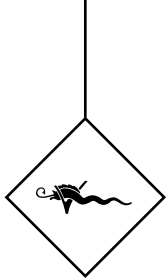
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*Data rates are rate plan maximums and may vary in different regions and under different conditions



For smaller boats,
the TracPhone V7HTS is now
joined by the new 37 cm
TracPhone V3HTS

The world's fastest, lightest,
ultra-compact marine VSAT system

mini is mighty!



AME

Turn to the Team at AME to Stay on the Cutting Edge



From left: Jon Avery, Florida West Coast Manager; Rich Kolasinski, Riviera Beach General Manager; Chad Clarke, Sales Manager; Todd Tally, General Manager.

Atlantic Marine Electronics (AME) is known world-wide for its sales, custom installations and service support for factory-installed electronics packages aboard new Viking yachts. A subsidiary of the Viking

Yacht Company, AME helps guarantee turn-key delivery for owners.

But the experts at AME also stand ready to serve as your personal electronics specialists for the life of your boat. So when it's time to

upgrade or select a new electronics package during a refit, there's no better partner to have than AME.

"We have the resources and skilled technicians to make sure the project is a complete success and your needs are 100-percent satisfied," says AME General Manager Todd Tally. "The name of the game with marine electronics is staying current with technology—and AME can help you do that."

AME is dedicated to making sure your boat is equipped with the latest in sonar, radar, chartplotting, autopiloting, AIS (Automatic Identification System), thermal imaging, vessel security, satellite entertainment, internet connectivity, audio-visual equipment



"The name of the game with marine electronics is staying current with technology—and AME can help you do that." — Todd Tally, Atlantic Marine Electronics General Manager

and virtually any other technology you desire.

When it comes to refits and upgrades, AME has a distinct advantage over the competition. “We already have a history with your boat, and we have the records of your boat’s initial configuration, so we can serve you at a higher standard with personalized service,” says Todd. AME can also accommodate the needs of owners of pre-owned Vikings and yachts from other builders.

In addition to New Gretna, New Jersey, AME operates in three different Florida locations—Bradenton, Destin and Riviera Beach.

AME has the resources and focus to provide you with a level of quality control and technical expertise that no other electronics company can match, with five quality control and delivery experts.

Atlantic Marine Electronics also supports its customers at fishing tournaments around the world, from the White Marlin Open in Ocean City, Maryland, to the Mississippi Gulf Coast Billfish Classic out of Biloxi, to Costa Rica for the Signature Triple Crown Billfish Series.

Product Recommendations

The team’s experience and knowledge allow them to filter through the market’s wide variety of ever-changing new products and technology to make sure your specific needs and expectations are met.

- AME has given the thumbs up to an exciting product recently introduced by Garmin: the GPSMAP 8600/8600xsv series. These units are equipped with premium features like built-in sonar and new BlueChart g3 coastal cartography from Navionics. Available in 10-, 12- and 16-inch displays that feature full HD in-plane switching (IPS) screens, the GPSMAP 8600/8600xsv series is Wi-Fi enabled and offers full connectivity and networkability so you can work with AME to customize your electronics system.

- For Vikings equipped with electronics systems that integrate components from more than one manufacturer, AME recommends third-party marine displays from Seatronx. The Hobe Sound, Florida,

company has announced the release of their newest innovative V-Series Sunlight Readable displays. Ranging from 15 to 21 inches, these displays are specifically designed, constructed and bonded for unmatched performance and reliability in extreme conditions.

The V-Series uses high-contrast IPS LCD technology, delivering a crisp, clear and vibrant image even in the strongest sunlight conditions. For night operation, the V-Series is equipped with wide dimming range and Red Night mode selection that allows for safe operation in low-light and blackout conditions.

- Under the umbrella of internet connectivity, KVH has just introduced its TracPhone V3HTS, which replaces the TracPhone V3IP. The TracPhone V3HTS is the world’s fastest and lightest ultra-compact marine VSAT solution, with a data upload speed of 2 Mbps and a download speed of 5 Mbps. In comparison, the V3IP has an upload speed of 128 Kbps and a 2 Mbps download speed. “It may be worthwhile for heavy users of a V3IP to upgrade to the V3HTS simply because of the much faster internet data speeds,” says Todd.

If you are interested in any of the products mentioned here or are contemplating an electronics upgrade, please contact Atlantic Marine Electronics in New Gretna, New Jersey, at 609-296-6000, or in Riviera Beach, Florida, at 561-493-2833; atlantic-me.com 

Tips From Todd

Get to know your electronics before taking delivery.

You can get the best experience from your AME-installed electronics package by taking just a few steps to prepare and orientate yourself with the fine products on your Viking.

“Whether you are taking delivery of a new Viking or working with AME on an upgrade or refit, putting in some time to plan your needs and then learn the systems pays off substantially,” says Todd Tally, General Manager of AME. “The good news is AME will work with you every step of the way until you are comfortable with the technology on your boat. No other company has AME’s experience and depth of knowledge.”

Meet with your sales representative to define your needs. “You’ll talk about various internet connections, including those for satellite, cellular and Wi-Fi systems,” says Todd. “You’ll decide whether you want DIRECTV, the Dish Network—or both, since each has its own advantages. You’ll also cover what’s available for satellite radio and weather services.”

“We’ll walk you through what most customers use, and your AME specialist will take care of all activations,” says Todd. “We want to get all of these procedures completed before you take delivery of your boat—whether it is a factory boat or a refit—so the boat is fully qualified before you head out for your first fishing trip or cruise.”

AME strongly recommends scheduling the appropriate amount of time to take advantage of AME’s talented staff to further qualify the boat’s systems through sea trials in real-world conditions. “Depending on the size and complexity of your systems, we recommend one to three days of orientation and sea trials,” says Todd. “By gaining a full understanding of your electronics, you can spend more time enjoying your Viking.”

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Viking South

Viking Yacht Service Center



With the Viking Yacht Service Center's upgrades in place, it has maintained its reputation as Florida's premier marina. Located on the Intracoastal Waterway just minutes from the Palm Beach Inlet, this facility is staffed with Viking trained technicians intimate with onboard systems and dedicated to delivering the best service experience possible. The Service Center also has an in-house engineering staff and most techs are American Boat & Yacht Council certified.



The completed expansion continues to thrill the 100+ work force with new efficiencies. A 340-foot catwalk allows technicians to work safely and easily without the need for boarding ladders.

Viking's southern facility handles everything from bottom jobs, fiberglass repairs, engine replacement, air conditioning, Seakeeper installations, painting projects and plenty more. And this is all done with an attention to timeliness and budget.

Along with the Viking International Yard, just steps away, the Service Center specializes in custom additions such as mezzanine installations. A new mezz is an excellent upgrade to deliver a fresh appearance to your boat as well as adding the convenience of comfortable seating, refrigeration and stowage.

Carpentry work is another forte of our southern arm. Our shipwrights can install teak decks, toe rails and other exterior trim to provide your boat with a unique look all your own. The team is also adept in creating custom fishing rod stowage, galley appointments and other features to provide more enjoyment and value to your boat.

Viking's subsidiaries, Atlantic Marine Electronics and Palm Beach Towers have facilities at the Service Center as well. Both are ready to help with new projects or retrofits with their skilled and certified technicians.



Viking Yacht Service Center

1550 Avenue C
Riviera Beach, Florida 33404
561.493.2800
VikingServiceCenter.com

Viking International Yacht Center

2100 Avenue B
Riviera Beach, FL 33404
561.493.2800

THE FREEDOM TO PURSUE



NEW! LEGEND CLEARMATE

Introducing the Legend ClearMate, an “all in one” machine that can produce ultra-pure water from either dock water or sea water. The system will be available in several different configurations with production from seawater ranging from 1,200 to 1,850 GPD and from 2,000 to 2,800 GPD from dock water.

NEW PRODUCT DEBUT

Blue Water Desalination has considered every detail to design and manufacture the best watermakers on the planet. Available in compact and modular configurations with production capabilities ranging from 200 to 3,400 gallons per day, our line of watermakers are a vital tool in obtaining your freedom afloat.

**CONTACT US TODAY TO
UPDATE YOUR EXISTING
WATERMAKER OR SPEC
A SYSTEM FOR YOUR
NEW VIKING!**

PURE WATER. ANYTIME, ANYWHERE



LEGEND
475-1,850 GPD



EXPLORER
475-1,800 GPD



EXPRESS
200-800 GPD



CLEAR MATE
Ultra Pure Water



For more information, please contact us at:
BLUEWATERDESALINATION.COM 1 (855) 553-3725 / 1 (310) 684-1467



Global Interest

Invested in our International Market



Top: Quay Side's Masashi Nakagawa and Yuji Matsubara meet with Anthony Scola, Viking's International Sales Manager, in New Gretna before shipping three 44 Convertibles to Japan.

Left: The Viking 55 *Albatros* captured first place with a 350-pound bluefin at Turkey's Tuna Masters Teos tournament.



The Viking Yacht Company is proud to have the strongest dealer network in the world. Not just the United States but the entire world. In order to maintain that esteemed position, we are committed to investing in our authorized dealers all over the globe.

Anthony Scola, Viking's International Sales Manager, is filling up the pages in his passport. Since accepting the position this summer, he has spent time in Italy, Monaco, Jamaica and Panama. "I see our dealers on a regular basis and talk to them daily but it's great to see them in their everyday environments. It helps me understand their customers and get a real sense of their market."

Not all locations feature large boat shows so Anthony creates ways to strengthen those markets. "Fortuna Yachting in Turkey only has small shows that don't support our customers but they do have a series of big

game tournaments that Viking sponsors, and I'm looking forward to attending in the coming year." Panama is another location sans shows so Anthony carved out a week to spend with Novey Marine and meet with customers one-on-one to establish and create relationships.

Travel time is also spent with the dealership teams. He educates the sales force about the newer Viking product lines, technology and features that are unique to the Viking Yacht Company. "It's invaluable," says Anthony. "I could Skype or have a virtual meeting from New Gretna but being with our dealers face-to-face on their home turf is not just reinforcing that we are truly partners but we can cover so much more ground."

Going into 2019 Anthony's planning on booking flights for Japan, Singapore, Turkey and Grenada, with many more trips in the works. "We really do have the best dealer network," said Anthony. "And I'm very excited to visit more locations and strengthen our relationships." 

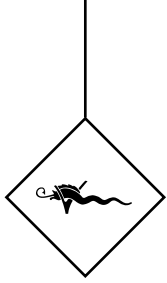


Proud winners at the SNO and Viking-sponsored Monaco Tagging Tournament.



Anthony fished with long time Viking owner Chris Berry on his 62 *Safe Passage* at the Montego Bay Fishing Tournament.

"We really do have the best dealer network and I'm very excited to visit more locations and strengthen our relationships." — Anthony Scola, International Sales Manager



Green Machine

Always Forward Thinking



An aerial view of Building 5 and 5A's solar panels.



Resin infusion provides a cleaner working environment and eliminates emissions.

Always a company that is forward thinking, the Viking Yacht Company is continually looking at avenues to be more efficient while also kinder to our environment. While some of our projects are “baby steps” others are monumental game changers.

In 2005, Viking began an aggressive program of resin infusion, a manufacturing process that utilizes closed mold construction, which eliminates the escape of VOCs (volatile organic compounds) and HAPs (hazardous air pollutants) into the workplace and neighborhood. This provides a cleaner environment, and helps us to build a better constructed and performing boat. Each new hull is built with the resin infusion process as are all water and fuel tanks and hundreds of other parts that go into a Viking. In the old

days visitors to the plant often commented on the sweet smell of styrene that is used in the laminating resins of fiberglass construction. Today, the absence of styrene is one of the most noticeable aspects of a plant tour.

In 2008 we designed and built our own waste water treatment plant to handle an expanding work force. The waste water treatment plant allowed us to eliminate the daily and costly expense for a “honey wagon,” that was needed to truck out the daily effluent. Switching over to the treatment plant also meant we no longer needed to use the multiple septic fields on our property, which enhanced the surrounding property.

We were successful in trimming some of our electrical needs for Building 5 and 5A with a solar project. We installed 798 panels on the roofs covering 17,000 square feet to produce 250,000 kWh, enough to power both buildings and more for a year. In addition, the solar panels helped reduce our CO₂ emissions by 3,000 tons annually.

But the real game changer came into play when after decades of using fuel oil to heat

the plant, a natural gas pipeline was tunneled in from Route 9, which fronts the Viking property line. As the gas flowed into the plant for heating needs so did the ideas to take it to the next level. Always on the forefront of improving our working environment while exploring means to control overhead, we began designing our own ambitious tri-generation power plant utilizing micro-turbines. A micro-turbine, similar to those that power a jet engine, can use a fuel source such as natural gas and transform it into heat and electrical energy.

We designed and constructed a building near our infamous Viking water tower to house six Capstone C65 micro-turbines. Each unit can develop 65 kilowatts for a total of 390 kilowatts. Producing electrical power and heat from the micro-turbines is the basis for a co-generation power plant. But the Viking mindset always looks forward, which led us to further install a series of absorption chillers. The chillers use exhaust heat from the micro-turbines to make chilled water for air conditioning. Thus, our co-generation game plan instantly became a tri-generation project resulting in the production of our own heat, cooling and electrical energy.

TRI-GENERATION BY THE NUMBERS

5	Year return on investment
6	Capstone C65 65kW micro-turbines
40	Percent of the facility heated
90	Tons of chiller output
100	Percent of heating and cooling for Building #1 (75,000 sq. feet)
300	Ton cooling tower
390	kW of electrical output
2012	Year commissioned
2.4	Million BTU heat output



Four of the six capstone micro-turbines hard at work in our tri-generation powerplant.

When online, the micro-turbines reduce the factory's overall heating, cooling and electrical energy expenses by 25 percent. The micro-turbines can generate up to 40 percent of our current usage. And of course the use of natural gas helps to further control greenhouse emissions. Better yet, the major capital investment has almost paid for itself in relatively short order, just five years.

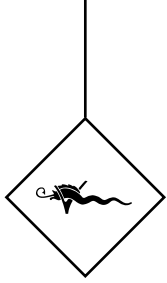
Our environmental stewardship extends from the banks of the Bass River to our vast oceans and our fisheries.

Viking and the Recreational Fishing Alliance were instrumental in creating the Fisheries Conservation Trust. The FCT is a material supporter of the Save Our Oceans campaign to reduce the current amount of plastics in our oceans, educate the public on the problems with single use plastics and micro plastics and how they impact our marine environment and resources, pass appropriate legislation to reauthorize the Marine Debris Act, and advocate for funding to make necessary infrastructure improvements to prevent plastics from entering our waters.

This past fall Viking and the FCT sponsored a Clean Water event that featured Adrian Grenier as the keynote speaker. Bob Healey Jr., Executive Co-Chairman of the Viking Group, was instrumental in the program that helped spread awareness of the over consumption of plastic in our world. Just as we aim to build a better boat every day, many of these improvements spawn other tangible and long-term benefits.



The Fisheries Conservation Trust and the Viking Yacht Company encourage teaching children the joys of spending time on the water but also the importance of releasing fish back into their environment to protect our fisheries for future generations.



Palm Beach Towers

Top of the Industry

Palm Beach Towers is the leading source for state-of-the-art design in tuna towers, express towers, marine aluminum fabrication and fiberglass hardtops. The team at PBT is committed to building tournament tested, proven designs using the finest materials. They deliver style, safety and amenities for today's discerning boat owner while also enhancing the beauty and value of the vessel.

"Countless hours are spent with builders, owners and captains to design the perfect tower for their needs," says Drew McDowell, General Manager of Palm Beach Towers. "We tailor every detail for the customer. They can target any fishery worldwide."

"All our drawings are done in-house utilizing the latest technologies in 3D, 2D and manufacturing," explains CAD Designer Brett Standen. "With the boating industry getting more and more digitalized, we are up to speed with the ever growing demands for 3D design work."

When a tower project is slated for production,

PBT starts off measuring the yacht with extreme detail critical to the development of the project. This ensures the ability to recreate the bridge or house into their design software for tower accuracy and shaping. The team begins to design the bridge and then inputs dimensions into the CAD software to create a tower or hardtop frame. Based on these drawings, the customer is supplied detailed drawings for not just the metal work but all the fiberglass parts as well. This guarantees the build process is accurate and smooth during the installation process.

"Every component is custom designed and custom fitted to each individual boat," said Drew. "These designs aren't just the industry benchmark but true works of art."



Tip Top Tower Tips

To keep your tower and aluminum gleaming, follow these tips from the pros at PBT.

1. Always use a fresh, clean mitt and mild soap to wash the aluminum. Then rinse thoroughly with plenty of fresh water.
2. Dry the aluminum with a chamois to prevent spotting and any trace of salt.
3. Noxon is a good cleaner and useful for removing spots.
4. Once the tower is clean and bone dry, use Collinite Insulator wax on the aluminum. Recoat frequently.
5. For extended durability, have the aluminum professionally treated with ClearKote to restore and add a protective coating against the elements.
6. Clean the tower every time the boat is taken out. When the boat is not in use it should be cleaned every other day as dirt and salt will collect while at the slip.

New Jersey

5738 Route 9
New Gretna, NJ 08224
561.493.2828

Florida

2100 Avenue B #1
Riviera Beach, FL 33404
561.493.2828
PBTowers.com



37

MILES
OF LINE

1,680

TOURNAMENT
HOURS

9,600

BALLYHOO

50,000

GALLONS
OF FUEL

100,000

MILES
COVERED

Numbers Create Opportunity

RESULTS ARE UP TO YOU

Huk
PERFORMANCE FISHING

The image shows three white Viking fishing boats moving from left to right across a dark blue ocean. The boats are leaving white wakes behind them. The boat in the foreground is the largest, followed by a medium-sized boat, and a smaller boat is partially visible on the right edge. All three boats have multiple decks and antennas on their bridges.

BORN TO RUN

Viking's diverse group of fishing boats includes models with open or enclosed bridges; enclosed bridges with sky bridges; and express boats in open, sport tower or coupe designs.

From top: the 92 SB, the 72 EB, the 68 C, the 58 C and the 48 ST. Check out the entire fleet of sportfishing and motor yachts from 37 to 100 feet in our Super Models section.

TURN THE PAGE...





The Elite Fleet

Super Models



37|BF



Whether you're looking for your first inboard sportfishing boat or downsizing from a larger model, the sporty 37 BF delivers.

LOA: 37' 8" (11.48 m)

BEAM: 13' 10" (4.2 m)

DRAFT: 2' 8" (.81 m)

FUEL CAPACITY: 440 g (1,665 l)

WATER CAPACITY: 66 g (249 l)

COCKPIT: 86 sq ft (7.98 sq m)

38|BF



The newest Billfish; a purpose-built ready-to-go fishing machine; easy to own, operate and maintain.

LOA: 38' 8" (11.79 m)

BEAM: 14' 0" (4.27 m)

DRAFT: 3' 4" (1.02 m)

FUEL CAPACITY: 460 g (1,741 l)

WATER CAPACITY: 69 g (261 l)

COCKPIT: 109 sq ft (10.01 sq m)

38|O



Another fantastic under-40-foot yacht from Viking. Features our signature command deck with center helm.

LOA: 38' 8" (11.79 m)

BEAM: 14' 0" (4.27 m)

DRAFT: 3' 3" (.99 m)

FUEL CAPACITY: 460 g (1,741 l)

WATER CAPACITY: 69 g (261 l)

COCKPIT: 109 sq ft (10.01 sq m)

46|BF



Look for our largest Billfish during next fall's boat show season. Sharp styling, exciting performance and legendary Viking quality.

LOA: 45' 6" (13.87 m)

BEAM: 15' 4" (4.67 m)

DRAFT: 4' 1" (1.24 m)

FUEL CAPACITY: 632 g (2,392 l)

WATER CAPACITY: 99 g (375 l)

COCKPIT: 140 sq ft (13.0 sq m)

44|O



Smooth, dry ride. Great as a hardcore fishboat or cruising overnighter for couples and families.

LOA: 45' 1" (13.74 m)

BEAM: 16' 4" (4.98 m)

DRAFT: 3' 10" (1.17 m)

FUEL CAPACITY: 845 g (3,199 l)

WATER CAPACITY: 120 g (454 l)

COCKPIT: 119 sq ft (11.1 sq m)

44|C



Comfort, convenience and accommodations. Has the range to go long and the hull design to conquer the seas.

LOA: 45' 1" (13.74 m)

BEAM: 16' 4" (4.98 m)

DRAFT: 4' (1.22 m)

FUEL CAPACITY: 825 g (3,122 l)

WATER CAPACITY: 120 g (454 l)

COCKPIT: 119 sq ft (11.1 sq m)

48|O



Viking's legendary construction, fit and finish and attention to detail. An impressive two-stateroom layout.

LOA: 49' 1" (15 m)

BEAM: 17' 0" (5.20 m)

DRAFT: 4' 7" (1.39 m)

FUEL CAPACITY: 1,215 g (4,600 l)

WATER CAPACITY: 178 g (674 l)

COCKPIT: 124 sq ft (11.50 sq m)

48|C



Can outfish larger convertibles; luxurious interior accented with hand-finished teak or walnut joinery; three staterooms.

LOA: 49' 1" (15 m)

BEAM: 17' 0" (5.20 m)

DRAFT: 4' 8" (1.42 m)

FUEL CAPACITY: 1,215 g (4,600 l)

WATER CAPACITY: 178 g (674 l)

COCKPIT: 124 sq ft (11.50 sq m)

52|O



Close to the cockpit, the forward center helm allows the owner/operator to be steps away from the anglers.

LOA: 53' 2" (16.2 m)

BEAM: 17' 6" (5.3 m)

DRAFT: 4' 11" (1.5 m)

FUEL CAPACITY: 1,202 g (4,550 l)

WATER CAPACITY: 186 g (704 l)

COCKPIT: 142 sq ft (13.2 sq m)

52|C



Another blue-water contender. A tournament-proven convertible with three staterooms and all the modern conveniences.

LOA: 53' 2" (16.2 m)

BEAM: 17' 6" (5.3 m)

DRAFT: 4' 11" (1.5 m)

FUEL CAPACITY: 1,202 g (4,550 l)

WATER CAPACITY: 186 g (704 l)

COCKPIT: 142 sq ft (13.2 sq m)

55|C



From bow to stern and every foot in between, this boat gleams with poise and perfection. Smooth, dry ride. Three staterooms.

LOA: 56' 5" (17.20 m)

BEAM: 17' 9" (5.41 m)

DRAFT: 5' 1" (1.55 m)

FUEL CAPACITY: 1,400 g (5,229 l)

WATER CAPACITY: 225 g (852 l)

COCKPIT: 151 sq ft (14.0 sq m)

58|C



Another thoroughbred with the legs for long runs to the fishing grounds, the new 58 C made her world premiere this fall.

LOA: 58' 11" (17.96 m)

BEAM: 17' 9" (5.41 m)

DRAFT: 5' 1" (1.55 m)

FUEL CAPACITY: 1,502 g (5,686 l)

WATER CAPACITY: 207 g (784 l)

COCKPIT: 165 sq ft (15.3 sq m)

62|C



A powerful performer with an elegant interior. Fusion of leading-edge engineering and thoughtful interior design.

LOA: 63' 1" (19.2 m)

BEAM: 18' 11" (5.8 m)

DRAFT: 5' 2" (1.6 m)

FUEL CAPACITY: 1,800 g (6,815 l)

WATER CAPACITY: 310 g (1,173 l)

COCKPIT: 172 sq ft (16 sq m)

68|C



One of our latest convertibles features four staterooms, four heads, a walkaround style galley and a 176-square-foot cockpit.

LOA: 68' 7" (20.90 m)

BEAM: 19' 2" (5.84 m)

DRAFT: 5' 5" (1.65 m)

FUEL CAPACITY: 2,060 g (7,798 l)

WATER CAPACITY: 344 g (1,302 l)

COCKPIT: 176 sq ft (16.4 sq m)

72|C



A legend on the tournament circuit, with durable resin infusion construction and engineered by the best in the industry.

LOA: 72' 8" (22.15 m)

BEAM: 20' 0" (6.10 m)

DRAFT: 5' 9" (1.75 m)

FUEL CAPACITY: 2,594 g (9,819 l)

WATER CAPACITY: 372 g (1,408 l)

COCKPIT: 209 sq ft (19.4 sq m)

75|MY



High-performing motor yacht offered with an enclosed or open bridge. Features two aft decks; 4 staterooms; and a large salon and galley.

LOA: 78' 10" (24.03 m)

BEAM: 20' 6" (6.25 m)

DRAFT: 5' 8" (1.73 m)

FUEL CAPACITY: 1,745 g (6,605 l)

WATER CAPACITY: 300 g (1,136 l)

80|C



The Viking 80 Convertible presents a picture of power, speed and grace. There are 5 royally-appointed staterooms.

LOA: 80' 6" (24.54 m)

BEAM: 21' 4" (6.50 m)

DRAFT: 5' 7" (1.70 m)

FUEL CAPACITY: 2,600 g (9,842 l)

WATER CAPACITY: 400 g (1,514 l)

COCKPIT: 217 sq ft (20.2 sq m)

82|MY



A versatile vessel with a sportfishing cockpit and the interior accommodations of a luxury motor yacht.

LOA: 84' 9" (25.43 m)

BEAM: 20' 6" (6.25 m)

DRAFT: 5' 8" (1.73 m)

FUEL CAPACITY: 1,745 g (6,605 l)

WATER CAPACITY: 300 g (1,408 l)

COCKPIT: 150 sq ft (13.94 sq m)

92|C



Our largest convertible with six staterooms, including a full-beam master, excellent range and speed and a stunning profile.

LOA: 93' 3" (28.42 m)

BEAM: 24' 1" (7.34 m)

DRAFT: 5' 11" (1.80 m)

FUEL CAPACITY: 3,410 g (12,908 l)

WATER CAPACITY: 485 g (1,836 l)

COCKPIT: 238 sq ft (22.10 sq m)

93|MY



A seven-stateroom, seven-head motor yacht with two full aft decks and an enclosed bridge with a second salon and sunroof.

LOA: 93' 5" (28.47 m)

BEAM: 24' 4" (7.42 m)

DRAFT: 5' 11" (1.8 m)

FUEL CAPACITY: 1,972 g (7,465 l)

WATER CAPACITY: 530 g (2,006 l)

100|MY



Following on the heels of the 82 MY's continuing success, Viking presents the new 100 MY, the ultimate yacht fisherman.

LOA: 99' 9" (30.4 m)

BEAM: 24' 4" (7.42 m)

DRAFT: 5' 11" (1.8 m)

FUEL CAPACITY: 2,970 g (11,243 l)

WATER CAPACITY: 523 g (1,980 l)

COCKPIT: 204 sq ft (19 sq m)



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Fort Lauderdale International Boat Show

Show Time



Viking's Fort Lauderdale International Boat Show kicked off to capacity crowds. The Viking dealer sales meeting spilled out of the tent as President and CEO Patrick Healey announced three new models to the team. Bahia Mar's D-Dock erupted in cheers as the 38 Billfish, 38 Open and 46 Billfish were revealed to the dealer network.

The Viking display continued to be a hive of activity as throngs of enthusiasts flowed through to see the 16-boat fleet during the five-day run. Energy was high as every boat from the 37 Billfish to the 58 Convertible to the 93 Motor Yacht drew in fans with rave reviews.

We'll keep the party rolling at the upcoming Viking VIP February 1 and 2 as well as the Miami boat shows February 14 through 18, 2019 as we debut the 38 Billfish. Contact your authorized Viking dealer for more information on these exciting events.

I n t e g r i t y

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Pat Healey, President and CEO, Viking Yachts

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Viking Key West Challenge

More Than Just Fishing!



The four-day party of sun, fun, family and fishing is just around the corner. The whole gang is excited for the 6th Annual Viking Key West Challenge, held in the Conch Republic and sponsored by Christi and Travelers Insurance.

Two days of fishing are joined with a Captain's Meeting Cocktail Party, Lay Day Pool Barbeque, Kid's Dock Party, lavish Awards Dinner under the stars and lots of other fun activities in everyone's preferred Florida destination. If you haven't already, call your favorite Key West marina and reserve your slip today. Then shoot an email to marketing@vikingyachts.com to secure your spot in the tournament. Slips fill up quickly and are limited so don't delay. For more information visit keywestchallenge.com.



The Schedule

APRIL 10 - 14, 2019

Wednesday

Captain's Meeting
Cocktail Party
Dante's Tiki Bar

Thursday

Fishing Day

Dinner
Dante's Tiki Bar

Friday

Lay Day
Pool BBQ Lunch
Dante's Tiki Bar

Kid's Dock
Tournament
Galleon Fishing Pier

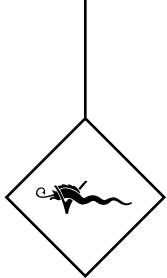
Additional activities TBD

Saturday

Fishing Day

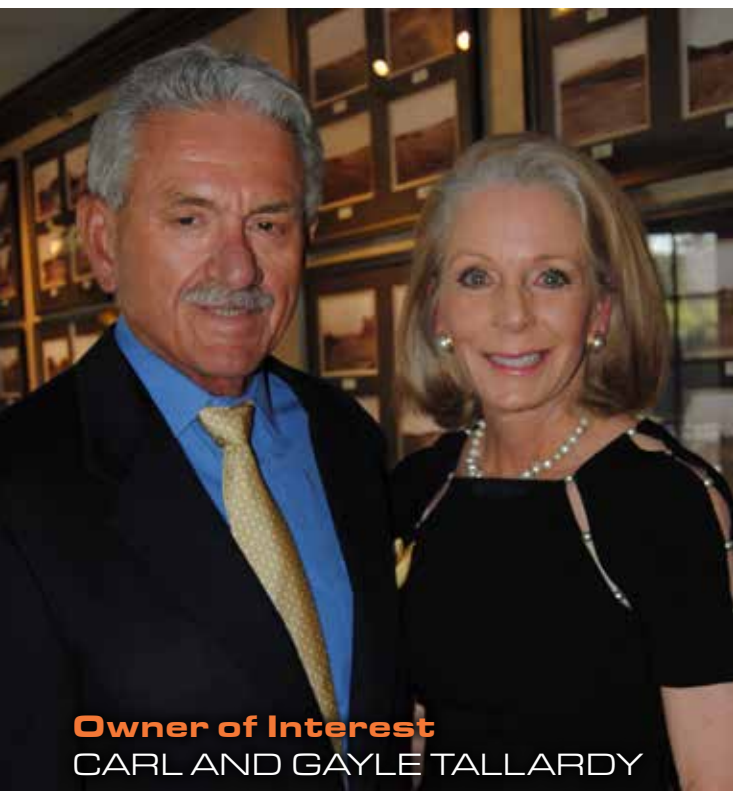
Awards Dinner
Margaritaville Sunset Pier





Seventh Heaven

An American Success Story, Couple has Owned Seven Vikings



Owner of Interest
CARL AND GAYLE TALLARDY

Back in the 1970s, Carl Tallardy helped deliver Vikings from the plant in New Jersey to a marina on the Hudson River in upstate New York. “The Viking 43 Double Cabin was really beautiful,” says Carl. “There was nothing like it on the Hudson.”

Carl’s appreciation of Viking yachts grew into a desire to own one—and then, sheer determination.

“I had a drafting table in my office where I would put together estimates for electrical work for commercial buildings,” he says. “On the corkboard above the table, along with prices for materials and notes for the bid, I pinned a picture of the Viking that I wanted. So when I was working seven days a week, it reminded me of what I was working for. And when I got my first Viking, I put a picture up of the next Viking that I wanted. And I did that for probably five boats.”

Carl and his wife of 38 years, Gayle, have owned seven Vikings from 35 to 68 feet over the past 33 years. “As my business grew, so did my Vikings,” says Carl, who grew up in a modest one-bathroom home with four siblings. “My mother always said, ‘It’s not where you start in life, but where you finish.’”

That explains the name of their new 68 Convertible—*Finish Line*. It also helps that

Carl is a race car enthusiast. During a pit stop at the Viking plant in New Gretna, *Valhalla* caught up with the couple in a place familiar to many Viking owners—the lunchroom—just days before the completion of *Finish Line*. “It will open up new horizons,” Carl says of the 68 C. “Now that we have a four-stateroom boat we can take some friends with us and do some cruising in the Bahamas. The accommodations and conveniences are outstanding.”

The Tallardys were particularly pleased with the style and design of *Finish Line*’s interior, praising Viking’s award-winning interior design company, WBC Design. “John Kelly and his team were tremendous,” says Gayle. “They spent an entire day with us. Their choices in fabrics and finishes were endless.”

With *Finish Line*, the Tallardys start a new chapter in their lives, one that will include plenty of fishing. Blue marlin in the Dominican Republic sits atop their to-do list. The Tallardys both grew up fishing and boating on freshwater lakes and rivers. Their first catch from the sea came together aboard their aforementioned first Viking, a 35 named *Sanctuary* that they bought from South Jersey Yacht Sales (SJYS). “It was a shark!” recalls Carl, laughing. “It was only 40-something pounds, but we were so scared of the thing we left it on the swim platform all the way back to the dock.”

The Tallardys had actually planned on using *Sanctuary* to cruise Long Island Sound. Fishing was not in the picture. But then SJYS founder and former owner Dick Weber took them offshore, and Carl caught his first white marlin.

“We started going offshore with the 35,” says Carl. “We discovered we wanted to go a little faster, a little farther and be a little more comfortable. So we jumped to the Viking 41. That’s how it all started.”



“As my business grew, so did my Vikings.”

—Carl Tallardy, seven-time Viking owner

"My mother always said, 'It's not where you start in life, but where you finish.' "

By The Numbers

The Tallardy Timetable

1986



Viking 35

1987



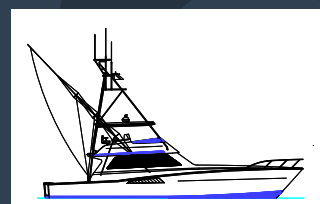
Viking 41

1989



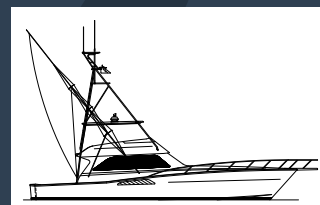
Viking 48

1995



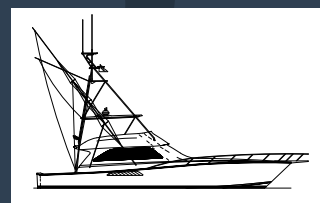
Viking 53

2000



Viking 58

2005

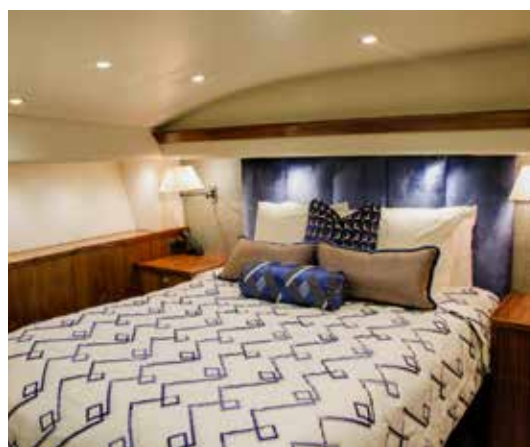


Viking 61

2019



Viking 68



Opposite page: The couple took delivery of their first Viking, the 35 *Sanctuary*, in the mid-1980s. Above: The Tallardys' 68 Convertible *Finish Line*.

A couple years later, they moved into a 48, which was followed by a 53, a 58 and a 61. All of their Vikings have given them great memories, especially the 48, says Gayle, urging her husband to tell the story about the blue marlin double-header.

"There were only three of us—me, Gayle and the mate," says Carl. "We hooked two blue marlin at the same time, so there was a bit of excitement in the cockpit. Gayle was on the bridge running the boat. I graphically told her to pull up the outriggers so I could go forward because my fish—the bigger of the two—was circling the boat. Well, she found my language offensive, so she pulled the engines out of gear, stood there on the bridge with her hands on her hips and said, 'Boys, this is a please-and-thank-you job, so you better get with it.' "

Carl also reminisced about one particular rough-weather trip aboard the 48. They were traveling south to Florida with two friends who owned similar sportfishing boats, but not Vikings. "We pulled out of Cape May on Halloween, and it was blowing 20-25 knots out of Northeast; our friends stuck their noses out the inlet but had to turn back. Gayle and I pointed our Viking toward Cape Henry and away we went—all the way to Coinjock, North Carolina."

The stories poured from the Tallardys during an hour-long interview. They sifted through a pile of Polaroids and memorabilia, including an entire album from their 1995 dockside party, "Bubbles, Baubles and Boat Shoes," at The Canyon Club in Cape May that included pictures of Viking Co-founder Bill Healey. Their tales, however, were interrupted a few times as Viking personnel stopped in the

lunchroom to say hello. Visitors included President and CEO Pat Healey and longtime engineers Bill Gibbons (42 years) and Rudy Dalinger (54 years). All three have known the Tallardys since their first Viking.

After handshakes, hugs and pleasantries, Rudy turned the conversation back to business.



Their first saltwater catch – a 46-pound shark – came on *Sanctuary*.

“How’s the boat?” he asked.

“It’s wonderful,” replied Carl. “I can’t wait to take it south.”

“That’s what we want to hear,” said Rudy. “Let us know if you need anything.”

When Pat walked in, Gayle immediately showed him a letter he had written back in 1986, inviting the Tallardys to the Viking sponsored Fourth Annual Manufacturer’s Marlin Roundup. “The Viking team hopes to repeat its successful showing, and with your help we can sweep the tournament this year,” Pat wrote in the letter.

The Tallardys visited Viking just about every week during the

build of their 68 Convertible. They exemplify the bond that develops between Viking and its owners that lasts for decades.

“The entire Viking staff loves what they do,” says Gayle. “They’re very talented. They’re encouraging. They’ve been patient and gracious. We knew the process was going to be enjoyable because we’ve been in the Viking family for so long.”

“Their motto is we build a better boat every day,” Carl says. “If you’re here, you see the proof of that.”

“We are totally pleased with the highest level of attention to detail Viking, Pat Healey, Mark Waldron and the entire staff show every day,” says Gayle. “We are proud Viking owners once again!”



viking yacht company

June 27, 1986

Mr. Carl Tallardy
Perreca Electric Co., Inc.
73 Carpenter Avenue
Newburgh, New York 12550

Dear Carl:

As you know, Viking Yacht Company is sponsoring a factory team to fish the Fourth Annual Manufacturer's Marlin Roundup on August 7th through August 10th. It gives me great pleasure to invite you to fish this tournament as a representative of the Viking team.

The factory will cover the entry fee, which includes the cocktail party, dockside activities and the awards banquet. We have also made slip arrangements for boats coming from other than Cape May.

Viking will also provide six (6) team jackets for each boat. Please call either Susan McDonald or myself with the sizes (S,M,L,XL) required. We need this information by July 14th to assure having the jackets by tournament time.

Since each team is limited to eight boats and one standby, we have had to turn away many boats. A total of nine boats will be invited to the tournament. A drawing will be held on August 7, 1986 at the Captain's meeting to determine the eight boats whose catch will count toward the team score for each day. How the drawing will work is the two first seven boats will have their catch go toward the team total for both days. The two remaining boats will fish both days, but their catch will be counted only one of the two days.

We will need confirmation of your participation no later than July 7th so that a replacement boat can be arranged should you be unable to participate. The Viking team hopes to repeat its successful showing of 1984, and with your help we can sweep the tournament this year.

I will be in touch shortly with the final details.

Very truly yours,

VIKING YACHT COMPANY

Pat Healey

Patrick J. Healey
Customer Sales Manager

PJH/pa

"ON THE BASS RIVER"

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The Tallardys wet a line aboard their Viking 35.
Pat Healey's personal invitation to a fishing tournament.



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Tournament News

In the Winner's Circle



WHITE MARLIN ROUND UP

Bahamas – April 18 - 21, 2018

The first leg of the Abaco Diamond Series was easily won by *Miss Victoria*, a Viking 76. The team weighed two white marlin

at 98.8 pounds and 70.8 pounds. They also released an impressive three blue marlin, 10 whites and a pair of sails. Their catch earned them more than double the points of their nearest competitor.



WINNER'S CIRCLE CHARITIES INVITATIONAL

Bahamas – May 2 - 5, 2018

The 18th Annual Mike Schmidt's Winner's Circle Invitational Tournament was another success. Two tournament records were smashed at this year's event and both aboard the Viking 70 *Mr. LTD*. Tom Beckmeyer's Viking boated both a 99-pound wahoo and 115-pound tuna, new tournament records. The team added a dolphin to the box to win the event with 237.6 overall pounds.

Team Hulett fishing on the *Viking 80* took 2nd Place Dolphin with a 52.2-pound fish while Lynne Henderson on her Viking 60 *Fragrant Harbor* claimed the largest dolphin in the ladies division with a 37.8 pounder. Debi Cantor fishing on *Waterfront*, a Viking 61, had the top tuna for the ladies at 15.4 pounds.

Krazy Salt's, Dave Anderson's Viking 70, was the top billfish release boat with two blue marlin, a white and two sailfish. In 2nd Place based on time was Team Schumacher on the Viking 52 *Miss Annie*. Third place went to the Viking 64 *Stibl Leader* with a blue, white and sail all released on the final day for a slam.

"I've been fishing this event since it started almost 20 years ago, and as a committee member for 18 years it's exciting to see what a positive impact we have been able to provide these worthy charities," *Stibl Leader* Captain Brain Weaver says. "It's awesome to be a part of this camaraderie."

The event is held at Old Bahama Bay on Grand Bahama Island; 100% of the profits from this event go to charity. More than \$2 million has been raised and donated to the Cystic Fibrosis Association, American Cancer Society and Cleveland Clinic to name a few.



CAP CANA WHITE MARLIN CLASSIC

Punta Cana, Dominican Republic – May 4 - 6, 2018

Congrats to the Viking 72 *Blue Bird*! Don Jesus Montano's *Blue Bird* released one blue marlin, five white marlin and a sailfish to claim 2nd Place in the 12th Annual Cap Cana White Marlin Classic in Punta Cana, Dominican Republic.



BAKER'S BAY INVITATIONAL

Bahamas – May 9 - 13, 2018

A grand slam earned the crew on the *Viking 80* a 2nd Place finish at the 5th Annual Baker's Bay Invitational. Viking joined forces with Galati Yacht Sales and HMY Yacht Sales to fish the event in the Bahamas.



THE SHOOTOUT, PRODUCTION VS CUSTOM

Bahamas – May 16 - 19, 2018

Free Spool, a Viking 62, won the 2nd leg of the Abaco Diamond Series in the Bahamas. Angler Jarret Yavorski started the team off with a blue release on Day One and added

another on Day Three. Rob Rowe added three blues to the tally and Matt Lohti added one as well. The Viking 64 *Black Hawk* weighed the top mahi at 57.8 pounds.

This put *Miss Victoria*, a Viking 76, in 1st Place and *Free Spool* in 2nd for the Abaco Diamond Series overall championship.



ORANGE BEACH BILLFISH CLASSIC

Orange Beach, Alabama – May 16 - 20, 2018

Done Deal, Jon Gonsoulin's Viking 70, claimed the early tournament lead that eventually clinched 1st Place Blue Marlin. Angler Katie Gonsoulin's 118.5-inch blue topped the scales at 740.6 pounds. "I was hoping that fish would maybe hit 700 pounds," said *Done Deal* Captain Jason Buck. "We knew it was a fat fish, but we were happily surprised when the number posted!" That is the largest fish caught by the 21-year-old highly accomplished lady angler.

Breathe Easy, Matt McDonald's Viking 68, claimed 2nd Place Blue Marlin. Captain Pat Ivie put angler Rick Olsen on a 111.5-inch fish that weighed in at 551.8 pounds. In the Catch and Release Division, *Share-E*, a Viking 72 released three blue marlin for 2nd Place

while the Viking 76 *Team Supreme*, took 3rd place.

A huge wahoo brought big cheers from the crowd as the crew on the Viking 66 *Wynsong* hung up a 110.4-pound fish that topped the nearest competitor by 76 pounds! *Lyon's Pride*, a Viking 62, took 2nd Place with a 34.4-pound 'hoo.

Share-E added to their prize money with a 3rd place finish in the Dolphin category at 32 pounds and Top Lady Angler was awarded to teammate Sherry Polk.

The 22nd Annual Orange Beach Billfish Classic for the second year in a row saw record participation and prize money. Fifty-three boats released 25 blue marlin, six white marlin and one sailfish while weighing five blues. The OBBC is the first big game fishing tournament of the season along the Gulf Coast and also the first leg of the Gulf Coast Triple Crown Championship.



CAJUN CANYONS BILLFISH CLASSIC

Venice, Louisiana – May 29 - June 3, 2018

Vikings claimed the four heaviest blue marlin at the recent Cajun Canyons Billfish Classic amongst the 46-boat fleet. Will Wilson's Viking 66 *Wynsong* took the top spot with a 699.3-pound fish. Captain Allen Staples put angler Zach Tokheim on the 117" big blue.

Rocky Jones' Viking 56 *Reel Addiction* was 2nd weighing in at 545 pounds and *A Work of Art*, Art Favre's Viking 92, took 3rd with a blue recording 521.3 pounds. Rounding out the scoreboard was Mitch Jurisitch's Viking 68 *Second Wind* with a fish at 488.9 pounds.

Wynsong also claimed 1st Place Billfish Points, 2nd place Release Boat, and landed the top tuna at 156.4 pounds.

Crangator, a Viking 61, had the 2nd Place wahoo with JD Dugas' 32.6-pounder and Mike Butler's 3rd place 'hoo weighing 28.7 pounds. The Viking 52 *Snafu* had the 2nd Place Dolphin with Bart Barre's 39.7-pounder and Larry Wireman's Viking 64 *Carib* was 3rd with 38-pound dolphin. Katie Gonsoulin on her dad's Viking 70 *Done Deal* released a pair of blues to take 3rd Place Billfish Angler on time.

The Cajun Canyons is the 2nd of the five-series Gulf Coast Triple Crown.



ABACO DIAMOND SERIES

Bahamas – June 2018

Way to go *Miss Victoria*! With Captain Brian Speedy at the helm of this Viking 76, *Miss Victoria* won the three-leg Abaco Diamond Series in the Bahamas. Taking a strong lead at the first event, the White Marlin Roundup, the crew released one blue marlin, nine white marlin and a pair of sails as well as taking two big whites to the scales. This serious action

allowed the team to pull away from the pack early on. The crew added another two blue marlin, four whites and a sailfish to their tally between the Production vs Custom Shootout and Abaco Beach Blue Marlin Tournament to ultimately win the Grand Championship title for the Series.

The Viking 62 *Free Spool* released a white marlin at the Roundup then turned around and won The Shootout with six blues. *Free Spool* claimed 3rd Place overall in the Series.



MISSISSIPPI GULF COAST BILLFISH CLASSIC

Biloxi, Mississippi – June 6 - 9, 2018

Reel Addiction, Rocky Jones' Viking 56, weighed the winning blue marlin at the prestigious Mississippi Gulf Coast Billfish Classic. Captain Scooter Porto put angler Chase Pate on the fish on the final day of fishing about 165 miles offshore in the Gulf. Chase reeled in the behemoth that registered 796.9 pounds at the scale. "We got one bite all weekend, and that was it," said Chase.

Second Place Blue Marlin was caught by 17-year-old angler Alex Krake on the Viking 76 *Team Supreme*. Alex's fish weighed 739 pounds. *Pearl*, a Viking 48, claimed 3rd place with Edgar McKee bringing a 611-pound blue to the weigh station.

Jon Gonsoulin's Viking 70 *Done Deal* claimed 2nd Place Release Boat based on time. The Viking 52 *Deadline* took 2nd Place Dolphin with a 45.2-pound fish and the Viking 70 *Quicktime* was right behind them in 3rd with a 44.6-pounder. Third Place Swordfish went to the Viking 64 *Titan Up*.



EMERALD COAST BLUE MARLIN CLASSIC

Sandestin, Florida – June 20 - 24, 2018

A fleet of 91 boats departed Sandestin, Florida, in search of a big blue marlin. When the scales opened Saturday afternoon, the first boat in was a team of high school buddies with the winning fish. Angler Will

Beard boated the 699.2-pound blue after a two-hour fight, which also gave Will the title of Top Overall Angler. Owner Doug Terreson owns *Can't Deny It*, a Viking 48, and agreed to loan the boat to the group of recently graduated 18-year-olds as long as the gang paid the entry fee. Captain Bo Keough said, "Doug and I stayed up on the bridge and let the boys do it all in the cockpit."





Reel Fire, Chris Ferrara's Viking 70, hooked up Saturday morning and was a late arrival to the scales but still claimed 2nd Place Blue Marlin with a 665.2-pound fish. Captain Chris Blanchet put Connor Ferrara on the blue near Louisiana. They hightailed it back to the scale with 45 minutes to spare.

Top Release Team and Crew went to owner/angler Dana Foster and his Viking 72 *Born2Run* with four blue marlin. Led by Captain Myles Colley, Dana also claimed Top Angler for releasing all four fish. Myles credits his boat for helping with the team's success. "Our Viking is pretty fast so we were one of the first boats out there. We get away from the fleet."

Past Emerald Coast champ *Done Deal*, a Viking 70 owned by Jon Gonsoulin and run by Captain Jason Buck, narrowly missed setting a new tuna tournament record. Jon's daughter Katie brought the winning 190.2-pound yellowfin to the weigh station, a half-pound shy of the all-time mark. Katie also released two blues, good for 3rd Place in the Release Team Division based on time.

Emeril Lagasse's Viking 70, *Aldente*, claimed 2nd Place Tuna with a 168-pounder and 2nd Place crew with Captain Brad Benton at the helm. Captain BJ Teems, on the Viking 61 *Soggy Dollar*, put his team on the 3rd Place Dolphin weighing in at 39.1 pounds.



PENSACOLA INTERNATIONAL BILLFISH TOURNAMENT

Pensacola, Florida – June 27 - July1, 2018

Snotty weather didn't deter the 74 boat fleet fishing the 47th Annual Pensacola International Billfish Tournament. The bite started off slow but there were plenty of releases and some big fish moved the scales at the weigh station.

Captain Patrick Ivie at the helm of Matt McDonald's Viking 68 *Breathe Easy* claimed 2nd Place Overall Boat. The team released two blue marlin and weighed a dolphin and a wahoo. The blues were released by Katie

Hurst and Rachel Ivie which earned them 2nd and 3rd Top Lady Angler, respectively. Madison Ivie weighed the dolphin which won that category with a 100.8-pound fish.

Fresh off a win at the recent Emerald Coast Blue Marlin Classic, *Born2Run* was again in the winner's circle. Dana and Lisa Foster's Viking 72 won the swordfish category with a whopper. Angler Doug Franklin was one of the last to weigh in but certainly saved the best for last with a 210.8-pound sword. Lisa Foster was the top lady angler with a blue marlin release and a pair of yellowfins weighing in at 178 and 94.2 pounds.



BERMUDA BILLFISH BLAST

Bermuda – July 3 - 8, 2018

A fleet of 38 teams put on a catch-and-release clinic at the 2018 Bermuda Billfish Blast. Three days of red-hot fishing produced a record number 91 blue marlin releases during the event, with most blues ranging in the 200- to 400-pound class. After lines out on day three, Joe Rahman's Viking 80 *Auspicious* totaled six blue and two white marlin releases across three days of fishing to surpass the field and win the tournament. Joe also took Top Angler with six blue and two white marlin releases.

Michael Farrens' Viking 62 *Just A Dog* led Chase Farrens to five blue marlin releases to take 2nd Place Team and 2nd Place Angler.



BLUE MARLIN GRAND CHAMPIONSHIP

Orange Beach, Alabama – July 10 - 15, 2018

Friday the 13th was a lucky one for Captain Marco Gaona at the helm of the Viking 64 Enclosed Bridge *Shockwave* during the 7th Annual Blue Marlin Grand Championship. Brien Blakeney's boat bested a fleet of 74 battlewagons to take Grand Champion. Brien's son Austin battled a big blue for almost five hours to weigh a 795.6-pounder. The fish took the early lead and eventual top honors at the event.

Perennial contender *Done Deal*, Jon Gonsoulin's Viking 70, brought a 640.8-pound blue marlin to the scales. Katie Gonsoulin spent eight hours in the fighting chair in order to whip the 117" billfish. "The team kept encouraging me," Katie said after the weight was announced to the crowd of thousands. The fish earned the team 2nd Place Champion.

"Katie was great," added *Done Deal* captain Jason Buck. "She never gave up. I would have given up on that fish." Katie also released

two blue marlin and a white to take Top Lady Angler and *Done Deal* claimed 1st Place Release Team.

Matt McDonald's, *Breathe Easy*, with Captain Patrick Ivie on the throttles, weighed a 598.2-pound blue guaranteeing angler Rick Olsen and the team 3rd in the signature category. The Viking 56 *Team Galati* rounded out the Grand Champion category in 4th place with four blue marlin releases. *Team Galati* took 2nd Place Release Team as well.

Top Junior Angler went to Kevin Courville for his blue marlin release on the Viking 92 *A Work of Art*. Lisa Krake released a blue on the Viking 76 *Team Supreme*, which was good for 2nd Place Lady Angler.

Larry Wireman fishing the Viking 64 *Carib* set a new tournament record after boating a yellowfin that tipped the scales at 192.2 pounds. Angler Ashley Faulkner fishing for Team American on the Viking 65 *El Gancho* weighed a 158.6-pound fish to take 3rd Place Tuna. The Viking 61 *Southern Miss* took angler Billy Richardson to the winner's circle with the top wahoo weighing in a 56.6 pounds.



GULF COAST TRIPLE CROWN

Orange Beach, Alabama – July 15, 2018

The third time is yet another charm for Jon Gonsoulin, his daughter Katie, Captain Jason Buck and the Viking 70 *Done Deal* team. With the Gulf Coast Triple Crown Championship lead heading into the final leg, the Blue Marlin Grand Championship, the crew earned the Triple Crown for the third time after a dominant performance. At the BMGC *Done Deal* was named Top Release Team with four blues and one white marlin. It also took the 2nd Place Tournament Award after landing a 640.8-pound blue.

Done Deal is the only team to repeat as Triple Crown Champions. The team accomplished the feat back-to-back in 2012 and 2013. The third crown in 2018 sets a new incredible standard for competitive marlin fishing in the Gulf.

"We've been fishing hard since 2013 to win the Crown again," Jon Gonsoulin said. "Adding Katie to the team as our designated

angler has made it more special. There are a lot of great crews in the Gulf. But there's only one Captain Jason Buck."

Done Deal wrapped up the season with a 1st Place tournament record blue in the Orange Beach Billfish Classic, 2nd Place Release in the Mississippi Gulf Coast Billfish Classic, 2nd Place in the Blue Marlin Grand Championship and bonus participation points.

Reel Addiction, a 56 Viking owned by Rocky Jones and run by Captain Scooter Porto, finished second in the standings. *Reel Addiction* had the 2nd Place fish in the Cajun Canyons Billfish Classic, 1st Place in the Mississippi Gulf Coast Billfish Classic and earned bonus points for competing in all five events.

Third place was *Wynsong*, Will Wilson's Viking 66 run by Captain Allen Staples. The team earned bonus points and a 1st place win and 2nd place release honors in the Cajun Canyon tournament.



Matt McDonald's Viking 68 *Breathe Easy* claimed 4th place. Captain Patrick Ivie led his team to 2nd Place Blue in the Orange Beach Billfish Classic and 3rd Place in the Blue Marlin Grand Championship.

Rounding out the top five on the impressive leaderboard is Allen Krake's Viking 76 *Team Supreme*. *Team Supreme*, with Captain Stan Blakeman behind the wheel, claimed 3rd Place Release at the Orange Beach Billfish Classic and 2nd Place Blue Marlin at the Mississippi Gulf Coast Billfish Classic.



"Congratulations to Jon, Katie, Jason and the entire *Done Deal* team for another stellar season. The competition was intense, but they truly demonstrated their skill level and commitment to winning," said GCTC Director Scott Burt. "*Done Deal* has established a dynasty in Gulf sportfishing that is going to be really hard to top."

The late Sonny Middleton came up with the concept of the Triple Crown and Scott helped develop and nurture it over the last seven-plus years.

"Sonny always thought the Triple Crown was a way to bring all the teams together," Captain Jason explained. "Sonny was the godfather of sportfishing in the Gulf. I hope we're making him proud by claiming our third championship."

The Gulf Coast Triple Crown Championship consists of five sanctioned events in the central Gulf of Mexico. The affiliated tournaments include the Orange Beach Billfish Classic, Cajun Canyons Billfish Classic, Mississippi Gulf Coast Billfish Classic, Emerald Coast Blue Marlin Classic and the Blue Marlin Grand Championship.

The Triple Crown is scored on a hybrid system that includes both weight and release points for the top three finishes in the blue marlin divisions only. Bonus points are also accrued for series participation, weighed marlin lengths and tournament marlin records.



OFFSHORE SHOWDOWN

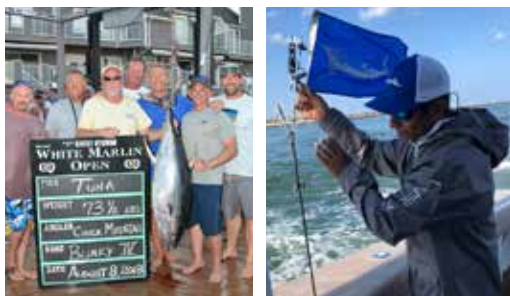
Cape May, New Jersey – July 11 - 14, 2018

The 2nd Annual Offshore Showdown was another great success! The leaderboard was dominated by Viking Yachts in this fun, family event.

Marlin Hunter, a Viking 52, covered up the board taking 2nd Place Overall Points, 2nd Place White Marlin based on time with five releases, 1st Place Tuna Points and angler Joe Albeez weighed the 2nd Heaviest Tuna at 51 pounds.

Krazy Salt's, a Viking 70, claimed 3rd Overall Points, 3rd Place White Marlin, 2nd Place Tuna Points and angler Drew McDowell weighed the 3rd Heaviest Dolphin.

First Place White Marlin went to the Viking 52 *Is That So* with five white marlin. *Let It Rain*, a Viking 52 took 3rd Place Tuna Points and angler Jack Beattie had the heaviest tuna at 52 pounds. Sean Singley, fishing on the Viking 61 *Reelin Feelin*, weighed the 2nd Heaviest Dolphin.



WHITE MARLIN OPEN

Ocean City, Maryland – August 6 - 10, 2018

The 45th Annual White Marlin Open had a record \$5.45 million purse and 382 of the world's elite fishing teams battling for a piece of it. The blue marlin category was safely held all week when Joe Rahman, fishing on his Viking 80 *Auspicious* with Captain Cookie Murray, brought a monster to the scales weighing in at 881-pounds on Day 1. The fish was never challenged as it was the only qualifying blue weighed all week. Joe also claimed 2nd Place Angler for weighing in both a blue and white marlin as well as releasing three whites. *Auspicious* picked up 6th Place Boat with its two weighed marlin and six white releases.

New England based *Blinky IV*, a Viking 50, claimed 2nd Place Tuna with a 73.5-pounder weighed by angler Charles Matattal. Leo

Cantillo, on the Viking 62 *The Right Place*, claimed the 4th heaviest wahoo of the event with a 47-pound fish.

While lots of excitement takes place at the scales with million dollar fish in front of massive cheering crowds, there is plenty of intense behind-the-scenes action on the Atlantic amongst skilled teams taking advantage of exceptional marlin fishing grounds. This year the *Viking 72* topped the competition with 10 white marlin and a blue driving Captain Ryan Higgins and his team to both 1st Place Boat and 1st Place Release Boat. *Viking 72* angler Eric McDowell claimed 6th place angler with one blue and three white marlin releases.

Art Kontos' Viking 68 *Let It Ride* was the 9th Place Release Boat and 10th Place Top Boat. The crew released six white marlin, three sailfish and a spearfish.



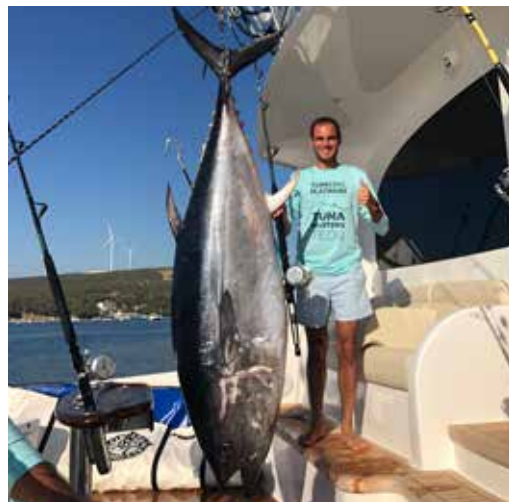
THE MIDATLANTIC

Cape May, New Jersey & Ocean City, Maryland – August 19 - 24, 2018

Sportfishing's "Main Event" came to an exciting close for 157 of the East Coast's most elite teams. Justin Branning's Viking 55 3's *Enough* claimed the 2nd heaviest white marlin with a fish tipping the scales at 73 pounds at The MidAtlantic. South Jersey Yacht Sale's George Robinson was fishing on light tackle and hooked up 10 minutes before lines out. He fought the fish for a solid hour

before Captain Walt Ogden sprinted back to Cape May with it. The Branning family purchased the boat just two weeks prior to the MidAtlantic and with the excitement of prepping for their very first marlin tournament, didn't have a chance to update the name on the transom.

Michael Chase aboard Fred Pizinski's Viking 50 *Contrail* claimed both 2nd and 3rd Place Wahoo with his pair of 'hoos weighing in at 49 and 46 pounds. *Torta*, a Viking 66 owned by Joe Posillico, also weighed a 46-pound wahoo tied for 3rd place.



TUNA MASTERS TEOS

Izmir, Turkey – September 20 - 23, 2018

Three Viking 55 Convertibles competed in Turkey's Tuna Masters Teos tournament and each one landed on the leaderboard! *Bluefin* claimed the biggest catch when Turgut Konukoglu landed a whopper of a bluefin tuna that tipped the scales at 420 pounds. First place overall went to *Albatross* with a 350-pound bluefin. *Ebisu* rounded out the board with a special jury prize for making an epic journey of 1,200 nautical miles for the event.





SEAS THE DAY

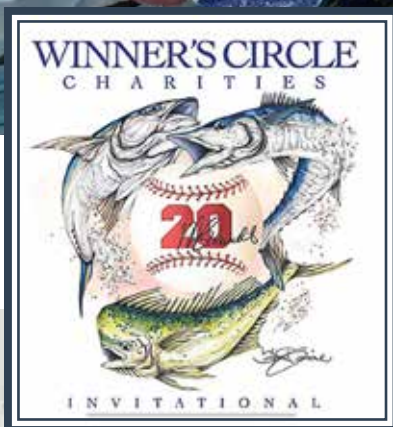
The Viking 62 Polarizer fishes an epic October bite in the Norfolk Canyon.



20th Anniversary

Mike Schmidt's Winner's Circle Charities

Gala & Fishing Tournament



The Winner's Circle has already distributed over \$2 million to worthwhile charities.



Whether you are new to the Circle or a long-time patron, Mike Schmidt and HMY Yacht Sales want you to join the 20th Anniversary event. The preparations for the 2019 Gala and Fishing Tournament are well underway, with the Gala and Casino Night taking place at the exclusive Admirals Cove in Jupiter, Florida, on Friday, April 5th, 2019.

A few weeks later the crew will head to the Bahamas to fish the annual tournament from April 24 through 27. Last year's Grand Champion was the Viking 70 *Mr. LTD*, who brought in 237.8 pounds of fish! They also broke tournament records with a 99-pound wahoo and a 115-pound yellowfin tuna.

The Winner's Circle, established in 2000, is all about giving back. Since its inception, it has already distributed over \$2 million to worthwhile charities. For more information on this wonderful and rewarding event visit WinnersCircleCharities.org.



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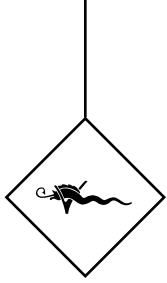
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RFA

Recreational Fishing Alliance

RFA's Fisheries Conservation Trust Pushes for Credible Science and Data to Better Manage Fisheries



The Recreational Fishing Alliance (RFA) spends the majority of its time and resources advocating for the best interests of the marine recreational fishing community and industry. Carrying out its mission statement, the RFA seeks fair, science-based management decisions that adequately consider the needs of fishermen, the industry that serves them, and the long-term sustainability of our nation's fisheries. It is only when these aspects are in balance under both federal law and through the regulatory process developed by the regional fishery management councils that anglers can have reasonable access and the industry can thrive.

As much as the RFA fights for what is allowed under the law, we also understand that the fisheries are dependent upon a productive marine environment. We feel strongly that the marine industry should be a driving force behind improvements in science and the data gathering necessary to better assess and manage fish stocks. If left to the glacial pace set by the federal agencies in charge of managing recreationally important fish stocks, improvements would fall through the cracks. Federal agencies have demonstrated an institutional bias against the recreational fishing sector, paying little attention to recreational data collection.

With this understanding, the RFA formed the Fisheries Conservation Trust (FCT) the same year that the RFA was formed in 1996. Established as a 501(c)3, not for profit, the FCT's mission is to (1) educate the public regarding the current state of the fisheries in the United States; (2) provide information on the need for long-term sustainability of fisheries; and (3) obtain pertinent scientific data for the development of management recommendations. The Trust supports and conducts projects to develop scientific briefing papers and studies on specific fisheries and issues as they relate to recreational fishing.

- The FCT is a material supporter of the Save Our Oceans campaign to reduce the current amount of plastics in our oceans, educate the public on the problems with single-use plastics and micro plastics, pass appropriate legislation to reauthorize the Marine Debris Act, and advocate for funding to make necessary infrastructure improvements to prevent plastics from entering our waters. FCT is actively working in several campaigns to stop the use of plastic straws.

- The FCT has worked with and provided funding to Dr. Barbara Block of the Tag-a-Giant Foundation, an on-going tagging program that utilizes satellite archival tags (SAT) on giant (greater than 72 inches) bluefin tuna. The information gleaned from the self-reporting tags has provided key information on the mixing rates of the western and eastern Atlantic stocks of bluefin tuna. In addition, this work helped identify a third spawning area off of the New York/New Jersey bite. Ultimately, this data was used to help guide important conservation and management decisions for Atlantic bluefin tuna. Western bluefin, the management unit that the U.S. recreational and commercial fishermen utilize, continues to increase in size and the stock is considered to be healthy at this time.

- The FCT is currently working with researchers and fishermen to get a better understanding on the impacts that noise associated with the construction and operation of offshore wind farms has on marine mammals, particularly the highly endangered right whale. There is very

little information at the current time about how wind farms will impact these species and if the associated noise will alter migratory patterns. In the case of right whales, some preliminary information may suggest that offshore wind farms could drive them more toward shipping lanes, making them more susceptible to fatal vessel strikes. In addition, it is unclear what impact electro-magnetic fields and vibrations associated with wind turbines will have on fish and fish migrations. FCT is devoting resources toward this concern.

- The FCT is managed consistent with its bylaws by three trustees: Robert Healey Jr., Executive Co-Chairman of the Viking Group; John Kasinski, Chief Financial Officer for the Viking Yacht Company; and John DePersenaire, Managing Director of the Recreational Fishing Alliance. As trustees, they steer FCT funds and resources toward conservation efforts and science deficiencies.

To find out more or contribute to the Fisheries Conservation Trust, contact John DePersenaire at 609-294-3810 or info@fisheriesconservationtrust.org.

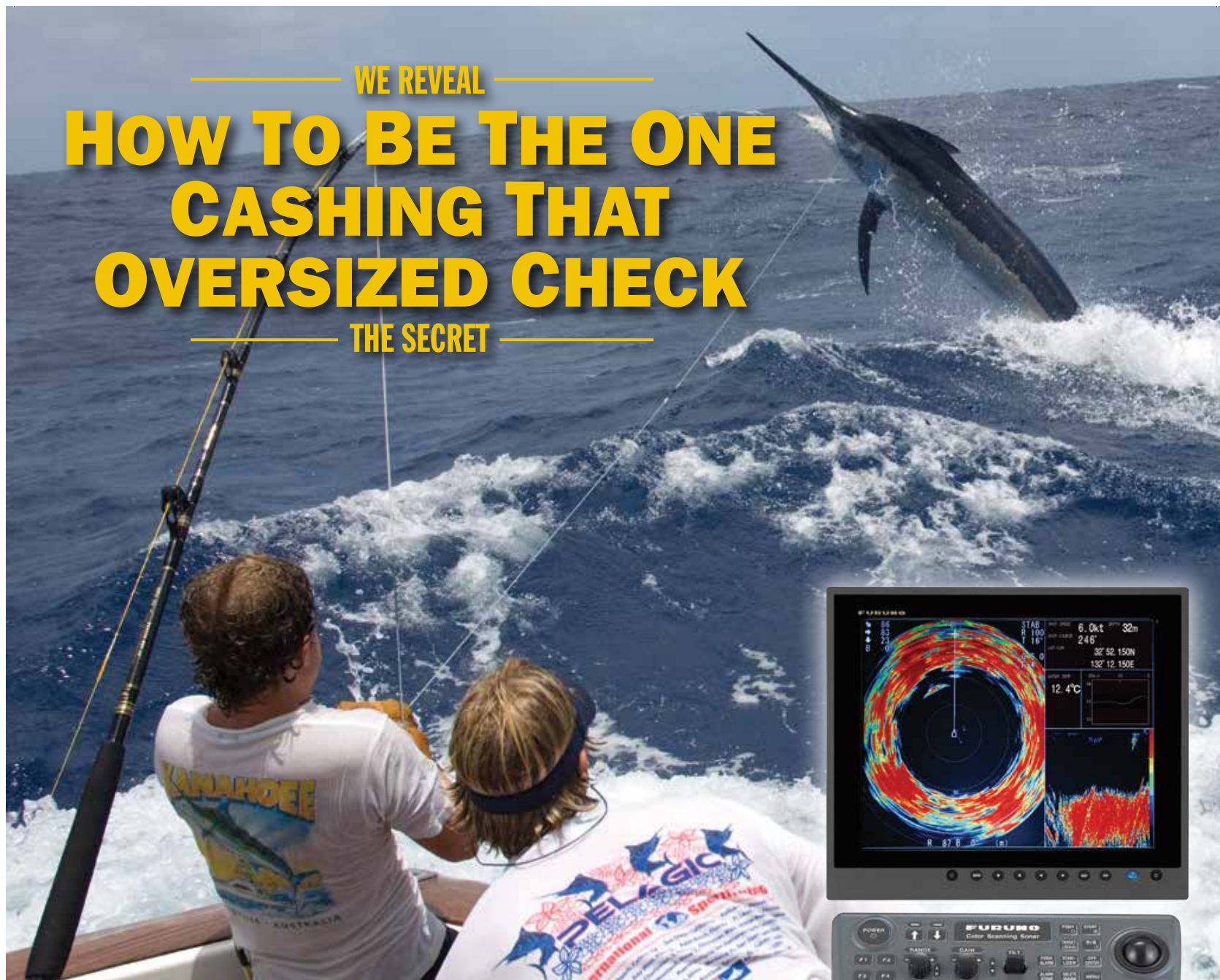
A critical part of conserving marine life, tag-and-release fishing allows anglers to record data (such as date and time, place, species and size) that's submitted to a federal agency. A re-captured tag provides growth rates, migratory patterns, habitat information and survival rates.



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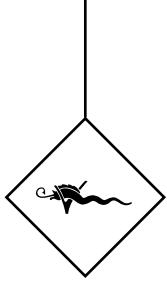
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Marina

There is plenty of space at the Marina with 250 deepwater slips for boats up to 50 feet with water, electric and Wi-Fi. There is also digital cable TV available. Floating docks, a freshwater swimming pool, picnic tables, barbeque areas and sparkling air conditioned restrooms and showers are a few of their amenities. The Marina is also dog friendly with plenty of walking and play areas.

Seasonal and transient slips are available as well as winter storage and spring commissioning. A convenient and fully stocked ships store is on the property as well as an easy approach fuel dock with gas, diesel, ice and pump out.

Service Department

Viking trained service technicians handle routine maintenance like cleaning and waxing but are also skilled for all service needs such as bottom and hull painting,

interior carpentry, fiberglass repairs, cockpit mezzanines, engine and generator tune ups and replacements and air conditioning service. The service department is open year round for spring commissioning, summer repairs and full winterizing needs.

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In the mood for the best seafood menu around? Visit Breezes Dock Bar & Grill on



the Bass River. With indoor and outdoor seating they have plenty of space for you to enjoy a meal. The raw bar is locally grown and harvested and the perfect starter to their grilled seafood, juicy burgers, local brews or your favorite cocktail. Weekends feature live music and plenty of festivities. Drive in, boat in, just get to Breezes for a great view and even better food. 🐟



Breezes Dock Bar and Grill

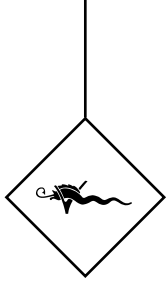
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Employee Appreciation Day

The Clambake

Clouds couldn't dampen the spirit of Viking's 2018 Employee Appreciation Day. With a crowd nearing 3,000, Viking's boat builders and their families savored an autumn day filled with food, friends and fun.

Grills were fired up with tasty burgers and dogs and four plump and juicy pigs were roasted. Plenty of succulent oysters and

steamed clams added to the menu and the kids found sweet treats like frosted cupcakes and clouds of cotton candy to satisfy a sweet tooth. The DJ kept the party rolling indoors while there was plenty to do outdoors with pumpkin decorating, colorful sand art, inflatable attractions and carnival rides. Plant and boat tours ran throughout the day so family members could learn more about the company.

Thirty years ago Viking's Co-founder Bill Healey started this special day to thank customers and the town of New Gretna while also showing off his latest project,

Building Two. It became an annual event but was so popular that Bill realized it had to be reeled in so it evolved into a more manageable Employee Appreciation Day, better known around the plant as The Clambake.

The day is all about the Viking shipwrights. Headed up by the Human Resources Department, over 100 managers, administrators and staffers pitch in and work the event for the team building the boats in the manufacturing plant. Shucking clams, grilling, pouring sodas, manning kid's activities and even twirling cotton candy are



Terresita Perez and host Pat Healey.



Jeff Santarpio (left) and Domenick LaTorre (right).



Marilyn Acosta and family.



CLAMBAKE BY THE NUMBERS

106	Employee Volunteers
278	Pairs of safety food service gloves worn
400	Pounds of sand art created
500	Oysters shucked
1,000	Pumpkins decorated
1,213	Pounds of roasted pig
2,000	Cupcakes enjoyed
6,000	Grilled burgers and dogs consumed
17,000	Freshly steamed Jersey Clams
2,817	Smiles



Three generations of Wilsons, (clockwise from the top) David, Design Manager; Bruce, Designer; Keely and Brody.

all jobs manned by the Viking team. “We love throwing this big party for the employees and it is always an overwhelming success,” says Drew Davala, Executive Vice President of Human Resources.

“It’s a great day and a lot of fun,” says Frank Uhl, who is the Supervisor of the Joiner Shop and Sub Assembly and has been a Viking vet for 39 years. Frank’s team members tell him stories about their families all year long. “The Clambake is a wonderful opportunity to meet

their spouses and children and thank them in a festive setting.”

Jerry Straub, Sr. came out of retirement for The Clambake to lend a hand on the grills alongside his son, Jerry, Jr., Viking’s Vice President of Finance. Former CFO Jerry, Sr., who recently retired after 40 years, said, “I’ll always be tied to the Viking Yacht Company, it’s part of my family.” And the Straubs aren’t the only multi-generational family that volunteers every year. Design Manager

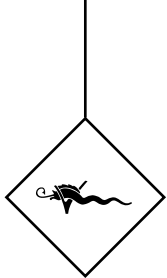
David Wilson works with his father in the Engineering Department as well as the pig carving station. David’s children, Keely and Brody, are now old enough to tag along and help out too. “We now have three generations of Wilsons on the job,” says David. “The Clambake is a family tradition for us.”

The Viking Yacht Company would like to thank the staff volunteers who pitched in and sincerely thank every Viking employee for making the best boats in the world! 🐷



Tom Crumley, Mullica Customer Service Representative, leads a tour at the New Gretna facility.

The Viking Yacht Company would like to thank the staff volunteers who pitched in and sincerely thank every Viking employee for making the best boats in the world!



Dealer News

The Best in the World



Artemisa Yachts, Viking's authorized dealer in Venezuela, is in the swing of boat show season. The energetic team is excited to show off the Viking fleet, especially the new 58 Convertible. They're also looking

forward to the new Miami Yacht Show venue at the Marriott Marina in Miami, Florida.

When the shows are over, Artemisa kicks it into tournament gear. They are again proud to sponsor three fishing events at the Playa Grande Yachting Club in Vargas, Venezuela. Tournaments are a highlight as the fishing is always excellent and the Artemisa staff enjoys spending time with customers on the water.

Their strong service program keeps them busy with locations in Puerto La Cruz, Higuerote, La Guaira and Tucacas. Artemisa has you covered at your homeport or while on holiday.

Alejandro Pepe, the newest Artemisa team member, recently married Veronica Iglesias. Artemisa Yachts and the Viking Yacht Company wish them much happiness.

ArtemisaYachts.com



Bajan Ocean Yachts Sales is excited to be a part of the 50th Anniversary Spice Island Billfish Tournament. This is the Southern Caribbean's premier sportfishing event with

over 75 boats and big plans for the 50th edition.

The buzz of the tournament has already begun and anticipation will grow until the bimini start. With an electric atmosphere, social gatherings and plenty of music will fill the docks. The event takes place January 24 through 28, at the beautiful Grenada Yacht Club, St. George's, Grenada.

Next up is the Barbados International Tournament taking place April 2 through 6

at Port St. Charles, Barbados. Both the Spice Island and Barbados tournaments are IGF recognized and draw boats from over 10 countries.

BOYSS is the first full-service yacht sales and service company in Barbados. Located in the Port St. Charles Marina, BOYSS provides services island wide. Their professional and experienced staff provide all levels of yacht sales and service.

BarbadosYachtSales.net



The summer season was full of excitement for Bluewater Yacht Sales. With a thrilling streak of Mid-Atlantic tournaments, dynamic changes to the company and an unforgettable night of celebration at Bluewater's 50th Anniversary Bash, there was no shortage of fun. Bluewater is thankful for the opportunities they've had with customers, whether cruising the bay during the annual Summer Cruise or fishing the tournament trail. The company is pleased to be partnered with Viking Yachts which keeps customers coming back.

The last several months were busy with billfish tournaments highlighted by large fish and fierce competition. They supported Viking customers fishing the White Marlin Open, the Pirate's Cove Billfish Tournament and the Virginia Beach Billfish Tournament, as well as helping them hook up well beyond the typical season. As fishing wound down, the team headed to Annapolis for the United States Powerboat Show where crowds flocked to their display and stood in line to see their new Viking 62 Convertible. Then it was off to the Fort Lauderdale International Boat Show, where they showed off the Gen II Viking 58 along with the rest of the Viking fleet.

Moving forward into 2019, they are pleased to announce they have increased their Maryland staff with the addition of two

new Sales Professionals and an In-House Financing Department. The Finance and Documentation team is in place to help customers get into new boats easily and stress-free. Bluewater is always working to find the best way to serve customers and In-House Financing will be a valuable addition to the company. They are invested in continuing their growth in the Mid-Atlantic and pushing forward to meet the demands of the industry.

Bluewater would like to thank all their customers for making 2018 such a special year for the company and for continued support over the last five decades. They are proud to represent Viking Yachts, which continues their mission to build and sell the best boats on the market.

BlueWaterYachtSales.com



CFR Yacht Sales, along with the Viking Yacht Company, were proud sponsors of the International Billfish Tournament held this past fall at the Club Nautico de San Juan. The event featured four days of fishing along with a variety of activities and

a celebratory award ceremony. The fleet was just shy of 50 boats. Everyone had a wonderful time and is looking forward to attending again next year. CFR Yacht Sales also sponsored the 3rd Annual Caribbean Billfish Tournament held in Punta Cana, Dominican Republic.

CFR recently delivered a new 55 Convertible and a 62 Convertible to the beautiful waters of Puerto Rico, bringing family and friends together for fishing and cruising fun.

The 2018 CFR Rendezvous, held this summer in the British Virgin Islands' Norman Island, was another huge success. Customers, friends and families shared a weekend away with much to do. Christenings, cocktail parties, a barbeque beach day and festive dinner party were all part of the program.

As always, the entire CFR team thanks its wonderful customers and Viking group for their continued support.

CFRYachtSales.com

FORTUNA YACHTING

Three Viking 55 Convertibles competed in Turkey's Tuna Masters Teos tournament. And each one landed on the leaderboard! *Bluefin* claimed the biggest catch with Turgut

Konukoglu landing a whopper of a bluefin tuna that tipped the scales at 420 pounds. First place overall went to *Albatros* with a 350-pound bluefin. *Ebisu* rounded out the board with a special jury prize for making an epic journey of 1,200 nautical miles for the

event. Congratulations to the team as well as Murat Iyriboz and his staff at Fortuna Yachting, Viking's authorized dealer in Turkey.

FortunaYachting.com



Tournament season is always a great time to catch up with customers and friends, and this summer was no exception for Galati Yacht Sales. Excitement was high, beginning in May with the Orange Beach Billfish Classic and continued into the fall with the Los Cabos Billfish Tournament, and many in between! Galati Yacht Sales was a proud sponsor of the Orange Beach Billfish Classic, Mobile Big Game Fishing Club Memorial Day Tournament, Mississippi Gulf Coast Billfish Classic, Emerald Coast Blue Marlin Classic, Pensacola International Billfish Tournament, Blue Marlin Grand Championship, Poco Bueno Tournament and the Lonestar Shootout.

The bite was hot in the upper Gulf this summer, and so was Galati's Viking 92 Sky Bridge. Not only did this sportfish

tour the Gulf tournament circuit, she also visited Galati's locations in Naples, Sarasota, Orange Beach, Destin and Galveston. Needless to say, she turned heads and was the buzz on the docks everywhere she went. She hosted an Open House at each stop and was available for VIP tours for owners and captains. During the Blue Marlin Grand Championship, Viking guests Pat Healey and Ryan Higgins were on hand and customers enjoyed their time with them on the 92. Galati looks forward to hosting the Viking team soon.

During the 20th Annual Los Cabos Billfish Tournament, Galati opened their Cabo location with a VIP open house and celebration. The turnout was spectacular and there was plenty of fun with live music, great food and cocktails. Cabo is a must-see destination with great fishing, fabulous cruising and plenty of adventures.

Galati is making plans and looking forward to the upcoming Los Sueños tournament

series. Once again they will be a Platinum Sponsor for the Triple Crown. Mark your calendar for January 16 through 19, February 27 through March 2, and March 27 through 30, 2019.

The Galati group is on track to have an outstanding year in Viking sales with many customers trading up or joining the Viking family. Plus, the team looks forward to the arrival of a new 82 Cockpit Motor Yacht, which will be on display at the Miami Yacht Show February 14 - 18.

Unfortunately, at the time of this writing, Hurricane Michael had just devastated the Panhandle, and while Galati Yachts Sales' offices were spared, many area employees, customers and friends were impacted. Within days of the storm, Galati was on the ground in the Panama City area helping remove debris, offering support and providing a hot meal to those in need.

GalatiYachts.com



Game and Leisure Boats' modern offices are located within the Runaway Bay Marina on the Northern end of the Gold Coast, Queensland, Australia.

They are conveniently located one hour south of Brisbane with easy access to the

Broadwater and the Pacific Ocean. Dealer Principal, Graham McCloy, has over 40 years of boating and fishing experience along the East Coast of Australia, as well as many overseas destinations

GandLB.com.au



HMY Yacht Sales is proud to be in their 39th year of business and celebrating the 26th anniversary as an authorized Viking Yacht dealer. They had an incredible 2018 Viking model year with 25 new Viking deliveries.

HMY is proud to sponsor several upcoming tournaments including the 56th Annual

Buccaneer Cup Sailfish Release Tournament, the Emeril Lagasse Foundation's Line, Vine and Dine Charity Tournament, the South Carolina Governor's Cup Billfishing Series and the Skip Smith Abaco Diamond Series which includes the White Marlin Roundup, the Production vs Custom Shootout and the Abaco Beach Blue Marlin Tournament.

See your HMY Viking Professional at the upcoming Stuart Boat Show in January; the Miami Yacht Show at its new location in Biscayne Bay in February; and the Palm Beach International Boat Show in March. For a full roster of new Vikings displayed at each event, give us a call.

Mark your calendars for HMY's signature Bimini Rendezvous scheduled for June 20 through June 23. Celebrating its fifth anniversary, HMY invites their customers to join them for an exciting three-day adventure in the Bahamas for their largest event of the year. Check HMY.com for all the latest updates and to register for the 2019 event.

HMY Yacht Sales would like to extend sincere appreciation to all clients, friends, and the team at Viking for another successful year.

HMY.com



Jefferson Beach Yacht Sales continues to strengthen their sales, service and administrative teams. The staff welcomes Tim Wert, Dennis Butt, Rick George and Terra Sargee to the crew! Tim joins the team as a sales professional who has been boating his entire life and selling yachts for the last 15 years. Dennis is a master diesel mechanic and service project manager with over three

decades of marine experience. Rick joins the service department, working as a technician who recently graduated from the Marine Mechanics Institute. Terra holds a marketing degree and has been working in the industry for 18 years. She is serving as a Marketing and Information Technology Director.

The 2018 JBYS Rendezvous was held this past July at Bay Harbor Lake Marina in Bay Harbor, Michigan. This boater's paradise was the perfect venue to host the party of the summer!

JBYS is excited to welcome the first 80 Enclosed Bridge to the Great Lakes. With an expected spring delivery, this big girl

will surely turn heads and be an amazing showpiece for Viking.

With multiple locations and over 40 years of experience, JBYS is best positioned to service boaters throughout the Great Lakes region. Recognized locally, nationally and globally for excellence, the JBYS team maintains the highest industry standards and delivers only the finest quality service and customer care. Jefferson Beach Yacht Sales takes great pride in cultivating an exceptional team of professionals to deliver the boating lifestyle you deserve.

JBYS.com



Novoy Marine is the exclusive Viking Yacht dealer for Panama and Central America. Their goal is to help customers acquire the yacht that will best suit their lifestyle and activities at sea. To achieve this, they work intently to provide customers the yacht of

their dreams. The team at Novoy personally guides their customers while setting up their new boat with the most modern equipment available on the market.

NovoyMarine.com



It's hard to believe another summer is in the rearview. Oyster Harbors Marine's sales and service departments have been busier than ever. After surviving the mad spring rush to launch hundreds of boats for customers old and new, there was finally time to focus on the fun stuff. The weather this year was routinely spectacular, and nearly every day was perfect for cruising and fishing. To that end, employees at OHM were

regularly treated to fresh, delicious tuna steaks dropped off by a longtime Viking customer. It was fun to arrive at work and see her slip empty and wonder if you might be having bigeye or bluefin for dinner. Many thanks!

OHM was once again happy to support a slate of local tournaments. First up was the 5th Annual BIG 3 Fishing

Tournament to benefit the Big Brothers Big Sisters of Cape Cod and the Islands. The event raised a record breaking \$385,000 this year. In August, they sponsored and helped host boats for the Joe Cronin Memorial Fishing Tournament. Since its creation, this tournament has raised over \$6 million to benefit the Jimmy Fund

and Dana-Farber in their efforts to cure cancer.

The summer ended with an appearance at the Newport International Boat Show in September. The persistent heat did nothing to deter the crowds as they descended upon the docks in droves. Once again, the 37 Billfish drew the masses to the display with

rave reviews. The next big local event is the New England Boat Show running February 9 through 17 in Boston. In other news, Randy Chabot recently joined OHM as the new head of the Service Department. Randy brings extensive experience in service and quality management to the team.

OysterHarborsMarine.com



Pro Yacht was born out of a passion for boating and a love of being on the water. Started in the Cayman Islands in 1992, Pro Yacht has grown from a company working out of a small apartment serving a single client to a company employing a team of more than 20 talented and skilled individuals with diverse backgrounds and a broad

spectrum of qualifications and experience. Staff are from the Cayman Islands, Canada, England, Jamaica, the Philippines, South Africa and the United States. With over 150 years experience in the marine industry, their staff is the backbone of the company.

ProYacht.ky



Viking's authorized dealer in Japan is Quay Side Marine, which was established 20 years ago. Located in Yokohama City, they offer a variety of services from sales, service to support. They pride themselves on their wide

range of customization for performance, interior and exterior equipment as well as décor upgrades.

QuaySide.Co.jp



Simpson Marine is Asia's leading yacht dealer because their passion is yachting. Their mission is to help others enjoy the yachting lifestyle. Whatever your yachting dream, Simpson can make it a reality.

But it doesn't just stop with finding a new yacht. Simpson Marine is a full-service, award-winning company. From design to

refit, they can help with every step of the yachting journey.

With a focus on innovation, creativity and high standards in all they do, Simpson Marine stays ahead of the competition. They recruit a team that is as friendly to work with as they are experts in their field, so their customers have the best experience.

SimpsonMarine.com



Founded and directed by brothers Andrea and Francesco Pirro in Italy over 30 years ago, SNO has succeeded in establishing itself as a leading company in the marine industry. SNO prides itself on its diversity. Not only are they strong in service and sales, SNO also excels at refits.

Since the very beginning, they have always focused on their relationship with customers and the high quality of the services offered. The company continues to grow and develop. Constant investments in expansion and diversification of services have made SNO the pinnacle in the Mediterranean.

SNOYachts.com



A full summer tournament season, active fall boat shows, plus several Viking deliveries have kept the crew at South Jersey Yacht Sales busy. The team is now focusing on the upcoming winter and spring boat shows as well as overseeing completion of numerous Vikings currently on order including two Billfish and 44, 52 and 62 Convertibles. Look for South Jersey Yacht Sales to have a prominent presence during the upcoming Atlantic City Boat Show in March 2019 where their new 38 Billfish will be on display.

The South Jersey Yacht Sales 2nd Annual Offshore Open was held in July and provided an opportunity for old friends to gather while new friends were made. This popular family-oriented event is often referred to as a Viking rendezvous with some fishing mixed in. Dockside cocktail parties, barbecues, nightly entertainment and the famous lay day pool party highlighted the event. New lay day events this year included a scavenger hunt which was won by new Viking owners, the DebTosh Charkrabarti family. The Poker Run was won by none other than Viking's Justin and Sean Healey. Vikings dominated the Overall Points category winning four of the top five places.

Another highlight on the tournament calendar each summer is the ever popular MidAtlantic tournament which once again saw numerous records set during the 27th edition of sportfishing's Main Event. This year's MidAtlantic saw 157 teams compete for a record purse of \$3.36 million and Vikings were right at home on the leaderboard all week long. Justin Branning's

Viking 55 3's *Enough* tied for 2nd Heaviest White Marlin with a 73-pounder. South Jersey Yacht Sales owner George Robinson was the angler and hooked up 10 minutes before the call was made for lines out. George fought the fish for an hour before it was boated and Captain Walt Ogden raced to the scales at the Canyon Club Resort Marina in Cape May for the weigh-in. A total of 818 billfish including 53 blue marlin and 765 white marlin were released during the tournament which translates to a catch-per-unit-of-effort of 1.73 billfish per-boat per-day, the second highest CPUE in the event's 27-year history.

In other news, South Jersey Yacht Sales once again stepped up to those in need by helping the victims of Hurricane Florence by matching employee donations to the American Red Cross. Looking ahead to the 2019 tournament season expect to see South Jersey Yachts Sales and Team *Polarizer* combine to sponsor and compete at upwards of 15 events.

SouthJerseyYachtSales.com



The team at Stan Miller Yachts welcomed a new Viking 48 Convertible to the West Coast this past fall. The new owners are loving the world class fishability of their new boat.

The Viking 37 Billfish continued her Southern California tour at the San Diego International Boat Show as well as the LA Harbor In-Water Boat Show. Be sure to visit Stan Miller at their winter and spring boat shows, including the Seattle Boat Show at South Lake Union, January 25 through February 2 and the Lido Boat Show in Newport Beach, California, April 25 through 28, 2019.

With four offices on the West Coast, the team at Stan Miller Yachts is always available to chat with current Viking owners as well as prospective Viking buyers. Stop by their Long Beach, Newport Beach, San Diego or Seattle offices to say hello and meet the team.

StanMillerYachts.com



For over 50 years Staten Island Yacht Sales has been the premier yacht and service company of the Northeast and thrilled to be a Viking dealer for the last 36 years. SI Yachts

is also proud to be the title sponsor for the fastest growing fishing tournament in the Northeast, The Montauk Canyon Challenge. Past Grand Champions of the tournament include the Viking 45 *Wharf Rat*, Viking 61 *Torta*, Viking 65 *Blondie* (a repeat champion) and the Viking 48 *Ramble On Rose*.

This year's Montauk Canyon Challenge, held in July, was a huge success with over 200 bigeye tuna brought to the scales along with 175 yellowfin and seven blue marlin releases. Over 45 boats fished the tournament with 17 Vikings in the mix. Rebel, a Viking 52,

claimed the title of Grand Champion and also weighed the heaviest tuna with a 210.1-pound fish. The Viking 50 *Rascal* was the 2nd Place Overall boat. *Torta* (now a Viking 66) weighed the heaviest wahoo at 18.6 pounds.

Next year's Montauk Canyon Challenge starts on July 12 and runs through July 20, 2019. The Staten Island Yachts team is already expecting over 50 boats to join the fleet. Visit SIYachts.com for more information or contact Staten Island's Rich Lucas at RLucas@SIYachts.com.

SIYachts.com



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Viking by the Numbers

0 to 100



0

Outside partners to answer to as a family-owned business

2

Manufacturing facilities building world-class vessels

3

Facilities to service our customers

4

Subsidiaries to better serve our Viking owners

5

New models introduced fall of 2018

7

Vikings owned by Carl and Gayle Tallardy

11

Focus points in the Viking Difference

42

Knots top speed of the 58 Convertible

44

Flags hung on the *Viking 72* demo during a September overnighter

90

Percent of every Viking built in-house

91

Continuous years in business for Johnson & Towers

100

Foot motor yacht on the drawing board

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2019

Viking Calendar

JANUARY

- 3-7 Sailfish Gold Cup
- 9-12 Silver Sailfish Derby
- 16-19 Los Sueños Billfish Tournament #1
- 23-26 Buccaneer Cup Sailfish Release Tournament

FEBRUARY

- 1-2 Viking VIP Preview
- 14-18 Miami Yacht Show
- 14-18 Miami International Boat Show
- 27-MARCH 2 Los Sueños Billfish Tournament #2

MARCH

- 27-30 Los Sueños Billfish Tournament #3
- 28-31 Palm Beach International Boat Show

APRIL

- 3-7 Final Sail
- 10-14 Viking Key West Challenge
- 24-28 Winner's Circle Charities Invitational

MAY

- 29-JUNE 3 Cajun Canyons Billfish Classic

JUNE

- 3-9 Mississippi Gulf Coast Billfish Classic
- 7-15 Big Rock Blue Marlin Tournament
- 19-23 Emerald Coast Blue Marlin Classic

JULY

- 3-7 Bermuda Billfish Blast
- 9-14 Blue Marlin Grand Championship
- 13-17 Bermuda Big Game Classic
- 17-20 Poco Bueno Tournament
- 19-23 Sea Horse Anglers Club Billfish Tournament
- 23-27 Beach Haven Marlin & Tuna Club White Marlin Invitational
- 23-28 Lone Star Shoot Out

AUGUST

- 5-9 White Marlin Open
- 12-16 Pirate's Cove Billfish Tournament
- 18-23 The MidAtlantic
- 21-24 Virginia Beach Billfish Tournament

Palm Beach, Florida
Singer Island, Florida
Herradura Bay, Costa Rica
Singer Island, Florida

Riviera Beach, Florida
Downtown Miami between Venetian and MacArthur causeways
Miami Marine Stadium, Biscayne Bay, Florida
Herradura Bay, Costa Rica

Herradura Bay, Costa Rica
Palm Beach, Florida

Key West, Florida
Key West, Florida
Bahamas

Venice, Louisiana

Biloxi, Mississippi
Morehead City, North Carolina
Sandestin, Florida

Bermuda
Orange Beach, Alabama
Bermuda
Port O'Connor, Texas
Bermuda
Beach Haven, New Jersey
Port O'Connor, Texas

Ocean City, Maryland
Manteo, North Carolina
Cape May, New Jersey & Ocean City, Maryland
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the world of marine design," Viking has produced a 72' yacht that responds and handles like a far smaller boat, built with the same rock-solid reliability that made Viking famous.

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The 72's exquisite details, from hand-made

cabinetry to a party-sized bridge, reflect a level of quality found only on custom yachts. Viking will tailor the decor of the 72' to satisfy the most discriminating tastes.

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yachts

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