



WINTER 2020

Valhalla

EXPERIENCE VIKING HEAVEN



COMING ON STRONG

Valhalla Boatworks

VIKING STORY

Staying on Top

BIG BROTHER

46 Billfish

MISGUIDED MANDATE

SCR Could KO 92 & 93

A PUBLICATION
OF VIKING YACHTS

WINTER 2020 IN THIS ISSUE

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BEHIND THE COVER



Staff Photographer Kyle Juall on location for the cover shot of the V-37 and 80 EB.



RE-DESIGN, RE-ENGINEER, RE-INVENT

“Re-design, re-engineer and re-invent.”

President and CEO Pat Healey repeated this mantra often and everywhere this past year, from the boardrooms and manufacturing lines in New Gretna to the boat shows and dealer meetings in Florida. “In today’s world, you have to be innovative,” says Pat. “What we designed and built yesterday is not what we will design and build today or tomorrow. To stay on top, you’ve got to build the very best, and then keep moving.”

The development in only 15 months of five new models, which includes an entirely different type of boat with the Valhalla Boatworks brand, is testament to Viking practicing what it preaches. Some boatbuilders take a pre-existing model, rebadge it and call it new. That doesn’t happen at Viking.

Bringing fresh, innovative product to the market every year is job No. 1, and it represents our deep commitment to our customers. “We have something unique here at the Viking Yacht Company,” says Pat. “Our continued investment and support of our facilities allow us to be a design- and engineering-driven company.”

Advanced machinery and technology give us an edge over the competition. “We continue to innovate, whether it’s our five-axis profilers, new equipment in our mill and machine shop or simply improving the tools used by our shipwrights in everyday technologies,” says Lonni Rutt, Vice President of Design and Engineering. “Recently, we transitioned from model tank testing to computerized, computational fluid dynamics. This gives us an ability to run models on a computer, saving both time and resources as we strive to build a better boat every day.”

THE TEAM

Another major theme for 2019 has been the emphasis on teamwork. Pat and other company leaders are quick and constant with their praise for “the team,” which consists of the entire 1,500 Viking family members in New Jersey and Florida. With the introduction of the 38 Open Billfish, 46

Billfish and three V Series center consoles, “the team” has been busier than ever.

“We have great supervisors, managers and boatbuilders who are just unbelievable at what they do, whether it’s designing the boat, engineering the boat, building the boat, selling the boat or servicing the boat,” says Pat. “Nobody in this industry has put together a team like we have.”

The people of Viking realize there is no “I” in team. During interviews for our new company video, “The Viking Difference,” every staff member used the word “team” at least once – and one actually referenced it 11 times – as they talked about all of the qualities that comprise “The Viking Difference”.

TELLING THE STORY

The eight-minute film is one of several new ways that the Marketing Department is telling the Viking story. We’ve also redesigned our websites and stepped up our presence on social media, building the Valhalla Boatworks brand on Facebook and Instagram. The video from the first sea trial of the V Series went viral (260,000 views on Vimeo alone) and posts from our photoshoot in Florida heightened the buzz surrounding these high-performance center consoles.

One image of an airborne V-37 posted on Instagram was so dramatically perfect that one follower questioned its authenticity. Our quick follow-up bounce video, showing the photographer taking the picture, quickly silenced the naysayer. I’m happy to say that the photographer was our very own Kyle Juall, who joined the department recently as our media specialist. He solidifies a marketing team that includes the multi-talented Mary Foust, an 18-year Viking veteran who is spearheading our social media ramp-up, and graphic designer Katrina Clugh, who among many other things designed the magazine you’re holding. We hope you enjoy this issue of *Valhalla*, and your feedback is always welcome. Don’t hesitate to email us at marketing@vikingyachts.com.

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.

SLEEPING BEAUTIES

The fleet gets some shut-eye under a beautiful night sky in New Gretna.







viking REVIEW

Our team has been busy since our last edition of *Valhalla* magazine. The whole crew pulls together every day to build a better boat both in our facilities as well as in our local and marine communities. We are working together to provide our customers the best boat in the world but also taking the same enthusiasm on the road to boat shows, photo shoots, special events and tournaments. Thank you to our shipwrights for always making us proud in everything you do. 🐉



FROM THE FLYBRIDGE

It was a historic year for Viking as we celebrated our 55th anniversary with the launching of five new models from 33 to 46 feet. It's truly incredible what the team has been able to accomplish. In 15 months, we took Valhalla Boatworks from concept to completion while continuing to bring new Viking models to the market. Our V Series center consoles and two Billfish models debuted at our Dealer Meeting and Sea Trial Event in Atlantic City in September and went on to make their world premiere at the Fort Lauderdale International Boat Show. The response from dealers, customers and the media has been tremendous.

The V Series is a complete departure from our traditional builds, and we're working hard to become more efficient at producing these boats and bringing technologies of scale into the manufacturing process. The Billfish series has been a huge hit. We introduced the 38 Billfish at the Miami show in February, and now we have expanded the fleet with the 38 Open Billfish and 46 Billfish. People love their style, emphasis on ease of maintenance and operation, accommodations and, of course, the Viking quality and engineering.

There was tremendous energy and anticipation as we approached the Fort Lauderdale show. I usually can't sleep the night before the show. This year, I couldn't sleep for *two* nights before the gates opened. We had a record 23 boats in our biggest display ever, and the crowds didn't disappoint. We set a new attendance record with over 8,100 visitors, which is an increase of nearly 2,000 from 2018.

The Viking team was there in full force to showcase our yachts, but we also used the Fort Lauderdale show as a platform to raise public awareness about a very important issue that is going to have a drastic effect on our industry, one comparable to the Luxury Tax. And that issue is a premature international emissions regulation that requires Viking and other builders to install bulky, heavy and potentially dangerous Selective Catalytic Reduction (SCR) systems



in the engine rooms of our yachts. We held a press conference at the show, and more than 60 members of the media attended and have begun to spread this message: This emissions rule must be postponed until technology is available to produce a proven, safe and financially feasible system. We have a full article in this issue of *Valhalla* (page 44) about SCR that explains why it would force us to stop production of our largest yachts, its impact on jobs, and how you can help.

The tariff war has also been a major concern for us. The trade war with China is getting all the headlines, but the European tariff is really impacting our business. Our customers in Europe must pay a 25 percent tariff if they want to buy a Viking yacht, and this has basically shut down all sales in Europe. Typically, our international sales account for 25 percent of our business, but with this tariff that number has decreased to about 10 percent.

We have plenty of challenges, but we will continue to push the envelope to build a better boat every day. We are pleased to announce that this spring we'll begin a project to expand the facility at Viking Mullica with an additional 7,500 square feet

of working space. This will give us a larger manufacturing footprint for the production of our Billfish and Valhalla Boatworks products, which are bringing a whole new generation into the Viking family; buyers in their 30s and even their late 20s are taking ownership of our V Series boats.

It's truly an exciting time for us. Our story is told in a new company video called "The Viking Difference," which shines the spotlight on the most important part of Viking – our people. If you haven't seen it, please go to our website, YouTube or Vimeo and check it out.

In closing, the Healey family would like to sincerely thank all of our owners, dealers and vendors for their continued loyal support and we look forward to seeing you on the docks. 🍷

Sincerely,

Patrick Healey
President & CEO



38 OPEN BILLFISH

Open Express Versatility and Billfish Practicality



New product is the pulse of our engineering-driven company. Viking has the youngest fleet in the industry with several innovative models hitting the water every year, such as our 38 Open Billfish. Being at the forefront of innovation is an integral part of The Viking Difference and our commitment to build a better boat every day.

The new 38 Open Billfish blends the sportiness and purpose-built practicality of the Billfish series with the versatile command-deck design of the Viking open express boat. She runs on the same modified V hull as the 38 Billfish, which has received rave reviews for its smooth dry ride and nimble handling at speed and when backing down.

CLOSE TO THE ACTION

Measuring 109 square feet, the 38 Open Billfish's cockpit comes ready for battle with a laminated mounting plate in the deck for a fighting chair or a rocket launcher (a cockpit table is also offered). Other fishability 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. Two-person mezzanine-style seats flank the centerline walkthrough, and there's refrigerated drink storage, as well as ample general storage throughout.

Our open express models are uniquely styled and outfitted to accommodate the owner/operator who enjoys staying closer to the action in the cockpit for both fishing and entertaining. A raised centerline command station with optional Release Marine chair gives the captain clear sightlines in all directions and is equipped with a fiberglass (or optional faux teak) helm pod, power-assist hydraulic steering with stainless steel wheel and Palm Beach-style controls. The twin Cummins QSB 6.7 550MHP diesels are a perfect match for the 38 Open Billfish, and the Cummins Inboard Joystick System brings a new level of confidence in close quarters and around the docks. There's ample space at the helm for electronics.

Available fully enclosed with climate control, the 38 Open Billfish's command deck aft affords an abundance of seating, with port and starboard L-shaped lounges and storage below. The Release Marine helm and companion chairs boast teak ladder backs and premium upholstery.

JUST LIKE HOME

A starboard-side companionway leads below, where you're greeted with hand-finished, high-gloss teak and Amtico flooring in a soothing climate-controlled living area. A starboard-side sofa across from the galley seats up to four and can also be used as an additional bunk.

The private head has a large walk-in shower with satin nickel fixtures and an attractive Corian-topped vanity with sink





and storage. Forward of the head and also on the port side, the galley has everything you need to prepare and serve meals: a Corian countertop, two-burner electric stove, microwave/convection oven, upper and lower cabinet storage with maple interiors and under-counter drawer-style refrigeration with built-in ice maker.

Forward, the cabin is appointed with a lower double bunk and an upper single, along with lots of storage capacity – a maple-lined hanging locker as well as drawer and cabinet space.

EASY UPKEEP

The engineroom, lazarette and forward bilges are painted with Snow White Awlgrip for increased visibility. The twin Cummins and other machinery are located beneath electrically-actuated hatches that open outboard for plenty of room for routine

inspections and maintenance. In addition, there's a large centerline hatch for quick access. All of the engineroom components are within easy reach as well, including the generator, water maker, battery boxes and fuel tank fittings. The optional Seakeeper SK 6 is installed on centerline in the aft section of the engineroom with a dedicated access and panel.

This is a Viking through and through, so many of the same mechanical systems and running gear components on our convertibles are present on the Billfish, such as the Delta-T engineroom ventilation system and a fire suppression system, Class "S" pitch tolerance propellers with dynamic balancing and bronze struts, seacocks and rudders.

55 YEARS

The experience, expertise and know-how

of the Viking Yacht Company remains unmatched in the industry. Our design, engineering and construction processes are based on 55 years of experience. Each model is built for maximum strength and weight savings. In the case of the 38 Open Billfish, 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.

Like all Vikings, the 38 Open Billfish comes backed by our unbeatable customer service and the tremendous ownership benefits

of the Viking subsidiaries Atlantic Marine Electronics (AME) and Palm Beach Towers (PBT) that provide custom electronics and tower/hardtop installations, respectively. On hull No. 1, the complete AME-installed Garmin package includes twin 16-inch multi-function displays at the command deck helm and a GPSMAP 8610 in the PBT tuna tower's control box. The tower features a molded one-piece standing platform with bench seat, a buggy top with sunshade, Cummins electronic controls and recessed Lumitec tri-color LED lighting. The hardtop has a molded-in radar pod and a recessed location for teaser reels.



THE BOTTOM LINE

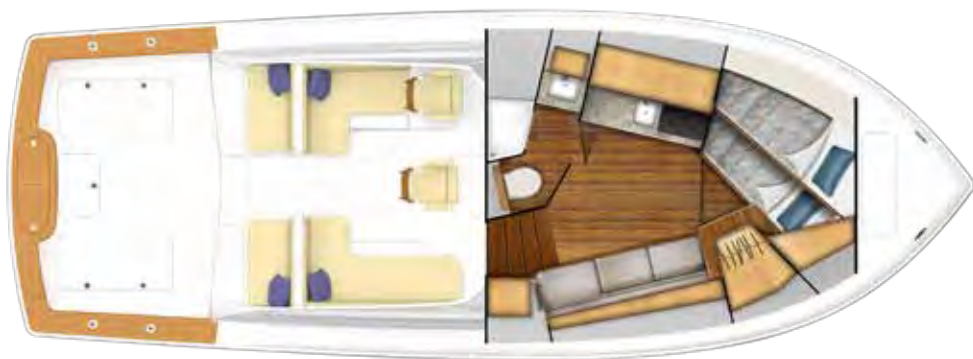
The 38 Open Billfish brings the flexibility of the open express style to the Billfish series. Sporty, stylish and easy to operate and maintain, she fits the bill as a purpose-built sport fisherman and family cruiser.

38|0 BF SPECIFICATION HIGHLIGHTS

Length Overall	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	30,100 lbs.	13,653 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.	10.1 sq. m



Open Bridge



Standard Layout



COMING ON STRONG

V Series Snares the Center Console Spotlight

The Valhalla Boatworks V Series rocketed out of the gate this fall with demand for all three models climbing on a daily basis. The V-33, V-37 and V-41 made their debut at the Viking/Valhalla Sea Trial Event in September, igniting a wild fire of media coverage that quickly anointed our fleet of high-performance center consoles as the frontrunner in this highly contested market.

“We’re attacking the center console business the same way that we attacked the sport fishing and motor yacht business – by pushing the envelope to build a better boat every day,” says Viking President and CEO Pat Healey.

In 15 months, the V Series evolved from concept, to design, to tooling and production. The world premiere of this marvelous trio at the Fort Lauderdale

International Boat Show marked the culmination of a massive manufacturing ramp-up that only the Viking Yacht Company could pull off. “It’s truly a great accomplishment, with the entire team pulling in the same direction,” says Pat. “We came out strong with three boats. We wanted to provide choices, not force people to wait for that next model.”

All of the tooling for the V Series was done in-house using our two five-axis CNC routers – a huge factor in the rapid yet precise development of this brand. We established dedicated production lines for each model at Viking Mullica, allowing us to manufacture all three simultaneously. With demand so high, manufacturing efficiency and adherence to a strict production schedule will continue to be instrumental in the success of Valhalla Boatworks (VBW).

We’ve worked closely with the established and respected propulsion companies of Mercury and Yamaha as well as a host of stellar Viking vendors such as Release Marine, Gemlux, Lumitec and Costa Marine. Viking subsidiary Palm Beach Towers will be utilized for the V-41 gap towers, and custom electronics installations (such as security systems) can be done by Atlantic Marine Electronics, another Viking company. VBW utilizes the same strong domestic and international dealer network as Viking, and also has two additional dealerships in New Jersey and Florida – Valhalla Boat Sales North in New Gretna and Point Pleasant, New Jersey, and Valhalla Boat Sales South in Riviera Beach. In addition, the same renowned customer service resources that have set Viking apart from its competitors for decades will be available to V Series owners.





V-37



Clockwise from top left: Seakeepers are installed in engineered stringer-grid mounting structures; fuel management systems allow each engine to draw from any tank; finely tooled hardtops are cored for weight savings; dive doors swing inboard for easy dockside boarding; console lounge seat hatches eliminate water intrusion.

INNOVATION

Examine any area of a Valhalla Boatworks V Series and you'll find the highest levels of mechanical and electrical expertise and unmatched fit and finish. The V-33, V-37 and V-41 are each designed and built with an integrated Seakeeper mounting structure (molded into the stringer grid and coated with Awlgrip) on centerline in the cockpit. The unit is front and center, with exceptional access and ventilation space. The installations of the sea chest and fuel management system in the lazarette are just as impressive. The attention to detail continues with the hardtop, where recessed areas allow the premium-grade Gemlux outrigger bases to be mounted at a level angle so the riggers project straight aft for a more aesthetically pleasing look.

In an era when boatbuilders are including an increasing amount of equipment on board that hampers utility and practicality, Viking has designed the V Series for maximum ease of use, maintenance and access. The functional, clean layout is a refreshing alternative to many of today's boats laden with unnecessary equipment and lacking access. With the V Series, egress to various components such as sump pump boxes, fuel fittings and tankage is quick and easy.

All three boats have been designed with clean, highly-functional deck layouts. Their designs maximize walkaround access and deliver all the fishing equipment, seating options and top-shelf accessories you'll need to make the most of your V Series experience. The most experienced design and engineering team in the business has carefully planned and executed every inch of space.

You'll find thoughtfully planned and executed components that work flawlessly throughout. The consoles' pantograph-door design and notched overhead allow for easy entry and egress. A pair of stainless gas pistons hold the door open, and the handrail lets you pull it shut from inside the console.

The boats have three helm seating options. The Release Marine triple-chair design features flip-up bolsters, teak backs and teak armrests. Llebroc Billfish helm chair or Costa Marine bench seating are also available. No matter the model, the captain has gin-clear visibility through a wraparound Costa Clear or solid glass windshield. A black acrylic panel spans the width of the console for flush-mounted electronics.

The consoles stress storage and utility but also hold an array of conveniences. All three feature a molded-in vanity with freshwater sink and retractable shower wand, dedicated lockable rod storage under the lounge seating, vertical rod holders, an electric freshwater head and access to electronics and the electrical distribution panel.

The fiberglass hardtops can be outfitted with equipment that will heighten fishing capabilities, such as a six-rod rocket launcher, molded-in electronics and radar pods and Lumitec spreader lights. You can also get a custom fabricated fold-down marlin tower and fixed or telescoping outriggers from Gemlux or Rupp. A variety of Costa Marine covers will help you protect your investment. Covers for the entire boat, all of the engines and individual areas such as the console, helm seating and lounge are available.

On all models, a standard port-side dive door is built with beefy, oversized hardware with meticulous fit, finish and workmanship. The door swings inboard for easy dockside boarding. Seating options give the owner tremendous freedom to maximize their personal boating and fishing needs. All three models feature a



forward console lounge with dry storage underneath; optional seating includes GG Schmitt transom seats and forward bench seating (with storage underneath) and backrests with teak ladder backs.

DESIGN

The design traits of Viking convertibles can be seen throughout the V Series. Proud bows, gently sloping S-shaped sheers, double forward chines, faux helm pods and raised toe rails and mezzanine seating stand out as a few of the trademarks. “When you see the aesthetics of these boats you clearly realize they are Vikings,” says Ryan Higgins, Viking Southeast Sales Manager and General Manager of Valhalla Boat Sales

South. “We definitely put the Viking twist on things, and that’s a big part of why these boats are so special.”

The V-33, V-37 and V-41 are the result of the cooperative effort of the Viking Design & Engineering team and Michael Peters Yacht Design (MPYD), with Viking incorporating specific deadrise, bottom rocker shape, strakes and chines into a bottom that utilizes MPYD’s patented Stepped-V Ventilated Tunnel. The running surface reduces drag while increasing speed, efficiency and stability. “The tracking and the handling are incredible at all speeds,” says Ryan. “The vertical walls of the tunnel are what really lock in that stern.”

JOIN THE FAMILY

The V-33 is the consummate choice for boating enthusiasts looking to get into their first Viking-built boat or current owners who want a tender for their mothership.

The same robust standard equipment list and nearly all of the options for the V-37 and V-41 are available on this twin-outboard, high-performance center console. And with three different engine packages, every owner’s needs can be met to the fullest extent. For maximum speed, go with a pair of Mercury Verado 400s. We also offer Mercury’s latest 300-hp four-stroke—the powerful 4.6-liter V8 Verado—as well as Yamaha’s legendary V6 F300.

Like her larger siblings, the V-33 possesses big-boat technology. High-tech features include joystick helm control with GPS station-keeping (with any engine package), a bow thruster and an optional Seakeeper SK 2.

The V-33 was designed for maximum live well and fish box capacity. A standard 51-gallon transom live well anchors the cockpit, and five overboard-draining in-deck fish boxes from 32 to 98 gallons are strategically positioned so you’re never more than a half-step from a home for your catch. Choose from an assortment of fishing equipment and accessories to set up the V-33 for success in your waters and for your type of fishing. Live bait anglers

From Concept to Completion

IN ONLY 15 MONTHS



The V Series project went from conception to completion in only 15 months, showing the design and manufacturing firepower of the Viking Yacht Company.



Viking shocked the marine industry in February 2019 with the surprise announcement at its VIP Preview in Florida that it was jumping into the center console market with an entire fleet of stepped-hull outboard-powered boats.



All of the tooling for the V Series was done in-house using our two five-axis CNC routers – another huge factor in the rapid yet precise development of this brand.



With demand so high for the V Series (nearly 100 boats are now on order), manufacturing efficiency and adherence to a strict production schedule will continue to be instrumental in the success of Valhalla Boatworks.



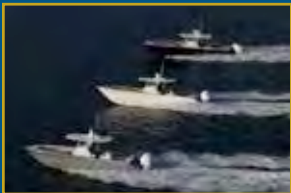
We build these luxury center consoles with the same Viking engineering, quality and performance as our industry-leading yachts. Every V Series model is built with an engineered mounting structure for a Seakeeper installation.



We established dedicated production lines for each model at Viking Mullica, allowing us to manufacture all three simultaneously.



The video from the first sea trial of the V-37 went viral (with a quarter million views!) as boating enthusiasts around the world witnessed the double-stepped performance of our V Series for the first time.



As promised, all three V Series high-performance center consoles (the V-33, V-37 and V-41) debuted in Atlantic City at our Sea Trial Event in September.



The origins of Valhalla Boatworks go back to the early 2000s when Don Gemmell (standing in the cockpit) wanted to develop a Viking-quality boat in a smaller size.

can add a second live well under the cockpit sole; on-deck live well inlet and discharge fittings can be installed in the transom corners; and the transom live well interior can be painted dark blue (to help sustain bait life).

You'll find smart storage solutions from bow to stern. The aft seating module holds a slide-out cooler (designed and built in-house) at its base, a pull-out drawer in the center, and at the top a tackle locker with Plano boxes and a flip-up lid that doubles as a work table. The entire module "floats" above the sole, providing 360-degree toekick.

BALANCED ATTACK

Hitting the sweet spot in the V Series lineup, the V-37 shines as a versatile coastal or offshore fish-raising thoroughbred with the legs to run long distances powered by either twin or triple outboards.

Performance needs vary depending on region, fishing preferences, targeted species and other factors. With that in mind, we offer four different power choices: triple Mercury Verado 300s or 400s, triple Yamaha 300s or twin Yamaha 425s. Ease of operation and comfort aboard are high priorities. Each engine installation can be equipped with joystick helm control featuring GPS station-keeping. The V-37 has been designed and engineered for a Seakeeper SK 3, and can be equipped with a bow thruster.

The V-37 can be outfitted with an aft mezzanine seating module with armrests, tackle storage and an insulated cooler under the seat. And she's loaded with lockers, compartments and hardware that maximize storage while maintaining the boat's 360-degree accessibility. For instance, the standard lounge that's integrated into the forward console holds a cooler and dry storage, and the GG Schmitt transom seats can be flipped up and out of the way when it's time to fish.

From stem to stern, you'll find impressive standard storage and fishing features, including a 53-gallon transom live well and five overboard-draining in-deck fish boxes ranging from 45 to 123 gallons. You can

V-33 Seating Module



V-37 Transom Live Well



V-41 Mezzanine Seating



swap out the forward lounge cooler for a raised live well, which provides quick access to bait while fishing from the bow. Other notable options include an additional live well in the cockpit deck, a dark blue transom live well interior to increase bait life, 12V electric reel outlets, and live well inlet/discharge fittings in the transom corners.

FAST AND FAR

The appeal of the flagship V-41 is strong and simple: She's the best big center console on the market, answering the call with high-level fishability, speed, range and overall performance.

We offer the V-41 with multiple options for power, including a quad setup of Mercury 400s or a triple installation of the new Yamaha 425s. Triple Mercury 400s or a quad configuration of the new Mercury V8 300 are also available on this model. No matter the brand or engine size, each application can be configured for joystick helm control with GPS station-keeping technology. For the ultimate in maneuverability, we offer options such as Zipwake, the new, Dynamic Trim-Control System, as well as a bow thruster.

The V-41 will excel on the tournament circuit, with a clean deck layout that maximizes access across an 11-foot beam and an arsenal of standard and optional fishing features to put you in the winner's



circle. The transom holds a 90-gallon live well. The decks are filled with insulated fish boxes, and rod holders can be installed virtually anywhere. Live-bait anglers will love the V-41. A raised live well can be integrated into the forward lounge for quick access while fishing from the foredeck. You can also opt for an in-deck live well in the cockpit, and on-deck live well inlet and discharge fittings can be installed in the transom corners.

The Viking subsidiary Palm Beach Towers will design, fabricate and install an optional gap tower with a custom hardtop and an upper helm station. "The gap towers will match the quality and design of those on Viking sportfishing boats," says Drew McDowell, PBT General Manager. "Large-

diameter piping will be fabricated with angles and tapering locations specifically engineered for maximum strength."

Owners will also have great flexibility when it comes to outfitting the tower. "Not only can you have equipment such as recessed teaser reels, you can go for specialized features like integral kite boxes in the forward end of the hardtop," says Drew. PBT is also designing a custom control box for the gap tower upper helms with a space-saving flush mounting surface.

The V-41 is designed and built to fish, no doubt, but our flagship also excels as a sleek sport cruiser thanks to her diverse deck layout choices that include an aft mezzanine seating module complete with armrests and an insulated cooler under the seat. 

THE BOTTOM LINE

An unprecedented combination of high-level design, engineering, performance, and quality has the competition scratching their heads, with each V Series model poised to become the leading center console in its class.

SPECIFICATION HIGHLIGHTS

V-33



Length, hull 32' 10" (10.01 meters)
Length, with engines down 35' 3" (10.74 meters)
Beam, overall (B.O.A.) 9' 9" (2.97 meters)

Height
waterline to hardtop, half load 8' 3" (2.51 meters)
waterline to radar, half load 9' 7" (2.92 meters)

Draft
engines up, half load 25" (.64 meters)
engines down, half load 30" (.76 meters)

Weight
half load 10,934 pounds (4,960 kilograms)
full load 12,128 pounds (5,501 kilograms)
(1) Weight with Twin 300 hp engines
(2) Half Load, 50% liquids
Full Load, 100% liquids
no passengers or gear

Deadrise (at transom) 24.0°
Fuel capacity 327 gallons (1,238 liters)
Water capacity 39 gallons (148 liters)
Holding tank capacity 6 gallons (23 liters)
Max engine HP 800 hp
Live well (transom) 52 gallons (197 liters)

SPECIFICATION HIGHLIGHTS

V-37



Length, hull 36' 9" (11.20 meters)
Length, with engines down 39' 1" (11.91 meters)
Beam, overall (B.O.A.) 10' 0" (3.05 meters)

Height
waterline to hardtop, half load 8' 5" (2.57 meters)
waterline to radar, half load 9' 9" (2.97 meters)

Draft
engines up, half load 26" (.66 meters)
engines down, half load 36" (.91 meters)

Weight
half load 12,789 pounds (5,801 kilograms)
full load 14,401 pounds (6,532 kilograms)
(1) Weight with Triple 300 hp engines
(2) Half Load, 50% liquids
Full Load, 100% liquids
no passengers or gear

Deadrise (at transom) 24.0°
Fuel capacity 470 gallons (1,779 liters)
Water capacity 39 gallons (148 liters)
Holding tank capacity 12 gallons (45 liters)
Max engine HP 1200 hp
Live well (transom) 56 gallons (212 liters)

SPECIFICATION HIGHLIGHTS

V-41



Length, hull 40' 6" (12.34 meters)
Length, with engines down 43' 3" (13.18 meters)
Beam, overall (B.O.A.) 11' 7" (3.53 meters)

Height
waterline to hardtop, half load 8' 7" (2.62 meters)
waterline to radar, half load 10' 0" (3.05 meters)

Draft
engines up, half load 27" (.69 meters)
engines down, half load 36" (.91 meters)

Weight
half load 16,612 pounds (7,535 kilograms)
full load 18,533 pounds (8,406 kilograms)
(1) Weight with Quad 400 hp engines
(2) Half Load, 50% liquids
Full Load, 100% liquids
no passengers or gear

Deadrise (at transom) 24.0°
Fuel capacity 557 gallons (2,108 liters)
Water capacity 49 gallons (185 liters)
Holding tank capacity 12 gallons (45 liters)
Max engine HP 1600 hp
Live well (transom) 90 gallons (341 liters)

MORE PRODUCTS. MORE CONTROL. MORE SUPPORT.

From small boats to luxury yachts, ferries and workboats, Carling Technologies is the market leader in marine application switches, circuit breakers, ELCIs, and monitoring and control devices/systems. Carling's recent consolidation of the Maretron brand of high-quality marine vessel monitoring and control solutions enhances Carling's ability to deliver world-class products to OEMs, dealers, and end users.

The new MPower Series by Maretron replaces standard mechanical circuit breakers and switches with state-of-the-art digital power distribution. This flexible-to-configure system includes components such as a multi-function touchscreen display, a configurable keypad, an operator control module, a

solid-state power controller, and a power bypass module.

Maretron has developed a single, common interface to monitor and control your vessel's systems so you don't have to learn and remember different ways to interact with each piece of equipment. And with a built-in comprehensive alert system, you don't have to sit and stare at the gauges because you will get an alarm or warning at the slightest hint of a problem, before it turns into a larger, more serious issue. Look at it as your very own "second mate" or "engineer," continuously watching over your vessel 24 hours a day, 7 days a week, 365 days a year.

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HIGHER POWER

The V-41 is your ticket to center console heaven.





A STAR IS BORN

46 Billfish



The Viking Yacht Company has been building a better boat every day for 55 years, always pushing the envelope with fresh designs that exceed expectations. With the 46 Billfish, we've combined the quality, performance and accommodations of our convertibles with the sporty style and practicality of the Billfish series, creating a game-changing mid-sized sportfisher. Like the 38 Billfish, the 46 BF functions effectively as a diehard fishing boat, a family friendly cruising yacht or a hybrid of the two. You get the same versatility, ease of operation and maintenance, and purpose-built DNA of a Billfish, but in a larger size.

The design of every new Viking is based on decades of research, refinement and real-world testing. So it's no surprise that Viking dealers, customers and the media (see page 24) have been praising the 46 Billfish's performance since it debuted in September at our Sea Trial Event in Atlantic City, New Jersey. Speed, range, acceleration, maneuverability and operational efficiency

— the 46 BF checks all those boxes and many others.

A sharp entry, double chines and a pair of strakes per side keep the ride smooth and dry. The modified V hull is designed with variable deadrise that transitions to a flatter running surface aft for increased lift and running efficiency. The chine downturn also varies moving aft to maximize stability. The propellers and running gear are tucked inside of hull pockets to decrease drag as well as draft.

EVERY THREE INCHES

A modified vinylester resin is used in the entire hull skin to ward off any possibility of hull blistering. End-grain balsa and closed-cell foam are used as coring materials in selected areas for optimized strength and stiffness while minimizing weight. The resin-infused custom fiberglass fuel tank is designed and engineered for a precise fit below the cockpit sole. We manufacture the interior with integral fiberglass baffles

and balsa-cored sides provide strength and stiffness. The hull-to-deck joint is mechanically fastened every three inches and fiberglassed inside.

BUSINESS END

The 140-square-foot cockpit has all the design traits that have helped our fleet of sportfishing yachts achieve their industry-leading status. For starters, you have toekick space and rounded coamings for balance and comfort around the cockpit perimeter. The sole is built with a laminated in-deck mounting plate for a fighting chair or rocket launcher. The robust standard equipment list includes flush-mounted rod holders on the coamings, a transom live well, a cockpit bait freezer, in-deck insulated fish boxes with overboard drainage and a walk-through transom door and lift gate. Refrigerated storage in the starboard mezzanine step, dockside water and electric connections and tricolor LED lighting under the coamings round out the features in the business end of the boat.



FROM THE TOP

Like our legendary Viking convertibles, the 46 Billfish's flybridge is designed with a center console walk-around helm in a clean, aesthetically-pleasing and highly-functional layout.

A stainless wheel accompanies the Palm Beach-style controls. Power-assist hydraulic steering gives the captain responsive, precise control. 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 radar is molded into the hardtop, and LED spreader lights as well as tricolor overhead lights at the helm are some of the notable features. Our subsidiary Atlantic Marine Electronics can custom design and install a complete package of navigation and communication equipment to deliver the boat turnkey ready.

COMMANDING COMFORT

Welcome to the command deck – and the climate-controlled comfort and conveniences of a salon. This large living area is ideal for anglers who want to get off their feet, relax and cool down as the boat runs from one spot to the next. There's plenty of room for everyone to spread out and enjoy a bite to eat or sip a beverage. A U-shaped lounge with hi-lo table fills the port side, while a lounge extends along the starboard side. Both seating areas hold rod storage underneath. The forward bulkhead houses port-side cabinet storage, and there's space for a flat-screen TV on the starboard side.



They Said It



MEDIA CALLS THE BILLFISH FLAGSHIP “A HOMERUN,” “THE REAL DEAL” AND “A TRUE SPORTFISHING MACHINE”

The 46 Billfish manages to capture the attitude of the smaller Billfish designs – serious fishability combined with performance and the best possible use of space – in a larger, more comfortable package.

— Lenny Rudow, *Yachting*

“This is a true sportfishing machine in a segment of the market that’s been overlooked for years. It took a boatbuilder like Viking to bring this kind of fishboat back, and it’s the real deal. The 46 Billfish will be one heck of a boat for Viking.”

— Karl Anderson, *Marlin*

“With the addition of the 46, Viking has introduced an exciting new fishing boat with impressive performance characteristics that remains true to the initial Billfish concept. It maintains the lines and proportions that made this genre classics, built with an emphasis on ease of operation and maintenance to create what is sure to become a modern classic coveted well into the future. The 46 Billfish is another home run by the Viking team.

— Gary Caputi, *Anglers Journal*

This new Viking redefines the purpose of the mid-size convertible yacht with features and performance that not only satisfy offshore fishermen with tournament mettle, but equally appease casual cruisers longing to rack up hours on the water in total comfort.

— Peter Frederiksen, *Sea*

The impressive thing about the new Billfish line is that Viking was able to distill the hard-charging, tournament-ready ethos expected of its larger sportfishermen into smaller models, which are every bit as ready to compete on their own terms.

— Simon Murray, *Power & Motoryacht*



GET HORIZONTAL

Owners will find the 46 Billfish’s air-conditioned cabin filled with comfortable and convenient amenities to thoroughly enjoy your time on the water. Featuring high-gloss teak cabinetry and custom Amtico flooring, the fully appointed starboard-side galley has an L-shaped Corian countertop, a two-burner electric stove, a microwave/convection oven, cabinet storage and under-counter drawer-style refrigeration with a built-in ice maker. There’s a conveniently located hanging locker just forward of the galley. Stateroom and galley cabinetry and storage areas are lined with maple.

Lengthy upper and lower bunks on the port side will accommodate your taller anglers. The private forward stateroom has a walkaround island queen bed, blanketed with a quilted, designer-style bedspread, pillows and shams. There’s storage galore, with a compartment under the bed and four drawers beneath that, a hanging locker to starboard and upper cabinetry outboard on both sides. Other conveniences include overhead recessed lighting, Amtico flooring, a Bomar foredeck hatch with OceanAir screen and shade system, a flat-screen TV with stereo, speakers and DVD player.

BEST ENGINEERING

The port and starboard fiberglass seating modules can be raised and lowered via hydraulic power, providing excellent access to the engines and mechanical systems. The engineroom (as well as the lazarette and forward bilges) are painted with Snow White Awlgrip for increased visibility and ease of maintenance.

You can power the 46 Billfish with either twin Cummins QSM11 715MHP diesels, which are standard, or optional twin MAN I6-800 CRM 800MHP. In either case, there’s ample space between the powerplants and outboard to conduct inspections.

The engineroom itself is a mechanical masterpiece, designed and built with many of the same mechanical systems, components and technologies found on larger Vikings. Examples include the Delta-T engineroom 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 BOTTOM LINE

Another innovative bluewater thoroughbred from the best in the business, the 46 BF possesses all the benefits of the Billfish design in a larger package, with tremendous performance, quality, comfort and versatility.

46|BF SPECIFICATION HIGHLIGHTS

Length Overall	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' 3"	1.30 m
Freeboard Forward	5' 8"	1.73 m
Freeboard Aft	2' 8"	0.81 m
Height Waterline to Top of Hardtop	15' 7"	4.75 m
Height Waterline to Top of Masthead Light	18' 7"	5.66 m
Displacement with Fuel and Water	43,134 lbs.	19,656 kg
Fuel Capacity	709 gal.	2,684 l
Water Capacity	99 gal.	375 l
Holding Tank Capacity	51 gal.	193 l
Cockpit Area	140 sq. ft.	13.0 sq. m



Flybridge



Command Deck



Standard Layout

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VIKING 44 SC AND ST

Sport Coupe and Sport Tower Models Expand a Popular Series

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.

The 44 Sport Coupe and 44 Sport Tower have gotten off to a fast start, with sold boats headed to a variety of locales, including New England, the Gulf Coast and the Great Lakes.

Using our \$1million five-axis CNC profiler, we designed and built a plug and a female mold to create a rakish fiberglass deckhouse

module, fully open to the cockpit while incorporating stylish convertible window lines and a roof overhang. Built into the finely tooled hardtop is a pair of easily accessed rod stowage compartments.

The Viking 44 Sport Coupe has a distinctive New England or Great Lakes flavor for cruising efficacy and includes a choice of a





custom fiberglass mast for the radar and other antennas, or a customized radar arch. The 44 Sport Tower is a sharp looking rig with its fitted Palm Beach Towers' tuna tower. Add a pair of outriggers and this boat is an ideal ride for the sailfish circuit.

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 with 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 and tournament-proven 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 a 24-inch flat screen 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, a



19-inch flat screen television 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 800MHP diesels serve as the standard propulsion package. The engineroom, lazarette, forward bilge and anchor locker are all painted with Snow

White Awlgrip for maximum visibility and easier maintenance. A Delta-T engineroom ventilation system, an oil exchange system and an Onan 13.5 kW E-QD (electronic quiet diesel) Series generator are just some of the standard mechanical and electrical equipment.

THE BOTTOM LINE

These two 44s, with their striking profiles and special features, showcase Viking’s ability to broaden the appeal of this versatile hull.

SPECIFICATION HIGHLIGHTS

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

44|SC & ST



Command Deck



Standard Layout



VIKING MOTOR YACHTS

Have It All

Escape to the Bahamas or the Caribbean; discover the Chesapeake Bay for the first time; cruise the coastline of Maine; or hang out with the celebs on Martha's Vineyard. The motor yacht life is a good life, and one that should be enjoyed to the fullest on a boat with Viking's unmatched style, accommodations, conveniences and quality. If you prefer the cruising lifestyle, we offer three magnificent motor yachts from 75 to 93 feet. These elegant tri-deck beauties are your ticket to the best in luxury living on the water.

The 75 and 93 Motor Yachts and the 82 Cockpit Motor Yacht are designed and built

with the same industry-leading engineering, performance and workmanship that has made our sportfishing yachts the best in the world. They're also backed by the finest dealer network in the industry. Their large and beautifully appointed indoor and outdoor spaces provide more room for entertaining, relaxing and comfortable living than any other boats of their size and kind. When you take ownership of a Viking motor yacht there are no compromises. You have it all.

75 AND 82 MY

When Viking re-entered the motor yacht segment with our 75 MY, the company set new standards for the genre with modern

styling, unprecedented levels of luxury and stellar performance and engineering.

Viking debuted the 82 Cockpit Motor Yacht about a year later, delivering all the attributes of the 75 MY with the added benefits and versatility of a 150-square-foot cockpit. With the 82 MY, you get the best of both worlds. Dine, entertain and relax in luxury, or fish from a cockpit with all the design traits of Viking's tournament-winning convertibles. This expansive deck, combined with mezzanine seating and integral swim platform, also serves as a hub and launching point for a variety of water sports.





Open Bridge



Cockpit



82|MY

The 75 MY features a hydraulically powered swim platform that not only gives you easy access to the water for swimming and diving but functions as the perfect home for a small tender. Both yachts have twin outboard staircases that lead to an aft deck with a U-shaped lounge and table and share an interior accommodations layout that promotes socialization but also provides

separate gathering areas. The warmth of hand-finished walnut joinery and the rich textures of designer fabrics will greet your guests when they enter the salon, which features port and starboard sofas, a cocktail table, an ice maker, solid walnut valances, wall-to-wall carpeting, an entertainment center with a 65-inch HD TV and a day head.

Choose from two different galley arrangements. The open galley has a counter with three bar stools, under-counter refrigerator and freezer units, lower cabinetry and a separate pantry. The formal galley configuration boasts a dining area for six, a full-size upright refrigerator, an L-shaped counter and upper and lower cabinetry. With both, there's also a

75|MY



Master Stateroom



Enclosed Bridge

forward dining area with a walnut table with U-shaped seating, a starboard office nook and a custom Amtico sole.

We offer our 75 and 82 in open or enclosed bridge designs. With the latter, a custom stainless steel spiral staircase joins the lower salon and the enclosed bridge, which has its own salon furnished with an L-shaped sofa, walnut hi/lo cocktail table

and entertainment center. Large windows provide excellent sightlines, and the powered sunroof and sliding aft glass doors can be opened to let in the sunshine and sea breeze. The raised wrap-around helm console holds a custom electronics package, installed by our subsidiary Atlantic Marine Electronics. Black Ultraleather surfaces reduce glare.

An exterior staircase with stainless steel risers and teak treads provides access to the third deck of the open bridge model. This is a beautifully appointed wide-open space dedicated to outdoor relaxation and entertainment with a centerline helm, Venturi windshield, removable Costa Clear enclosure and abundant seating and lounging areas.



Salon and Open Galley



Formal Dining

The accommodations below include four comfortable guest staterooms, each with ample storage and an ensuite head and shower. The full-beam master has a king bed and upholstered headboard; a 49-inch HD TV, twin maple-lined hanging closets with mirror-faced doors; a vanity/desk with storage, mirror and a chair; a love seat; and a full-size head with twin sinks, a mirrored ceiling and a separate shower. The captain and crew will enjoy first-rate accommodations aboard our trio of motor yachts as well. The 75 and 82's crew quarters consist of two staterooms, a head with walk-in shower and a companionway with a convenient galley and direct access to the engineroom.

93MY

The queen of the fleet, the 93 Motor Yacht is a seven-stateroom two-salon floating palace. This big girl's dazzling indoor and outdoor entertainment and dining areas, starboard-side balcony and royally-appointed private staterooms will leave you in awe.

We recently completed our second 93 MY in this series. She features a striking Flag Blue hull. Her main aft deck is adorned with custom flexible toekick lighting and

overhead linear lighting that can be shown in multiple colors and programmed to the beat of your favorite music. Sliding stainless-steel-framed glass doors open wide, leading you from the teak aft deck to the stylish and luxurious salon. Walnut woodwork with a gloss finish complements Amtico flooring in the salon and galley.

With a 24 ft. 4 in. beam, the 93's interior has more interior volume than many 100-plus-footers. A three-piece sofa, a swivel chair, a custom two-piece polished white marble cocktail table, end tables and an entertainment center with a pop-up 65-inch HD TV highlight the countless amenities in the salon of this 93. The formal dining area seats eight, and a tray ceiling with LED lighting illuminates a finely crafted custom wood table. The bulkhead separating the dining area and forward galley is dressed with a custom Chinchilla Night Blue fabric upholstered in symmetrical blocks, creating a soft tactile look, with a centered painting under its own light.

Chefs have all of the latest appliances and conveniences at their fingertips in the forward country kitchen-style galley, including a full-size 7-foot-tall Sub-Zero

refrigerator, microwave convection oven, four-burner cooktop with conventional oven below, dishwasher, a two-bowl stainless steel sink and a trash compactor. Four bar stools surround a galley island that's topped with jet black Caesarstone. A raised banquette with a walnut table faces aft. Large wraparound forward windows bring the outside in, allowing you to enjoy the scenery while you have breakfast, lunch or a snack.

The enclosed bridge not only serves as the control station for the captain but as a second salon, with an L-shaped sofa to port, cocktail table with Caesarstone top and two ottomans (with interior storage), an entertainment center with a 55" HD TV and a day head. The glass-paneled sunroof and its shade are electric powered as is the aft windshield above the bar. The stainless-steel-framed bi-folding glass doors open to the aft teak deck – yet another exquisite gathering area that invites socialization, complete with a bar and a grill, corner sink, refrigerator and four-stool seating. A custom interior stainless steel staircase connects the enclosed bridge with the salon, plus exterior stairs join the upper and lower aft decks.



93|MY

A starboard-side staircase in the salon provides private access to the master stateroom, while a second stairway forward leads to four additional staterooms. The master stateroom is particularly commodious and luxurious. Spanning the beam, this large space includes a king bed, a 65" HD TV, a port-side vanity/desk and a walk-closet. The head has twin sinks, Caesarstone flooring and a mirrored ceiling. The forward VIP stateroom's raised queen bed with oversized walk-around area has a skylight with hatch and Oceanair screen shade.

A common area that includes a countertop with microwave and refrigerator separates the captain's and the crew stateroom. Each has a 22" flat-screen TV, a hanging locker, an end table and carpeted floor.

A pair of state-of-the-art Caterpillar C32A (1925MHP) engines are mounted in Viking's expertly engineered and constructed engine room, which is also equipped with a Seakeeper gyro SK 35 and twin 55 kW gensets. The powerplants team up with a bow and stern thruster and are tied into ZF's JMS with joystick and station

keeping. Dual wing stations are ideal for docking situations.

Other features that will heighten your yachting pleasures include Nautical Structures Carbon Fiber Yacht Stairs for easy dockside ingress/egress; a garage door (with hydraulic-lift door) designed for tender storage; and a hydraulically powered swim platform that can be lowered below water level. The bow lounge areas, appointed with sunpads and a sunshade, hold massive storage spaces. 

THE BOTTOM LINE

The ultimate in luxury living on the water, Viking motor yachts will leave you with a plethora of unforgettable lifetime experiences as you revel in their diversity of uses and premium accommodations.

93|MY 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



Upper Deck and Climate Controlled Enclosed Bridge



Main Deck, Salon and Galley



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

SPECIFICATION HIGHLIGHTS

82|MY

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 deg	
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. 7,267 l	
Water Capacity	300 gal. 1,136 l	
Holding Tank Capacity	250 gal. 946 l	
Cockpit	150 sq. ft. 13.94 sq. m	



Open Bridge



Main Deck with Open Galley



Lower Accommodations

SPECIFICATION HIGHLIGHTS

75|MY

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 deg	
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	



Enclosed Bridge

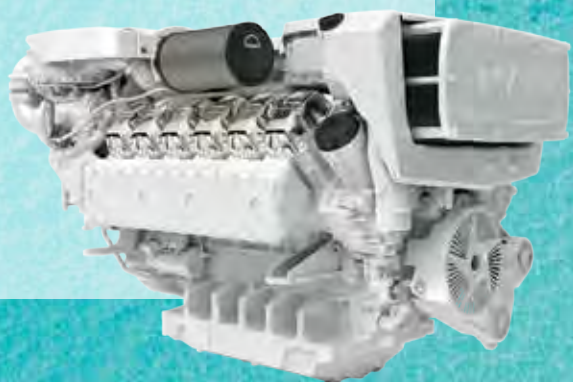


Main Deck with Formal Dining



Lower Accommodations

Yacht engine
MAN V12-1800



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Yacht engines from MAN Engines accelerate with ease. They bring both yachts and hearts racing up to full speed. True aficionados will therefore enjoy the trendsetting design throughout, right down to the engine compartment. They will love the engineering ingenuity, which goes far beyond the smooth acceleration response, familiar smooth running and impressive power delivery of MAN engines. And anyone wishing to round off the external appeal of their luxury yacht with its inner qualities can choose chrome cylinder head covers for their MAN engines. Lust for personal luxury?

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MAN Engines





ALL IN THE GENES

The V Series shares many of the design traits of the Viking fleet, including gently sloping sheers, double chines and sharp entries.



V-37 & 80|EB



KEEPING THE PIPES CLEAN

Seawater System Maintenance Guidance

Viking's centralized seawater systems were implemented to minimize through-hulls and the need for multiple pumps for various components, yet still provide backup capacities. The CSW system is a series of plumbing, mechanical and electrical networks that feed rawwater to a host of essential systems throughout the boat, such as refrigeration and air-conditioning units, hydraulic cooling systems, Seakeeper gyro stabilizers, Eskimo ice machines, and in some cases water makers and live well systems.

The centralized seawater system is designed, engineered and manufactured to the highest levels, with quality components and redundancy. But without proper

maintenance salt water can take its toll on even the finest yachts. The buildup of marine organisms inside the system's circulation lines necessitates proactive care, especially on boats that sit for extended periods or operate in warm-water locales.

Barnacles and other marine growth can quickly accumulate in the hoses and coils, choking machinery that depends on seawater. "It's imperative that flow rates are maintained to provide proper performance," says Don Gemmell, Viking Field Support Engineer at the Viking Yacht Service Center. "Maintenance of the centralized seawater system is sometimes overlooked due to the fact that it's out of sight and therefore out of mind." (The

system's pumps, strainers and valves are located in the engineroom under a centerline hatch.)

Your maintenance protocol should minimally include checking the inlet strainers daily. On newer Vikings with centralized seawater system's that utilize variable-speed pumps, you can monitor the system pressure through the Turck sensor display switch in the engineroom, which sends/communicates a signal to the OctoPlex digital control panel at the helm. The Turck switch has been programmed to monitor for both low- and high-pressure alarm conditions. A high-pressure alarm will also shut down the pump. The low-pressure alarm indicates there is likely



insufficient water flow to some CSW components. Vikings equipped with constant-speed pumps have flow switches that also communicate with the OctoPlex. The function of the flow switch is to indicate proper flow or to trigger an alarm if flow is reduced. With the constant-speed pump system, you can also check the pressure in the seawater system via a mechanical gauge in the engine room.

The system and all associated components, such as air conditioning and refrigerator units, should be flushed and cleaned routinely to avoid internal buildup. The frequency will depend on how much the boat is used and where it is used. High usage and/or operation in areas subject to heavy marine growth should be cleaned about

once every two months. Use a non-toxic and biodegradable marine growth remover. Some materials, a strong muriatic acid for example, can damage equipment during cleaning and diminish equipment life expectancy.

Don is often asked whether system cleaning can be done by the boat owner or crew or should be left up to the professionals at the Viking Yacht Service Center. "Cleaning the system is a project, no doubt," says Don. "It can be completed by an experienced crew. The safe route is to let the professionals at VYSC take care of it. We have installed flushing/cleaning systems in boats to help aid in the process. This process can take several hours and typically a follow-up visit is recommended to ensure that there is no residual debris."

TIPPING THE SCALES

Breakthrough Product from Viking Owner

Viking's Design & Engineering Department is known as the industry's best, often bringing innovative systems and equipment to the market that raise the boatbuilding bar.

Our owners are pretty smart, too.

Louis C. Cosentino, Ph.D., reacting to a maintenance issue on his Viking 72 *Judith Ann*, has brought to market a patent-pending product that continuously prevents barnacles, biofilm and marine scale from clogging the vessel's seawater conduits. Louis and his son, Daniel L. Cosentino, formed a company called ElectroSea and in February 2019 introduced the CLEARLINE System.

"We know first-hand that constant cleaning and flushing is necessary to prevent marine growth in the A/C rawwater lines," says Louis, who fishes the Bahamas extensively, running his Viking 72 *Judith Ann* up to 500 hours annually. "We thought, there had to be a better way. We applied our background in electrochemical systems, sterilants and filtration technologies to address this issue for us and the boating community."

The name of the product says it all. CLEARLINE keeps raw-water lines

for A/C, chillers, refrigeration and hydraulics free of debris to maintain peak performance levels with maximum flow rates.

"Once the CLEARLINE System is installed, the boat will never need descaling again," says Daniel. The CLEARLINE System includes two key components, the Control Unit and the ClearCell, which is plumbed into the raw-water lines. When seawater enters the ClearCell, an electrochemical process generates a consistent, low level of chlorine, similar to what you'd find in tap water, but enough to keep barnacles at bay. The Control Unit

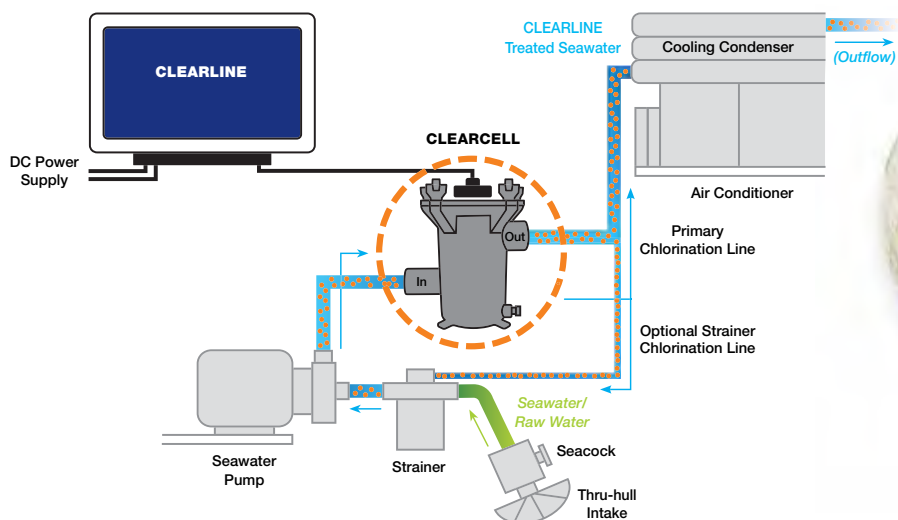
monitors the vessel's raw water demand and dynamically delivers the precise amount of chlorine to prevent barnacle growth. Chlorinated water flows through the air conditioner, refrigeration and other systems, and a secondary flow of chlorinated water runs back through the strainers.

The CLEARLINE System is customized to your vessel's seawater intake demand and is recommended for watercraft from 25 to 200 feet. The System operates automatically 24/7/365 and is built for flawless and reliable performance. CLEARLINE has been installed on 15 Vikings so far from 52



CLEARLINE installation on a Viking 82 Motor Yacht.

CLEARLINE
ClearCell



Without **CLEARLINE**



Actual
Photos
from a
Viking 72

With CLEARLINE

to 82 feet. Captains using it can attest to its effectiveness.

“Like clockwork, I would clean my A/C strainer every Tuesday for years until we installed the ElectroSea CLEARLINE System,” says Captain Harry Schafer of the Viking 66 *Sea Wolf*. “Based in Jupiter, Florida, the water around our dock can get really warm, especially in summer, and the barnacles, sludge and sea critters would thrive in our A/C system. After installing the system, I only check on my A/C strainer about every five weeks. When I do check it, I hardly clean anything, no barnacles or

gunk. I've had the system installed for about six months and can honestly say this will change how the industry thinks about descaling saltwater systems."

The system is virtually maintenance free, says Daniel. "About every five years the component that generates the chlorine will need to be replaced," he says. "But there is no scheduled maintenance." Daniel and Louis, who combined have more than 100 patents in the medical device field, spent two years developing the technology in the lab, making sure their product not only prevented marine growth but also had no effect on the integrity of the conduits it

cleaned. They generated several prototypes and tested the system for one year on the *Judith Ann*.

Their intimate knowledge of Viking mechanicals allowed them to design and incorporate a convenient feature for Viking installations. “We have a dual-pump control in which the unit is wired right into the centralized seawater box and automatically alternates the two pumps,” says Daniel. “This makes operation and maintenance even easier.” For more information, contact ElectroSea at 952.475.8084 or visit electrosea.com 

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Without **CLEARLINE**



Actual Photos
from a Viking 72

With **CLEARLINE**

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TECHNOLOGY

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▲ **CLEARLINE** continuously generates a low level of chlorine in your raw water system, similar to what you'll find in tap water, but enough to keep barnacles at bay. The result: Your pumps will run at peak rates, your strainers will stay clean longer and you'll never have to deal with barnacles in your lines again.

U.S. and Foreign Patents Pending



EMISSIONS RULE DOOMS LARGE DIESEL YACHTS

Production of Viking 92 and 93 Could Cease January 1, 2021

A looming emissions mandate could spell doom for large diesel-powered yachts unless an international governing body realizes its premature implementation will only devastate the marine industry, crippling boatbuilding production and causing substantial job losses.

“This is the greatest threat to the marine industry since the luxury tax of 1990,” Viking President and CEO Patrick Healey said at a press conference at the Fort Lauderdale International Boat. “It is going to rock the industry. They're mandating impossible regulations that require solutions that don't exist in today's world.”

The International Maritime Organization (IMO) is prematurely forcing commercial regulation compliance of Tier III emissions limits on diesel-powered yachts, which would push boatbuilders like Viking to terminate production of its largest vessels. Compliance with the mandate, which is scheduled to take effect on January 1, 2021, requires the installation of heavy, bulky and potentially dangerous Selective Catalytic Reduction systems in the engine rooms of yachts with a “load line length” of 24 meters (78 feet).

The systems will increase purchase and operating costs of the boat; add significant

weight; reduce performance; hinder accessibility for service; compromise safety; and require additional ventilation and onboard tankage.

“These requirements are going to force us to stop production of our 93 Motor Yacht and our 92 Convertible,” says Pat. “We’ve spent a combined \$18 million in R&D on these two yachts. Viking will not compromise the engineering integrity of our yachts with a technology that would have so many negative effects. We would not be building a better boat by using this technology in its current state.”



“ Viking will not compromise the engineering integrity of our yachts with a technology that would have so many negative effects. We would not be building a better boat by using this technology in its current state. ”

— Pat Healey

Viking Yacht Company President and CEO

A Shoenhorn Installation

IMPLEMENTING CURRENT SCR NOTHING BUT TROUBLE

Installing the current Selective Catalytic Reduction technology in our 92 Convertible would increase purchase and operating costs, decrease performance, raise safety issues and eat up valuable interior living space. The system would need to be installed above the engines and span their entire length and width.

SCR INCREASES:

- cost of the yacht by more than \$500,000
- operating and maintenance costs
- cost of engine by at least 30 percent
- weight of yacht by 6,600 pounds
- heat in the engineroom

SCR DECREASES:

- fuel efficiency
- speed
- range

SCR REDUCES:

- accessibility to components for service and removal
- interior volume of the yacht
- overall safety due to increased engineroom heat

SCR REQUIRES:

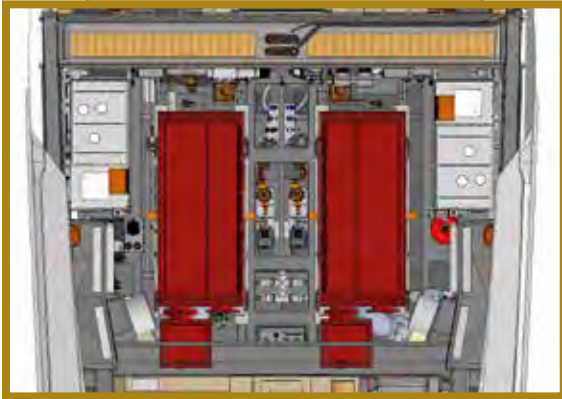
- additional ventilation due to SCR heat loading and restricted air flow to engine
- urea storage—recommended to be 10 percent of fuel load
- specialized maintenance by qualified technology-trained technicians

92 Convertible with the Selective Catalytic Reduction System (SCR)

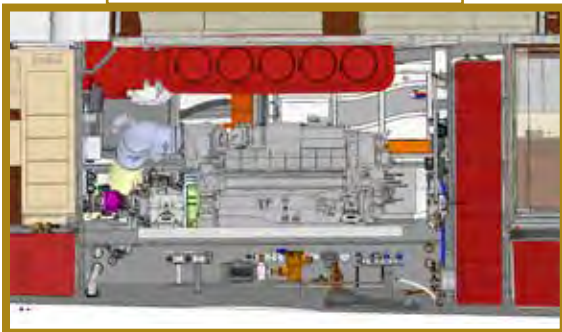
SCR



92 Engine room Overhead View



92 Engine room Profile View



On the 92 Convertible, the system would need to be installed above the engines and span their entire length and width. The technology to scale down the SCR system to a level where it can be effectively engineered for installation in the Viking 92 and 93 MY has not been developed yet.

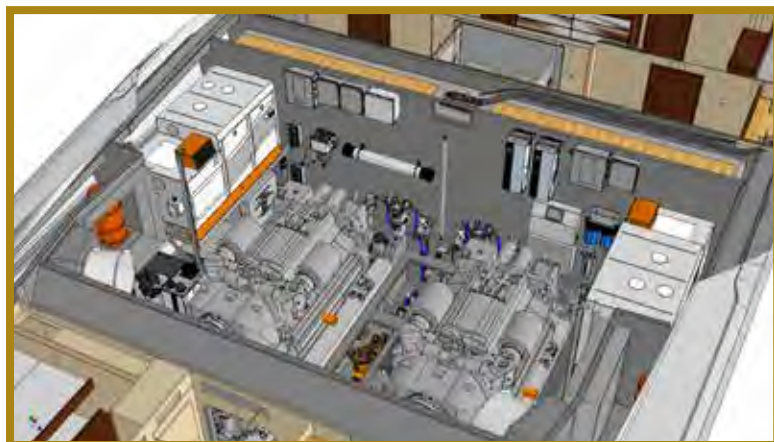
FIGHTING THE UNFEASIBLE

The technology to scale down the SCR system to a level where it can be effectively engineered for installation in the Viking 92 Convertible and 93 Motor Yacht “simply does not exist yet,” according to Lonni Rutt, Viking’s Vice President of Design and Engineering. “We don’t have the space in our engine rooms. These boats would become heavier, slower, use more fuel and have higher operating and maintenance costs. The systems also generate significant heat, so there is a safety issue as well. These are just some of the negative effects.”

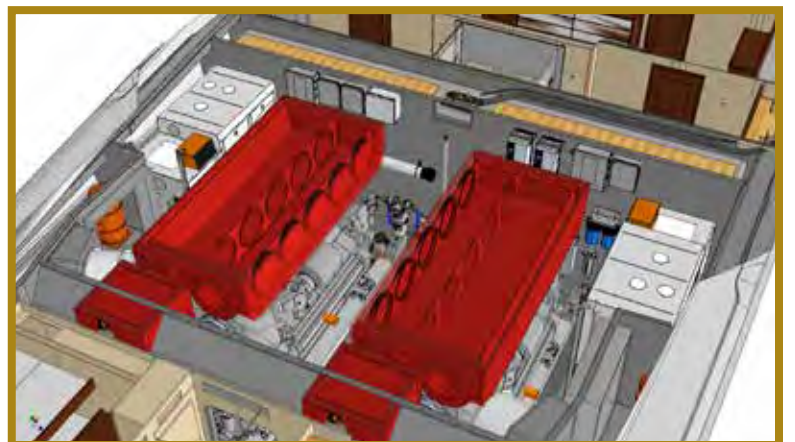
“In speaking with the engine manufacturers, all of them are communicating to us that they are not going to be compliant with this until 2022 at the earliest,” says Pat. “And then we have to go through the bugs and the engineering design. This probably won’t be implemented properly for another two years after that.”

Discontinuing production of Viking’s largest vessels will have severe employment implications on the New Gretna, New Jersey, plant. “This is a jobs issue,” says Pat. “We will continue to fight the unfeasible application of IMO Tier III limits, but we need your help in our demand for a reasonable alternative. This is not just about Viking. This is about the entire marine industry, both here in the U.S. and internationally. We’re talking about an entire segment of boatbuilding – yachts from 90 to 130 feet – being wiped out.”

Tier III of the IMO NOx regulations aims to reduce nitrogen oxide emissions (NOx) by approximately 70 percent compared with the current IMO Tier II standards. The regulations apply to vessels in North America, the US Caribbean, the Baltic Sea, the North Sea, and all future NOx Emission Control Areas: any boat that might pass through must comply, which basically means all must adopt these regulations. Last year, the International Council of Marine Industry Associations (ICOMIA) attempted to delay the implementation



92 Engine room without SCR



92 Engine room with SCR



beyond January 1, 2021, but was unsuccessful, with key member states such as Norway, Germany and Canada voting against the extension.

“We do have an appeal process that we’re going through, but like many appeals, there’s only a 20% chance of winning,” says Pat, referring to the IMO MEPC 75 meeting March 30-April 3, 2020. “We’re up against the majority of the EU and Canada. They’ve blocked the extension of the exemption.”

JOBS AT STAKE

Norway led the charge against this extension, arguing that “these are ships that are used for recreational purposes by a group of people who have the financial resources to employ the best technologies” but ignoring the non-existence of technology for SCR for these yachts and the severe job losses that will occur because of the mandate. “This was a decision made without any thought about the people who build the engines, who build the boats, who sell the boats and maintain the boats,” says Pat. “It’s not about the money to afford these systems. These systems belong in boats 150 feet and larger. They will not fit in our boats.”

The IMO Tier III regulation is a separate international mandate. Viking and other boatbuilders are already in compliance with the U.S. EPA’s Tier III requirement. The current diesel technology is far ahead of the current clean air standard. “Our engine manufacturers have done a tremendous job,” says Pat. The IMO standard is based on commercial shipping where vessels log tens of thousands of hours annually compared to a few hundred for recreational yachts. “These systems are running in ships, ferries and other commercial vessels that run 24/7,” says Pat. “Recreational boats in Europe are running 200 hours a year, and in the U.S., 400 to 500 hours year.”

GOING PUBLIC

Another variable that makes the mandate’s timeline ill-conceived is SCR’s reliance on the use of urea to treat the engine exhaust. A remote urea tank, which needs to be 10% of the fuel load, is required. “To say that urea is not widely available is an understatement,” says Pat. “We simply don’t have the resources and the infrastructure to maintain and service these systems.”

“There will be very few ports that have urea, certainly not your mom-and-pop marinas or remote locations,” says Bob Healey Jr., the Executive Co-Chairman of the Viking

Group. “Only your major ports like Miami and Fort Lauderdale will have urea.”

In addition, SCR is only effective when the engines are running at an engine load of 80% or higher, which amounts to only a fraction of the overall operation time of Vikings and most yachts in this segment. The system works best only when combined with high exhaust gas temperatures and runs non-stop. “The systems will run urea during all phases of operation – there is no off switch,” says Bob.

“We’ve been fighting this battle quietly and without going through the public eye,” says Pat. “But now we need to go public and spread the message. We have one more bite at the apple.”

The need to gain traction on this issue grows daily as does the threat of the expansion of the Tier III emissions mandate to smaller boats. “If the cutoff is 78 feet [24 meters] today who is to say they won’t try to drop it to 60 feet [18 meters] tomorrow?” says Pat. “This regulation is being pushed upon us by people who are disconnected completely from the marine industry and the companies and people who build boats.”

HOW YOU CAN HELP

If you want to support our efforts to postpone this regulation so Viking and the marine industry can continue building its large yachts, please contact our Government Affairs Officer,

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WINTER SHOWCASE

It's Show Time!

The Viking Yacht Company is thrilled to display their world class fleet of Viking Yachts and Valhalla Boatworks models this season. First up is the ever-popular VIP Sea Trial Event held at our own Viking Yacht Service Center in Riviera Beach, Florida. There are plenty of staff on hand to guide you through our outstanding vessels and accompany you on an open-water sea trial. More than 50 of our select vendors will also be on hand to assist and inform you of new products and services available.

Then we are heading to Miami to set up displays at the Miami International Boat Show in addition to the Miami Yacht Show, now in its new location for the second year.

"We're extremely pleased with the Miami Yacht Show's new downtown location," Viking President and CEO Patrick Healey said. "Everything from the increased parking to the added space for vendors to the fresh, new waterfront layout help make this a first-class exposition."

Both events will showcase the Valhalla Boatworks V Series of high performance center consoles (V-33, V-37 and V-41) plus the new Viking 38 Open Billfish and 46 Billfish. Of course the full Viking line up will be out in full force including a 44 Open and 93 Motor Yacht and everything in between. See you there! 🐉

VIKING VIP

January 31 & February 1, 2020

Viking Yacht Service Center
Riviera Beach, Florida

MIAMI YACHT SHOW

February 13 - 17, 2020

1 Herald Plaza
Miami Beach, Florida

MIAMI INTERNATIONAL BOAT SHOW

February 13 - 17, 2020

Miami Marine Stadium
Key Biscayne, Florida





VENDOR PROFILE: **CARLING TECHNOLOGIES** Innovative Designs



Carling's Bill Remster performing a "Power Up" on an OctoPlex System.



Rick, Sr. and Rick, Jr. on a V-41 at the recent Fort Lauderdale International Boat Show.



Director of Sales, Scott Johnson, shows off Carling's many offerings.

The Viking Yacht Company has a storied history with Carling Technology. Rick Sorenson, Sr., the current president of Carling, met Bill Healey back in the late 1960s when Viking was utilizing marine switches from Rick's company. As the relationship evolved, Rick, an avid boater, in 1972 purchased a 40 Sportfish, which was Viking's second all fiberglass model after having first introduced Sportfish models with wood hulls and fiberglass superstructures.

Over the years the partnership, both professional and personal, continued to solidify. Rudy Dalinger, Viking's longest tenured employee, remembers, "In the early 80s Rick, Sr. bought a 48 Convertible. He came to the plant frequently during the build and a lot of us on the line got to know him quite well. When he took delivery of his boat he brought in a case of the finest red wine money could buy and gifted each of us with a bottle. It was his thanks and appreciation of our craft and dedication to his boat. That meant a lot to us. I had the bottle for years, waiting for a special occasion which turned out to be my daughter's engagement."

Like the Viking Yacht Company, Carling is a family owned business with Rick, Sr. being third generation and his son, Executive Vice President Rick, Jr. the fourth generation. Rick, Jr. owned a 48 Convertible as well as a 60 Convertible and currently has a Valhalla Boatworks V-41 on order. Rick, Jr.'s brother Christopher is the Chief Operating Officer.

In 2004, Carling purchased Moritz Aerospace which Viking had a preferred vendor status with. Viking exclusively used Moritz battery monitoring systems on all their larger boats. The Sorensons developed the Moritz battery system to what is now known as an OctoPlex System. During the evolution, a prototype was crafted and used on Rick, Jr.'s Viking 48 for almost two years until it was perfect. When Carling presented the touch-of-a-finger circuit breaker to Viking, it was immediately implemented and the first one was installed on hull #64321.

But that wasn't the end of testing beds in a real-life environment. Rick, Sr. currently owns *Sandrine*, a 120-foot Hargrave motor

yacht. *Sandrine* is equipped with three 3-phase shore power panels and an Atlas shore power converter. The intricate system is hidden in the boat so guests only see a user-friendly panel, although the captain can monitor and control every aspect of the electrical components. All new systems, software and capabilities are analyzed on *Sandrine*.

Because of Carling's extensive testing and experimenting, a Generation II OctoPlex was introduced on the 72 series in 2016. "This system is really smart," says Bill Remster who personally performs the "Power Up" on every Viking installed with an OctoPlex. As boats reach the end of the production line, Bill runs every system, checks all the breakers and updates all programs to ensure the OctoPlex is running at 100%.

Similar to the Viking Yacht Company, Carling Technologies will not rest on its laurels. They are constantly evolving and innovating their products to provide their customer a more enjoyable and enhanced experience. 



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VIKING STORY

BY ALEXIS BURD

The World Knows Our Name

In this segment of Viking's 55-year history, more stories emerge about the Lehman Brothers recession and help paint an in-depth picture of the struggles the company faced. The last article introduced the 60 Convertible, which debuted one year prior to the recession. Here we follow the 82 Convertible, the first flagship model that emerges during the economic downturn. With these two boats, Viking began this era with optimism and hope.

Previously, we shared the impact the recession had on New Gretna and the necessary furloughs brought into play. We learned how the captive insurance policy, along with Viking's diversification efforts, saved the company. Companies like Atlantic Marine Electronics and Palm Beach Towers, as well as Viking's service facilities

brought in the necessary outside business to bolster revenue during this tumultuous time. Now we discover that the company's survival is the sum of many more decisions. The recession brings with it an onslaught of obstacles forcing the Viking Yacht Company to skillfully navigate around many unexpected and arduous turns.

THE INTEGRITY OF A NAME

The people behind Viking worked for decades to help the company make a name for itself. Now they would work even harder to live up to it. Viking President and CEO Patrick Healey often says, "You ultimately compete with yourself." And with every accomplished engineering feat or breathtaking design, Viking continued to prove this statement true. Key Viking players like Lonni Rutt, Don Gemmell or Patrick Healey can be heard describing a boat that was slightly bigger than its predecessor and say it was designed for specific Viking owners to "step up into it." Or, in other words, once Viking welcomed a new customer into its fold, the Viking team would serve and anticipate needs and wants so well, that the customer would only consider the next Viking model when it was time to purchase again.

Released in 2004, the 74 serves as a great example of this strategy. It occurred at the right time when customers were looking for a bigger boat to accompany the newer, more powerful engines. When it arrived on the boating scene, it was Viking's largest model to date and Patrick referred to it as "The hottest selling 70-foot-plus boat in the industry." Current owners were all too enthused to "step up into it," and inevitably newcomers purchased a 74 and joined the Viking family.

If the 65 is known as introducing Viking into the large boat production arena, the 74 is known for solidifying Viking's reputation as one who belonged there. A few years later, the 68 added to the momentum.

The persistence of the company's message was effective: The world began to acknowledge that Viking could not only replicate its quality product on a larger hull, but intensely improve upon each and every prototype. In December 2008, the company's 82-foot yacht would elevate the Viking brand to a highly visible and elite international stage; one its larger-sized, reputable fleet had prepared it to enter.



Patrick referred to the 74 as, "The hottest selling 70-foot-plus boat in the industry."





These are three of the drawings Pat used to sell nine Viking 82s sight-unseen in a recession.



The December 2008 private showing of the 82 in Florida.

The 82 making her way down the production line.



EVERYBODY LOVED THE BOAT

Viking began designing its 82 in 2006. In September 2007, Patrick Healey began selling the yacht using sketches. Armed with his only available sales tools, drawings and Viking's stellar reputation, he acquired an impressive nine contracts for an 82 that had yet to be built.

Fast-forward 15 months. It is December 2008 and each of the nine owners is flying to Florida for a private showing of the first 82. Every one is scheduled to spend a half-day at the company's Viking Yacht Service Center to inspect and sea trial the boat. It should have been a celebrated and anticipated event. Instead, Patrick begins his week in Florida acutely aware that cancellations are a real possibility. By this time, the impact of Lehman Brothers filing for bankruptcy was being felt everywhere. "All we had was a deposit. And that was subject to inspection of the boat and a sea trial," explains Patrick.

When Lehman Brothers filed for bankruptcy in mid-September, Patrick's recession fears, which began over the

summer, were confirmed. He flew home immediately from a tournament in Venezuela when the news broke. Adeptly, he switched from marketing the latest product to championing the survival of his company. The new strategy includes lessening expenses, reducing inventory, encouraging dealerships and finishing up the 82 Convertible.

"I cut my trip short, got on an airplane, flew back and said, 'Oh, my gosh. What are we going to do? We have customers committed on the 82s,'" Patrick recalls saying to himself. "The whole production line was full of 82s and we were very concerned that some owners would not be able to move forward."

In the end, not a single owner backed out of the commitment. Every customer who entered Viking's Riviera Beach facility that week moved from a partial deposit to a full deposit. "You could see what a weight was lifted off of our shoulders," reflects Patrick. Each and every owner took that step of faith only a few months into the recession.

Undeniably, the 82 was a nautical masterpiece, and yet, Patrick knew Viking's reputation played an equally critical role in winning over the nine owners. "They had faith we wouldn't let them down," says Patrick. "And that we would build their boat, deliver their boat and stand behind it."

At the end of the 82 sea trial week, there was a little time left for a much-needed and much-deserved celebration. "I remember the last sea trial we did. It was Friday morning with Steve Moynihan," recalls Patrick. "We started on Monday and now we're going into the last sea trial. And we confirm that we're nine for nine. Steve's dealership, HMY Yacht Sales, had three of them. We went to lunch at 1:30 in the afternoon and our lunch wasn't over until six o'clock. We sat on a dock at the marina and just said, 'Wow. Can you believe the week we had?' We didn't know, when we started Monday morning if everybody was going to walk away from their commitment or if they would go forward. But everybody loved the boat."

Viking Design Manager David Wilson worked on the boat's initial concept, put together the drawings Patrick used in his sales meetings and remembers exactly what there was to love about this beautifully constructed vessel. Highlighting its most notable features David says, "The 82 was special because of its sheer size and performance. It was our first full-beam master, and it was a very large 'open-bridge' convertible."

The 82 showcased many practical improvements as well. The auxiliary machinery components (bow thruster, emergency bilge pumps, windlass) used in the 82 were upgraded from typical electrical power to hydraulics. Viking also upgraded the air conditioning to a chiller water system from Direct Expansion (DX) units. Viking introduced VIPER steering for the first time on its 82.

"We were designing and building the 82 during a large downturn of the economy," says David. "To be able to debut such a huge project, and investment for the company, was a true testament

of our commitment and ultimately our confidence. That 82 saved us in many ways during that difficult downturn in the economy."

TANK-TESTED, TEAM APPROVED

Consistent with prior flagship projects, the 82 would impress the outside world. While inside the walls of New Gretna, it would also be remembered for spearheading improvements in the design and production processes.

The 82's size caused Viking to make several adjustments to the production facility, which set the stage for larger designs.

"It was our first major tank-tested hull model," remembers David. "We tested two different hull designs. We weren't satisfied with the first hull's results so we came back, made changes, built another scale model and went back and tested it. It was exciting to spend that much time and effort at a very early stage to get such a large boat to perform correctly and satisfactory for us." David also mentions that the design team considered both an 80 and 84 before finalizing the size as an 82.

Viking encountered other challenges in the design and build process including keeping the height down both above and below the water line. The design and engineering team sought to achieve the same sleek profile realized in its prior models. Since the 82 would boast a full beam-master stateroom, the boat's profile would need to veer towards a taller appearance. Viking's Vice President of Design and Engineering Lonni Rutt often comments on how his team repeatedly walks the fine line between providing amenities and achieving performance. The ultimate goal is not to compromise too much in any direction. In fact, the company's success stems from its ability to achieve the two.

"In 2008, with limited main engine horsepower available, performance was important," acknowledges Don Gemmell, Viking's Field Support Engineer. "Tank testing was performed and minor changes were found through tank test results to help aid in overall performance." Understanding that the horsepower

available was set, the engineering and design team pursued performance improvements that could be created via design changes.

The 82 benefited from lighter composite materials and technology carried over from the 60, and it used the 2400 horsepower engines first installed on the later 68s. However, the weight of an 82-foot yacht, even when complemented by light, advanced, composite-based materials, would still be a formidable opponent to the horsepower available.

A Viking 82 was designed to cruise at a respectable speed, but it was also designed with other priorities in mind. Patrick explains it best by saying: "The 68 was a Ferrari. This is a Bentley. You get all the creature comforts, it still performs well, but it's not the Ferrari."

The idea behind creating Viking's equivalent of a Bentley grew out of Patrick recognizing the potential to attract a whole new group of customers who desired Viking's craftsmanship on a yacht sized for their lifestyle.

Of course, this is in addition to Viking's loyal owners who would also be motivated to "step up into" this next model designed to serve their expectations. "You have to remember," Patrick says. "We built so many 65s, 68s and 74s. Those buyers knew they could come back to us for their next one—for a boat built and designed by us, with the performance and seaworthiness, the finish and engineering. All the things that nobody else had done, we did."

The 82 did attract a significant amount of worldwide attention, including many individuals who had not previously owned a Viking. "Nobody's ever built that type of product," says Patrick. "We built 33 of them over a six-year period and we shipped them around the world—Italy, the Middle East, New Zealand, Australia, Russia, Tahiti. They went everywhere."

In other words, the 82 achieved the goals Patrick envisioned when the concept was first discussed, and, one could easily argue, much more.

A CAUSE FOR OPTIMISM

By all accounts, it is almost shocking where Viking found itself in September of 2008 when considering the high level of optimism felt among the Viking team exactly one year earlier. Not only was September 2007 the month Patrick first received finished sketches of the 82 that he would use in upcoming sales presentations, it was also the month Patrick took a team to North Carolina for an impromptu debut tour of the new 60.

Viking had already taken the 60 offshore in New Gretna. Internally, the company had celebrated that it hit all of its targets, or as Viking's Southeast Sales and Demonstrator Manager Ryan Higgins explains, "The look, ride and performance, it was all there." What Viking had yet to experience was others watching the 60 on the water. Patrick decided it was time. He took the newly minted boat and a team including Ryan Higgins, Mike Brady, David Wilson, Lonni Rutt and Drew McDowell to a fishing tournament in North Carolina the Saturday after Labor Day.

"This boat was fresh out of the box," Patrick recounts enthusiastically. "We had no hours on it and we took it fishing. We ran from Cape May to the Oregon Inlet, about 150 miles. We left at 2 a.m., got to the fishing grounds at 7:30 and put the lines out. Within five minutes we had a white marlin triple-header. I remember the North Carolina crews couldn't believe we were already there when they arrived. And we released fish before they even had lines out."

It took the Viking team 5 ½ hours to get to North Carolina because they couldn't run as fast in the dark, but only 4 hours to return home. In one day, Patrick remembers they released 17 or 18 white marlins. It was a textbook-perfect marketing excursion because in addition to the new look and style that impressed tournament attendees, the boat had an extraordinarily successful venture on the water.

"That was a fun day. And to do it in and out of Cape May and be successful was amazing," Patrick says. "Not just run down there and catch a fish or two but catch a lot!

Viking 60 Convertible on an early start-up sea trial.



“ We probably were the hottest boat in the canyon that day, the talk of the town. If there was social media back then we would have gone viral. ”

— Patrick Healey

Viking Yacht Company President and CEO

We probably were the hottest boat in the canyon that day, the talk of the town. If there was social media back then we would have gone viral.”

This moment would also serve as a highlight reel memory; the kind they could go to when times would get tough and they needed a little hope to get through the day. Little did Viking know how close the tough times were.

BIG BOATS REEL IN REVENUE

Consistent with Viking's "fleet mentality," when Patrick discusses what newer designs helped Viking through the Lehman Brothers recession he will list every boat that was in production during the struggling economy.

The 60 and 82 Convertibles receive the MVP awards of this grouping. When the 60, Viking's sleek-looking, fast-running boat that could run in all sea conditions, came off the line in summer of 2007, the accomplishment filled Viking's team

with optimism. Likewise when nine buyer deposits for the 82 turned into nine definitive purchases, the outside world confirmed what those in New Gretna knew: just how special the combination of the 82's size, performance and features truly were.

The hope of the 60 Convertible was that it would blow the top off things, meaning it had the potential to reel in enormous revenue. Instead, it was a much-needed, steady producer in unsteady times. Throughout its production life, Viking sold a total of 46 units of the 60 series. In normal market conditions, it would have been so much more.

Patrick will mention that the 60 didn't get its fair chance because it only had one year of normal market conditions. The same could be said about the 82. The 82 saved the day with selling nine boats initially, but unfortunately, that was followed by a two-year lag in which no new 82s were purchased. Eventually the 82 finished strong, and Viking recorded an additional



The 76 moves forward on the line after being pulled from its mold.



Viking's 76 came off the line in 2009 and did well but didn't hit earth-shattering numbers.

24 sales during the production life of the boat.

Both flagship boats arrived during a tough recession. Though their sales never reached initial expectations, Patrick acknowledges that without the new product, Viking would not have survived to the level that it did.

Viking Chief Financial Officer John Kasinski agrees. "Pat wanted to come out with a big boat to capture that demand and then we followed it up with the 76 and we hit both of those right on. Those are the boats that carried us from 2009 through 2013."

The 76 Convertible came off the line in October 2009. It did well, but its sales did not reach earth-shattering numbers either. Patrick explains that the lower volume of a particular model's sales could only partially be blamed on a slow economy.

The focus on building a diverse fleet was part of a new strategy, which led Viking to produce more variety, but less of each model. Viking capped the amount of boats made of each model. This new plan unfolded after 2008 when Patrick realized that not only did Viking have a lot of used models for sale, but they were all the same models. Between 2000 and 2006, Viking had focused its efforts on producing only four signature models.

"It's great for a production builder," Patrick explains. "You'd have production lines and you're technically only building four boats on those lines with a couple other slower

sellers mixed in. But by building so many of them, you hurt the resale value. My decision was to have more models but build the same number of boats, just more varieties. When things slow down, they're not all the same at resale time. Without question it has helped with the value of the boats."

CREATIVE FINANCING

As Viking designers and engineers continued to tirelessly incorporate improvements and prepare that next better boat, Patrick revamped the marketing and sales strategies in ways that were geared for survival. Meanwhile, a third battle was taking place. The recession, and the tightened banking regulations it created, produced a wide array of financial complications the finance team would need to navigate.

Few individuals in the country understood why the economy was slowing down until Lehman Brothers filed for bankruptcy that fateful day in September. The Viking leadership had mocked up several survival plans and projections over the years, which had never been enacted. Now they would. Human resource monitoring via rolling furloughs would begin and so would weekly board meetings, along with relentless financial decision-making.

Viking's Executive Co-Chairman Bob Healey, Jr. was 25 at the time and had just started working in the family business in the beginning of 2008. He vividly remembers the board's many difficult discussions. He would travel up to New Jersey from Riviera Beach, Florida, where he was working on a

real estate development project for Viking Associates. "I'm flying up and going to board meetings, which we had a lot of," he says. "A lot of those board meetings were like going to a funeral. How many people are we cutting this week? How can we cut costs enough to keep R&D running? How many people do we need to still keep everything going? How is our dealer network surviving?"

Recalling the constant concerns and weighty issues Viking faced, he admits, "I was worried about the Yacht Company but I always felt like we had the best team to handle the issues. Jerry Straub, Sr., Patrick, my father Bob Healey, Sr., John Kasinski, Bill Healey – right down the list. And I can't think of anybody better who should've been there."

One such concern they faced was figuring out a way to help dealers buy new Vikings as stock boats. Dealers had used financing to purchase their in-stock inventory, and since the inventory wasn't selling, dealers did not have room on their lines of credits to buy trades from owners wanting a new boat. John explains, "That was creating a tough problem because customers were starting to say, 'I'll buy a new boat but I've got to trade my existing boat. I'm not going to be a two-boat owner.'" John continues, "The reason dealerships can be profitable is because they can sell both a new boat and a trade. The dealerships take on the risk of selling a trade in the future, in order to sell a new boat now."

At this unique point in history, Viking decided to take the trades on as a company. “Normally we wouldn’t do this,” says John. “We bore the risk on the trades and our intention wasn’t to make money. Our intention was to be able to take the trade and sell the new boat.” The goal of the program was to move new boats out of New Gretna and into the dealership, which only became possible because Viking would buy the trade in lieu of the dealership. Now the boat owner was freed up to purchase the newer model.

“Every deal was tough,” John remembers of the corporate sponsored trade program. “Pat was involved with every single one of those deals. I mean every, single, one. Anybody that was even interested in selling a boat, Pat was involved. He was logging a lot of time to keep it going.”

“The idea was to come out whole from the trade program,” says John. “And we did just that. We were able to trade about 20 boats and ended up breaking even. There were boats that we did poorly on and some we did well on but, in total, we broke even.”

Financing issues for new boats also came into play when bank regulations tightened up funding for dealers. Dealers would buy a new boat from Viking using financing available to them, then pay off the loan once the boat was sold to a customer. When dealers couldn’t get financing because of increased regulations, it created a major bottle neck in New Gretna as new models could not move out of the plant.

“The floor plan financing for boats was being significantly hampered,” recounts John. “The banks were running scared because some dealers had boats in inventory for a long time.”

Along with the help of GE Financial, Viking enacted a modified floor plan financing program as a creative way to assist dealers in receiving new product. GE Financial would offer a loan, but hold back a portion of the loan as collateral. Viking would receive the majority of the money directly from the bank and deliver a boat to the dealership.

The held back amount gave GE Financial a better position in terms of equity and loan-to-value on the boats for which they were lending money. The program made the bank feel more comfortable with its position, which enabled it to assist Viking’s dealers who were struggling through an extremely difficult time.

Additionally, tightened financial regulations caused problems for Viking’s own operations. Viking was offered and handcuffed by the same lending packages offered to large, global public companies by large, global corporate banks. Even though the stringent regulations put into law did not apply to a privately owned company of Viking’s size, large banks refused to restructure their lending policies.

This situation caused Viking to seek other funding sources. “That shift in strategy didn’t necessarily reduce the regulations,” John explains. “But it had a mid-tier regional bank approach to a mid-tier local company which allowed us to have a personal relationship so we could work through the regulations.”

Even though the regional banking establishments still had the majority of the same regulations as the big banks, they were willing to sift through them and overlook the ones that didn’t apply to Viking thereby earning the company’s loyalty. Today Viking still maintains relationships with the three regional banks with whom they began to work during this time.

ONE MORE HURDLE TO OVERCOME

Two truths continue to prove themselves over the course of the company’s history: Viking’s leaders would always come ready to fight, and no matter how prepared they are, inevitably, a unique and unforeseen hurdle would

show up on the horizon at the worst possible moment.

Viking encountered a costly problem that began in 2007 right before the recession. From approximately 1998 through 2004, Viking had used a gel coat produced by Cook Composites and Polymers, (CCP) a subsidiary of the multi-billion dollar French company, Total Petroleum Company. Gel coat is the outermost cosmetic layer of a fiberglass boat, designed to protect the underlying fiberglass layers.

CCP changed the molecular compilation of the gel coat by removing its UV inhibitor and neglected to notify Viking of this change. As a result, UV rays penetrated through the gel coat by breaking down its molecular structure. As a boat went through normal conditions of thermal cycling (winters to summers) the outside of the boat would now start to crack. Though nothing structural was impacted, owners and Viking’s perfectionist crew did not like the fact that their state-of-the-art yachts had spider cracks throughout its exterior, so Viking fixed every boat and ate all the costs. After adding all the warranty costs and legal fees to take CCP to court, it resulted in a \$22 million expense for Viking. In the end, the

UNITED STATES DISTRICT COURT
DISTRICT OF NEW JERSEY

VIKING YACHT COMPANY, a New Jersey Corporation; and POST MARINE CO., INC., a New Jersey Corporation,

Plaintiffs,

v.

COMPOSITES ONE LLC, a Foreign Limited Liability Company; CURRAN COMPOSITES, INC., a Missouri Corporation; C TWO LLC, a Foreign Limited Liability Company; and TOTAL COMPOSITES, INC., a Delaware Corporation joint d/b/a/ COOK COMPOSITES AND POLYMERS, a fictitiously named Delaware Partnership,

Defendants.

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HONORABLE JOSEPH E. IRENAS

CIV. NO. 05-538 (JEI/JS)

OPINION



CCP wins lawsuit brought by Viking, Post

TRADE ONLY TODAY... (small text)

A new story... (small text)

judge presiding over the case ruled CCP had honored its one-month warranty.

John recounts: “During the second-worst financial time in our history, we continued to stand by that product until we lost the case, and that was all goodwill because, in our warranty, we specifically disclaim gel coat. But by doing that, we gained a hell of a lot of more respect within the industry. We stood by that product for up to six years after the boat was delivered. Even after we lost the court case, we still offered to fix the affected boats, not making a dime.”

Like the 60 Convertible that could manage any sea condition, the Healeys continually work to ensure Viking can sail through any market condition. The family has implemented sustainable funding sources like a diversified portfolio with other investments like real estate. Should the company encounter a recession, Viking’s leadership has the right arsenal to fight it.

ANOTHER HAND ON DECK

Robert Healey, Jr. spent the first three years after graduating from college touring with his band. At the beginning of 2008, he decided to work for the family business. Viking Associates, the banking arm of the Viking Group, seemed to be the logical place to start. His first assignment, scrutinizing due diligence on investments, allowed him to utilize his bachelor’s degree in finance.

Bob, Jr. admits that he initially decided to work in the family business because he was unsure of what he wanted to do next in life. “I figured I couldn’t get fired if I went there and I had a finance degree,” he says candidly. Then adds: “I found out you can get fired when you work for your family, quite a lot, actually.”

About five months into his new career, he met his dad, Bob, Sr. for dinner at a TGI Friday’s in Medford, New Jersey. He remembers saying that he was considering a long-term career at Viking and notes how this conversation changed everything. “My father started to educate me on a lot of the other parts of the business,” Bob, Jr. relays. “So that was really where I got my first exposure to the Viking Yacht Company

from a business perspective. I mean, I’d lived it for 25 years but that was the first time Pat and I began to have a working relationship.”

During his first year at Viking, Bob, Sr. suggested Bob, Jr. spend time in Florida at the relatively new Viking Yacht Service Center in Riviera Beach, which was facing some growing pains. Viking was also in the midst of a large real estate development project with the town of Riviera Beach and Bob, Sr. wanted Bob, Jr. to represent the family.

“I spent a lot of time down there with a 30-year veteran of our company named Mike Clark who was a good guy. I used to call him Uncle Michael when I was a kid,” says Bob, Jr.

“Uncle Michael” was the president of commercial real estate development for Viking Associates. He was working to redevelop the entire waterfront surrounding the Viking’s Service Center. Viking Associates and the town of Riviera Beach had invested substantial money into this project.

“Banks were knocking down our doors to finance this project,” Bob, Jr. remembers. “It was a crazy time, we were talking about building multi-story hotels and condos and it all sounded great. And then September 2008. Lehman fell and the phone calls from the banks dried up.”

On the real estate end, the entire development plan collapsed. The town leadership changed hands in the recent election. New officials, who had different ideas of how the city should proceed with development, took charge.

Even though Mike was running the development project, a representative from the family needed to be in Florida. Mike was in front of the new town board frequently, and the town board wanted a principal present in those meetings.

The fire was really getting hot in Riviera Beach so Bob, Jr. called his dad. He reminded him of his age and that he should be helping out in New Gretna because he knew nothing about real estate

development. His dad responded by saying, “You are a Healey and Michael is a good manager. You’ll learn a lot and just get out there and act ‘as if.’”

For the next four years Bob, Jr. commuted back and forth from New Jersey to Florida and spent a significant amount of time learning from Mike Clark. “I learned real estate intimately from an expert in probably the worst time to be trying to do real estate development in your life,” states Bob, Jr.

“I spent countless hours with Mike, meeting with elected officials and staff. Whatever we could do to make something work. Eventually we pared it down to our real estate holdings, a couple banks we were comfortable with and who were comfortable with us. We made some debt terms to keep hold of the real estate. To say they were good or bad is sort of 2008 Monday morning quarterbacking, but they were the deals we had to make to keep everything together.”

In the end, Viking managed to retain most of the ground the company owned, and never defaulted on a loan. Even though Viking regularly negotiated with banks, the company always paid its bills.

Before 2008, the thought that a town or city could go bankrupt was unheard of. After Lehman Brothers, municipalities did go bankrupt which tightened lending for projects like the one scheduled for Riviera Beach. Unable to secure funding meant the city of Riviera Beach could no longer be Viking’s partner in this endeavor.

Though not integral to the daily decision-making in New Gretna during this time, Bob, Jr. remembers attending bi-weekly board meetings with constant “fires” that needed to be put out. “I didn’t have a lot to say,” Bob, Jr. reflects. “I didn’t feel like it was my place I was the new guy in that room. And I was surrounded by a roomful of guys who were a lot more experienced than me. I listened, tried to understand why they were doing what they were doing, why they made the decisions they made.”

As is the case with so many key moments in Viking’s archives, for Bob, Jr. much of

his professional growth happened in the car. When in New Jersey he spent the hour commute with his dad asking questions.

“That was a great experience,” he says. “I’d say, ‘We’re going in today and this is on the board agenda, what are your thoughts?’ Then, on the way home, I’d ask, ‘This morning you said one thing but then we did it differently. Why did we do it differently?’ It wasn’t just the business decisions, the business factors that I would learn. I learned how he and his team thought and strategized.”

The difficult times called for all hands on deck. Bob, Jr.’s role to not only be where his dad couldn’t, but be the voice of both the family and the company down in Florida became critically important. Thinking of the employees took the focus off of the minor considerations and instead widened it to the much larger picture. Bob, Jr. remembers realizing: “If I am not able to project confidence to these people and get the job done, this has ramifications throughout our companies.”

Bob, Jr. acknowledges the unique position of being 25 years old and meeting with elected officials because he was representing his family’s and his company’s role in a real estate development project worth hundreds of millions of dollars. Similarly unique was his dad’s advice to just act ‘as if.’ Though Bob, Jr. understood it.

“Being in a band, you had to act ‘as if’ because you have to perform in front of people,” Bob, Jr. explains. “You have to project confidence whether you feel it or not. Being in that situation wasn’t necessarily new to me but the stakes were a heck of a lot higher.”

THE MAN WHO HAS OUR BACKS

Patrick Healey speaks fondly of then CFO Jerry Straub, Sr. all the time. It is Patrick’s earliest work memory that demonstrates how his respect for Jerry began. “When I came to Viking as a young man and started a full-time career, my father and I used to commute with Jerry,” says Patrick. “And Jerry served as ‘the referee.’ My father would ride in the front seat, Jerry would drive and I would sit in the backseat behind

Jerry. Jerry always made sure my father couldn’t climb over the front seat and get to me in the backseat. My father, affectionately nicknamed Dukes by our family, would get so mad that I was able to fall back to sleep for the 45 minute car ride when all he wanted to do was talk shop; but Jerry had my back from day one.”

It wasn’t just Patrick’s back and interests that Jerry “had.” It was the whole Healey family; it was his coworkers; and the company itself. Perhaps the best title, other than Chief Financial Officer, to give to the man who successfully steered Viking’s finances for so many years is “The Man Who Has Our Backs.”

Jerry mentored current CFO John Kasinski for many years. “I owe everything in my career to that man,” says John. “He’s the guy that showed me how to get through the next downturn.”

Jerry is known as the guy who is always willing to impart his vast knowledge of finance to those around him. “Right along the time we were going through the luxury tax is when I got my hands-on schooling. Jerry always joked that I got my MBA before I got my undergrad because of all the issues we had to deal with,” shares John. Not until John actually went to school for his MBA did he understand the depth of knowledge he acquired from working side by side with Jerry for several years. Working through the graduate-level case studies came easier for John than for many of his classmates. “I could leverage the Viking



Viking’s Jerry Straub Sr. working a boat show.

experience on most of my case studies and by now I was groomed to think outside the box.”

To illustrate just how outside of the box Jerry and the Viking team went, John shares an MBA experience. While competing on a team in business school, John offered a solution to a difficult mock situation. John remembers exactly how his professors at St. Joseph’s University responded to him: “These professors were looking at me like, ‘How the heck would you ever think of that?’ To which I responded, ‘Think of it? We did it.’”

Patrick agrees. “Jerry has an incredible mind for finance,” he says. “He was always managing the cash flow of the company so we could do our expansion and development work, he really understood how important that was.”

Patrick recounts many fond memories of working with Jerry. There was however, one type of situation, which you had to be careful about: telling Jerry if you were getting close to a sale. “If I was working on a deal,” says Patrick. “The moment Jerry heard I was close, he would just book the sale. Most of the times they happened, but sometimes they didn’t. We’d be in a financial meeting and Jerry would say, ‘We sold this one, sold this one and this one.’ Then I’d say, ‘Jerry, I didn’t sell that one! I told you I was close.’ So we started calling him: ‘Book it Danno.’”

Worth noting is that Jerry moved the company forward with financial management, but also through the 40 years he served Bill and Bob Healey simultaneously and without taking sides. When Patrick and then eventually, Bob, Jr., joined the company, Jerry not only welcomed them with open arms, but supported them in every way. “Jerry was always my biggest supporter in the Yacht Company,” says Bob, Jr. “He looked past my mohawk hairstyle when I came to the company, he recognized my potential.”

In reflecting on all the creative financial maneuvering Viking performed, it could be said that there’s no one person who is responsible. It truly is a team effort. Even

if one person comes up with an initial concept, by the time it is fully developed, every board member has left fingerprints on the idea. The consensus at Viking is that Jerry Straub, Sr. helped perform financial miracles throughout his tenure at the company; though exactly which ones will remain a mystery, simply because he will never take the credit.

“Jerry never took authorship nor ownership in anything he did because he was the consummate team player,” says Bob, Jr. “I can never recall a time where Jerry said, ‘This was my idea. I did this.’ I don’t remember Jerry really using the word ‘I’ very often. He was the rock and glue that held the team together. Jerry bled Viking. He was there for the company, for the team and for the people. I think the people are what kept him coming back well past the age where he could’ve retired.”

THE ONE OPTION VIKING ABANDONED

“We had some issues with the oil embargo and some things that happened in the early 70s but the luxury tax was the deepest hit followed by the Lehman Brothers,” says CFO John Kasinski. “We realized that it’s not ‘if’ it’s ‘when.’ There’s going to be something out there, a black swan of some sort that’s unfortunately going to push us again. Since Lehman Brothers, we started planning for the next recession. It’s more strategic, more focused, more dialed in. We wanted to improve on what was in place and then really dialed it up.”

At a minimum, post Lehman Brothers, Viking evaluates its inventory on a weekly if not daily basis. “We are extremely close to and reactive to inventory levels,” says John. “That’s our number one barometer. As inventory starts to increase, the boats start to move slower, so we start to cut back product.”

To uphold a position of financial strength, Viking also maintains an intense focus on debt reduction, building liquidity and managing the captive insurance policy. If Viking’s internal finance team views inventory as the most important aspect of its four-part approach, the captive insurance policy comes in as a close second.

“If we didn’t have the captive insurance in place, we would’ve had to stop production,” says John. “I’m pretty certain of that.” As a key part of Viking’s survive-and-thrive strategy, John and his team perform a quarterly stress test on the policy numbers. The test entails mapping the financial crisis that spanned the years of 2008 through 2011 and making sure Viking has enough insurance policy protection to insure against a similar downturn.

Prior to the Lehman Brothers recession, Viking would have its production team build up inventory, which meant the company would have to make significant cuts for longer periods of time until the inventory was sold. Viking now uses the aforementioned liquidity and the captive insurance money to cover the health insurance of furloughed employees. This option of not building up inventory unnecessarily allows Viking to bring furloughed employees back to work sooner. John mentions how this approach was a huge take-away from the recession.

After the recession Patrick changed the business strategy and capped the dealer inventory. By owning more boats in house, it allows the Viking Yacht Company to closely monitor inventory while also managing a central pool. When dealers have a customer looking for a certain model, they can go directly to Viking’s central pool verses purchasing from another dealer.

As always, the numbers tell the story of the battle they fought and eventually won. Viking’s 2008 fiscal year ended with 95 boat sales; its 2009 fiscal year ended with 53 boat sales; and then sales bottomed out in 2010 with 28 boats. As John points out, “We moved up to 51 boats in 2011 so that’s obviously a recovery. But, that’s still half of what we were doing before. To say that we recovered in 2011 is a true statement because we did go back up into the 50s, but we didn’t start to get back to the sales dollars levels and units until 2013 and 2014.”

In retrospect, Patrick Healey and John Kasinski can go over the numbers and say it wasn’t as bad as the luxury tax. However,

in that moment when Lehman Brothers declared bankruptcy, they didn’t know if it would be the same, better or worse. They had a captive insurance policy in place to funnel cash into the company, but they did not know if it would be enough. They had less of an inventory percentage than they did during the luxury tax, but they did not know if there would be enough of a market to move what remained in-house.

They knew the recession would disrupt the lives of the employees along the production line who they cared about. They knew the unpleasant conversations with the banks were imminent.

The creative options Viking discovered to counteract the financial setbacks were only possible because giving up was the only option the company chose to abandon. When Bob Healey, Sr. explains why he explored every financial opportunity and maneuvered past every monetary struggle to save Viking during the luxury tax, his words serve as a poignant reminder; they are a reminder of the formidable truth woven throughout the company’s culture, values and philosophy.

“My brother is madly in love with the yachts,” he says. “He will be a yacht builder until the day he dies. My love for my brother is far beyond the dollars. He would go down in flames with the yacht company. I knew we had to save the yacht company. So there wasn’t any issue about it. We just had to come up with the money and save the yacht company.”



The Healey brothers back in the day.



FACETIME

The 40 Year Club

It takes the best boat builders to build the best boats in the world. And we have over a thousand of them here at the Viking Yacht Company. Many have been with Viking for decades honing their skills, craft and abilities. They are also the mentors to the newer generations rising up through the ranks. In this edition of Facetime we are featuring current employees who have been with Viking for 40 or more years. Just this year, three more shipwrights joined this prestigious club. 🚢



RUDY
DALINGER

55 Years

*Manager, Custom
Design &
Manufacturing
Engineer*

Vikings longest tenured employee remembers when he first applied for a position. “I drove up to the property and it was nothing but storage for the marina. Garage doors and an old dirt floor, it didn’t look like a production facility. But they hired me on the spot in September of 1964, making \$2.10 an hour.” Rudy was 20 years old.

“I never thought Viking would last. When we went to boat shows back in the day we never wore anything with a logo, we were embarrassed. Today? We are very, very proud.”

In his German accent, Rudy says, “In the old time we drew a boat on a big piece of plywood. Now you program it into a computer and the five-axis cuts a plug to make the mold. I’m grateful to have the opportunity to see a company go from the bottom of the industry all the way to the top. It is personal satisfaction, although I know it’s not me, it’s the company. But I still feel good that I contributed to something like this.”



FAYE PHARO

43 Years

*Administrative
Assistant to the
Vice President of
Manufacturing*

“Growing up in New Gretna, almost every kid had a job at Viking. I started working here during summer break in high school, riding my bike to the plant every day. After college I became a full-time employee as a boat detailer on the docks. I moved around a few departments but found my niche as Al Uhl’s administrative assistant 22 years ago.”

Faye continues, “I really enjoy my coworkers and the variety of my job. I’m always doing something different and that really keeps me on my toes. Being here 40 years now I have so many wonderful memories but one of my favorites is dancing with Bill Healey at our Christmas parties. He would be on the dance floor all night and would really cut a rug!”



BILL GIBBONS

43 Years

*Special Projects
Engineer*

Known affectionately as Viking’s crazy professor, Billy started as a Rough Electrician but was eager to learn and worked all stages of the production line except carpentry. Carpentry’s Rudy Dalinger didn’t want to invest in Billy because he didn’t think he would stay in his department long enough before he moved to the next stage on the production line. When fact checking this article Rudy says, “It’s true, I didn’t want him in carpentry!” Rudy, along with Bill Healey and Bobby Walker, went on to become one of Billy’s biggest mentors.

In the early 80s when Viking developed its first Engineering Department, Billy was the second hire. “Because I worked in every stage, I knew all the systems of every boat so it just made sense for me to move to Engineering,” said Billy.

When asked about his future with Viking Billy says, “I see myself sticking around, I don’t know what else I would do.”



CARL
BARBATTO
42 Years
*Finish Mechanical
Supervisor*

Back in 1967, while in high school, Carl helped his dad out on the Viking production line building wooden boats. When he was looking for work a few years later, he stopped in to see then-production manager Butch Hoeh. By the end of the conversation Butch told him to come in on Monday and bring a hammer. “I still have that hammer,” Carl says.

“Bill Healey was my teacher and he would always say that his job was to look for things to be improved upon, which he did passionately. He wanted Viking to be #1 in every way and would instill that in his workforce daily. Guess what? It worked!”

“I remember walking down to the dock one day and I stopped to pick up a rag that had fallen on the ground. I didn’t know Bill saw me. He rode up behind me on his legendary bike and sincerely thanked me for picking up that rag. That says a lot about Bill and the company he built.”



CHUCK
RICHMOND
40 Years
*Quality Control
Specialist*

An avid Philadelphia sports fan, Chuck wound up at Viking through his connections. His uncle started with Viking in 1975, then a friend who was at Viking encouraged him to apply so he began his career working with the detailing crew on the docks. He moved to Interior Trim where he would hang doors, install carpet and do anything asked of him.

Since 2000 he has been in Quality Control and is enthusiastic about what he does. “I love everything about it,” says Chuck. “The people, the atmosphere, the product, it’s just a great place to be.”

“I remember when we had a party for Viking’s 50th Anniversary. A lot of us were there and I brought along my Viking scrapbook. It has every news article about Viking I ever saw printed. Bill Healey was so excited to see it and walk down memory lane with us.”



GARY
KOZLOWSKI
40 Years
*Exterior Trim
Foreman*

Gary began crafting his woodworking skills building luxury, custom homes. But bitter cold winters created a brutal work environment. He heard there was an opening in Viking’s wood mill so he stopped by. Back in the day there was no Human Resources Department so Gary interviewed right on the floor with the Production Manager.

For seven years Gary created intricate wooden parts. Lacking an Engineering Department, he worked off color-coded (colors determined the department) cards which included a shape drawn by hand and jotted down dimensions. “I hung out with the older crowd because they were seasoned boat builders,” says Gary. “I learned so much from those guys, I loved it.”

When Gary was promoted to Exterior Trim Foreman, Bill Healey came up to him one day and barked, “Do you know what I’m looking for?” Being new to the position, Gary honestly told him he didn’t but was happy to help him find it. Bill said, “I’m looking for what’s wrong so I can fix it!”



AL UHL
40 Years
*Vice President of
Manufacturing*

Forty years ago Faye Pharo handed Al Uhl an application to be a carpenter during Viking’s pivotal years. Al’s reputation gained traction and soon he was installing interior furniture, galley components and headliners. During a downturn in the economy, Al feared for his job but instead was transferred to the R&D Department learning from Viking Pioneer, Bobby Walker. As the pace at Viking gained momentum, Al expanded his role. “I benefitted from constant mentoring from Bill Healey, Bruce Wilson, Rudy Dalinger and Bobby,” says Al, now the Vice President of Manufacturing.

“There is a mindset around here that I picked up early. Bill Healey has always been about making things better. He’s a problem solver. He said he didn’t need to know everything but only how to get something done. To be part of this can-do attitude is how we make a better boat every day. It’s the attitude I want in all the people I work with. Knowing that Bill had faith in me is why I see myself doing this for a long time to come.”

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DEPARTMENT PROFILE

Wired for Success

Walk the production lines of our boatbuilding plants in New Gretna or Mullica and you can't help but notice the sheer variety of wires and electrical components that are being installed in our yachts. The Electrical Department is responsible for all of it. They're charged with installing hundreds of ship's systems, conveniences, appliances, lighting fixtures, switches, buttons, gadgets ... The list goes on and on. Everything from the obvious (battery cables) to the inconspicuous (indirect rope lighting underneath the beds). Sure, they install the simpler devices, such as light switches and AC outlets, but they're also responsible for sophisticated mechanisms and systems like automatic salon doors, VIPER steering and OctoPlex control and monitoring systems. How do they get it all done? We found out by sitting down for an in-depth interview with the Electrical Department's Gil Vidal, who has been the Supervisor of this Department for 15 years.

Q: What would you like people to know about the Electrical Department?

A: We're responsible for a lot of what you

don't see on a Viking. Behind the bulkheads, inside the helm consoles and underneath the headliners there's a whole world of electrical wires, connections and terminals. We make sure all of it is installed, assembled and finished to perfection so that when you hit that button or flip that switch it works every time.

Q: Can you give us an overall picture of the Electrical Department?

A: Sure. Electrical actually consists of three departments: Bench Electrical (Department 29), Rough Electrical (Department 27) and Finish Electrical (Department 28). We have about 47 team members here in New Gretna and another 22 in Mullica.

Q: What takes place in Department 29, Bench Electrical?

A: Bench Electrical consists of 3,600 square feet, located on the mezzanine area above Line 1. We have seven team members, and several of them have been at Viking for decades.

Most of the electrical in the boat starts here; they are responsible for preparing the wire

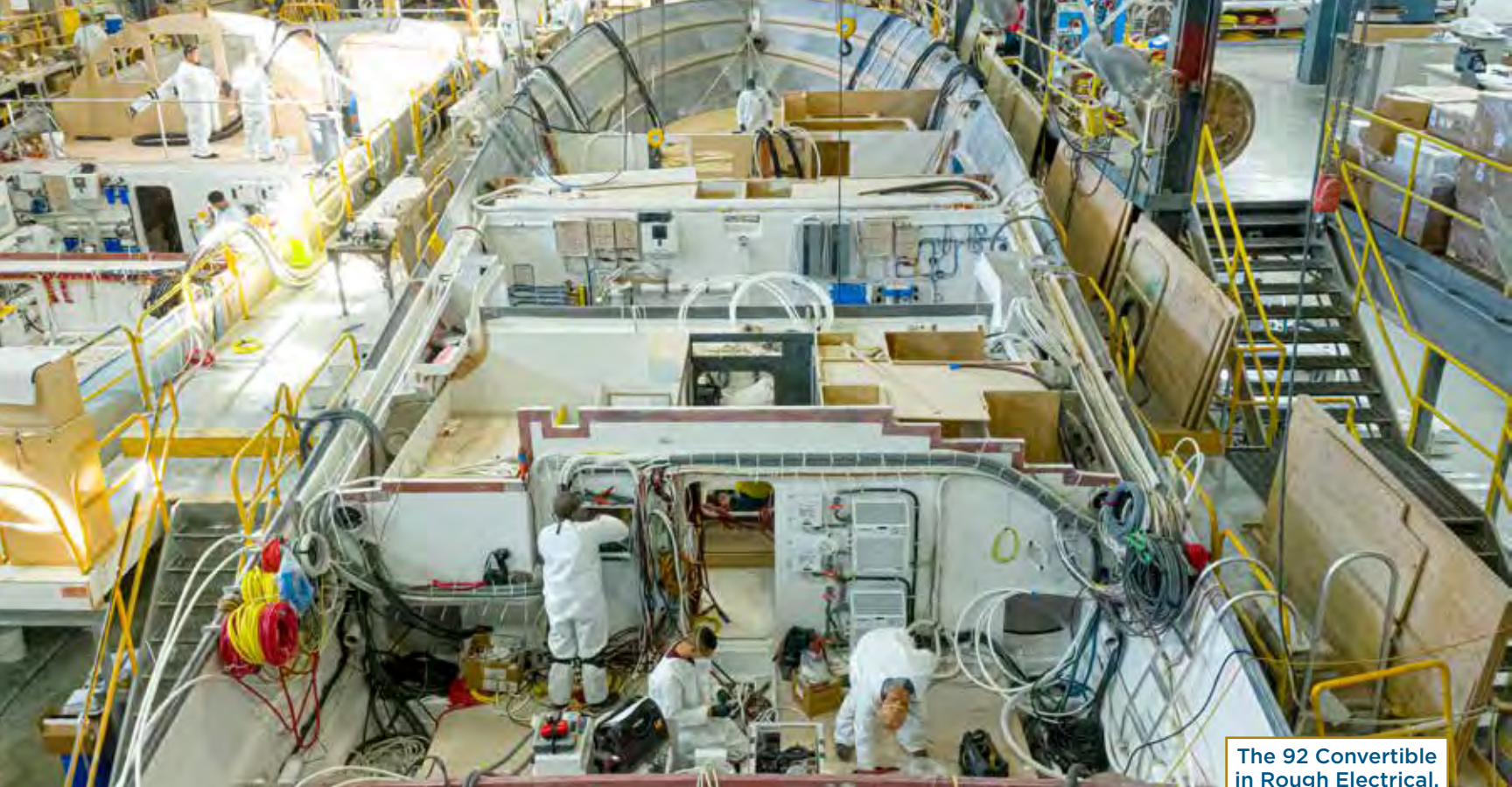
harnesses, which are the command and control portions of the electrical system. The helm and any other sub-assembly components that can be built on the bench are also done by Department 29.

Q: Describe some of the equipment and machinery that is used in Electrical Bench.

A: We have excellent wire-processing equipment. Our Schleuniger machines cut wires to exact predetermined lengths to accommodate connections later on the line. The machines also print on each wire, in 18-inch intervals, its origin and destination. This documentation pays off down the road when specific wires need to be identified for additional electrical or electronics components. We've also had boats damaged in storms come back to us for repairs, and our labeling system has paid off in dividends in these instances.

Q: What steps are taken to complete each wiring harness?

A: Every boat has a wire file generated by the Design and Engineering Department. If we know we're building a 72 Convertible,



The 92 Convertible in Rough Electrical.

for example, we go into its wire file and pick out the options according to the work order. Then we start running the raw material through the wire machines. We put the coiled, measured and labeled wire in its various lengths and sizes onto a large rack. These wires are then brought to what we call the pegboards, where the team starts to assemble the harnesses. The boards are representations of the wire routes throughout the boat. Typically, the peg points indicate a location where there's a turn in the wiring route, or what we call a drop in the boat, where the wire "drops out" of the harness to a device or a component. Once the harnesses are completed they are placed on pallets and are transferred to Rough Electrical.

Q: The bench does much more than create wiring harnesses, correct?

A: Absolutely. All of your distribution panels and boxes, both AC and DC, are assembled on the bench as well as what we call the DIN rail assemblies, which are junction points for multiple wires.

Q: From what you are saying, preparing the wiring harnesses and assembling as much as possible outside the boat is very important.

A: It's critical. With the vast number of

individuals working in or around a boat at any given time, it is important to have the ability to wire certain individual units outside the hull and then have the units dropped into place when complete. We currently pre-wire many of the crew quarters, all of the enclosed bridge helms and every galley across the production line prior to the unit's placement within the hull. This process helps keep us organized, frees up crowded work areas and helps reduce the time needed to complete the boats.

Q: When does Rough Electrical take over?

A: When a boat comes out of Viglass it enters the Rough Mechanical and the Rough Electrical stages; this is when we'll start putting the harnessing into the boat. The first task in Rough Electrical is to prepare the boat to accept the wiring and components. The crews install wire attachment and protection points throughout the boat. Tie wrap attachment points, which are glued or mechanically fastened into place, hold the wires along their routes. There are various access points that are provided for us by Viglass. But prior to running wire through any of those access points, we use molded plastic insulators, called cuffs, that protect the wire as it passes through the bulkheads. We also use a lot of

what we call split-loom chafe guard for protection.

Q: Does Rough Electrical actually run the wires throughout the boat?

A: That's right—they're making sure the wires get to their final destinations, or their terminal points. To do this, they have to work with the Carpentry Department. As the carpenters are installing components in the boat, we're still wiring them and getting wires through them. For instance, when the deckhouse goes on, we have all the overhead wiring that needs to be done. So, we work in conjunction with the mechanics and the carpenters to get our wiring placed whenever the opportunity presents itself. Once the boat leaves the carpentry stage, it is in the Finish Electrical and Finish Mechanical Departments.

Q: How many boats are typically in Rough Electrical and Finish Electrical?

A: I could have up to six boats in Rough and in Finish at one time. We get custom add-ons in Finish as well, so we might end up working on a boat farther down the line when it goes to the Make Ready Dock.

Q: Describe what is done in Finish.

A: The name says it all. They're responsible for finishing the electrical installation of the

The Electrical Department's handiwork on the aft decks of the 93 Motor Yacht.



interior components – switches, receptacles, lighting, cover plates, wall sconces. And of course, we wire and complete the main electrical panel on each boat.

Q: What are some of the more interesting gadgets or components you've installed?

A: Most recently, we've installed lighted galley countertops on a 92 Convertible and on a 93 Motor Yacht's aft deck we were responsible for custom overhead linear lighting that can be shown in multiple colors and programmed to music. Heated towel bars in the heads—that was a big thing. We also work with Chris Channell from Channell Glass to light his artwork on the boat. We had a customer who wanted Channell Glass medallions throughout the companionway as nightlights, so we provided wiring and power for that. Pretty cool.

Q: How has the scope of the job changed over your tenure?

A: It has changed a lot. When I started here, for instance, steering systems were all hydraulic. I didn't touch anything having to do with steering. Now every steering system

we deal with is fly-by-wire. We're involved with VIPER steering and the SeaStar systems. And with Valhalla Boatworks, we're involved in the Yamaha and the Mercury steering systems.

Q: I heard you're into TVs, as well.

A: We do the bulk of the entertainment systems. AME (Atlantic Marine Electronics) has started to take some of that off our plate, but we still do a lot of TVs, Fusion stereos and DVD players. And we're the guys responsible for installing the mechanisms that raise and lower the salon and enclosed bridge HD TVs.

Q: Because the wires are out of sight, your department kind of flies under the radar.

A: That's true. You can't see our work but you know we're there. 🛠️



ROUGH ELECTRICAL
The 92 Convertible Engine room.



BENCH ELECTRICAL
Karen Kelly works on an electrical distribution panel.



FINISH ELECTRICAL
Christian Osorio wires the helm inside the console of a 72 Convertible.



From left to right: Luis Benavente, John Thornton, Gil Vidal, Ray Mendez, Justin Praschil, Pat Shank and Yuri Yakhnovskiy

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AME

CHATTING WITH CHAD

Marine Tracking and Surveillance: Safety, Security and Peace of Mind

Q: Would you recommend a security system for every Viking owner?

A: Most certainly. A good security system is an easy way to protect your investment. It will keep your boat safe and give you peace of mind. The technology to defend your Viking from theft and to monitor the status of its systems is better than ever. AME offers products that will prevent or alert you to just about any emergency or issue that arises.

Q: Is there a higher awareness among owners about the importance of security systems?

A: More customers are becoming cognizant of the need for security systems and remote monitoring of their boats. However, some owners still choose to install minimal or no security technology. At the very least, we recommend that owners equip their vessels with a GPS tracking system, which allows you to log in and view the location of the boat in real time. These devices will alert you and the authorities if the boat moves outside of its “geofence” perimeter. They’re relatively inexpensive – a couple thousand dollars. We offer tracking systems from Nautic Alert and GOST (Global Ocean Security Technologies). We’ve been a partner with GOST since 2005. Nautic Alert is a new company. There are other companies that offer security systems, but AME recommends these two vendors.

Q: What attracted you to the Nautic Alert product?

A: Nautic Alert’s VTracker is a lower-cost alternative that is ideal for smaller boats such as the Valhalla Boatworks center consoles. Most of the V Series boats are headed to Florida, where boat and outboard theft is high. Most insurance companies won’t provide coverage without a GPS tracking system. The VTracker has some valuable features in addition to the GPS

tracking, such as bilge pump and battery voltage monitoring. You can also integrate cameras to keep an eye on the outboards. On center consoles, outboard theft is a big problem; the cameras are mounted on the hardtop and give you a picture of the stern of the boat. The VTracker is compact, allowing concealed installs in space-constrained environments.

Q: Would you tell us more about the GOST products?

A: GOST offers a full gamut of marine surveillance and tracking products. We install GOST equipment on about half of the Vikings that have AME electronics packages. GOST also has a GPS tracking system, which is called the Nav-Tracker. We install this, along with some other safety devices, such as a series of door sensors. We put those sensors on both the engineroom and salon doors. If the boat has an enclosed bridge, we install one on its door too. Basically, the sensors are placed in all areas of ingress to the boat. In addition to the motion sensors, we also install a smoke alarm and two bilge sensors, one midship and another in the lazarette. If the boat develops a leak, the system will notify you of high water in the bilge. It also gives you the status of battery voltage and shore power voltage. Immediate notification of loss of shore power is critical for tournament fishermen who might have a lot of money in bait sitting in the freezer that needs to stay fresh.

Q: Talk about the anti-theft technologies available. They can be aggressive from what I understand.

A: That’s right. With GOST, you can have a system that will go off with sirens blaring, strobes and deck lights flashing and all hell breaking loose.



AME Sales Manager Chad Clarke

Another product from GOST, called Cloak, can fill the boat’s interior with a dense glycol-based fog. Thieves can’t steal what they can’t see. GOST has every sensor you can image: contact sensors, motion detectors, infrared beam sensors, deck sensors, dock pull away sensors and many more. The idea is to chase off intruders before the boat is stolen and needs to be tracked, and before any accessories such as electronics and fishing rods are taken.

Q: Has remote monitoring using cameras become more common?

A: Yes. The technologies we’ve just mentioned are part of the GOST Apparition system. GOST Watch compliments the Apparition. You connect to any onboard camera and view in real time those areas of the boat remotely.



VTracker has GPS tracking and several other useful features.



We typically connect GOST Watch to the cockpit and salon cameras.

Q: How many cameras does GOST Watch accommodate?

A: Up to eight cameras, although we've never had a request for that many. Three engineroom cameras and usually a cockpit camera is the most common installation.

Q: Any final words of wisdom for our owners?

A: AME recommends having your security system installed during the build process but can also install a system after delivery as well. Some owners opt not to equip their boats with any security measures, and may have the mentality that "it'll never happen to me." But no matter how secure your marina is, or how well you maintain your boat and its systems, break-ins, theft, fire, flooding, loss of dock power or other emergencies are a reality. AME will help you protect your investment with a security system that's right for you and your Viking or Valhalla.



GOST Mini Ball 1080P Camera for local access remote connectivity via the GOST Watch App.



Artfully detailed custom-painted GOST door contact in the salon.



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Security and Insurance

Valhalla tapped Eric McDowell, Executive Vice President of CHRISTI Insurance / Risk Management, to provide insight into the increasing need for security systems on boats to obtain insurance.

"The boat buyer should consult with their insurance agent early in the process to determine the type and scope of security system necessary for the desired insurance coverage," says Eric.

There are a few exceptions, but in general GPS tracking systems must be installed on center console boats to obtain an insurance policy that includes theft coverage. "The system must be installed by a professional and cannot be easily disarmed," says Eric. "It also needs to be capable of offshore or open-ocean tracking and sending an automatic alert upon unauthorized movement."

GPS tracking and security systems in general have had a positive impact on boat thefts but have also led to more thievery of marine electronics, outboard engines or their lower units. In fact, there is a 5 percent deductible for most insurance policies covering triple- and quad-outboard center consoles. "These boats are highly coveted by thieves due to their high speed capabilities," says Eric. "Theft in Florida is high because the boats can escape to the foreign waters of the Bahamas, the Caribbean and Mexico. And once a boat is out of the country, it becomes very difficult to recover even if it is found."

To protect against electronics and outboard theft, the installation of a remote surveillance camera and an audible alarm system is highly recommended. "The bottom line is you should invest in a quality security system to prevent any type of loss or damage," says Eric. "Thieves look for opportunities with the least resistance, so the more you do to make it difficult for them, the better."

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KEY TO INTERNATIONAL SUCCESS

Big in Japan



Viking 58 owner Kenichi Arakawa visits the Viking plant with family and friends.



New Jersey-based Viking is known for building the best sportfish and motor yachts in the world, but we are also proud to have the strongest international dealer network in the industry. With more than a dozen global dealers (each with multiple locations) a Viking can be delivered anywhere in the world turnkey ready and with first class support and service waiting in the wings.

A little over five years ago, the Viking Yacht Company appointed Quay Side Marine Service & Solutions as its official full service dealership in Japan. Within the first year of joining the Viking family, Masashi Nakagawa and his team had five boats on the books. In the last 12 months, half a dozen Quay Side Vikings have been

through our New Jersey facilities including a 75 Motor Yacht (shown above), 62 Convertible, 58 Convertible, 48 Open and a pair of 44s.

The 58 Convertible is heading to eager owner Kenichi Arakawa, his third Viking Yacht. Kenichi, along with his excited family, stopped by the New Gretna plant earlier this year to check on the progress of the boat. While here, they took a tour and enjoyed a bite in the legendary Viking lunch room. The whole family is anticipating fishing and cruising their new boat.

Quay Side is committed to both international and domestic boat shows. They are regular fixtures at the Fort Lauderdale International Boat Show and the Miami shows as well as the Japan

International Boat Show. Quay Side holds an enormous presence at the Japan show which is the country's largest. Boat shows are all hands on deck with Masashi's wife and daughter pitching in and working the display shoulder-to-shoulder with the sales and marketing teams.

Although heavily involved with the Japan International Billfish Tournament, the dealership hosts an annual fishing tournament for its customers which is a highlight of the summer season. Family fishing teams are well represented with plenty of trophies and prizes handed out generating smiles across the fleet.

Their drive, dedication and loyalty has established a strong Viking presence in Japan. Proving this is the recent cover of the Viking 48 Open, dressed in a custom Soft Pink, in *PerfectBOAT*, Japan's premier monthly marine magazine. This girl will certainly provide a splash of color in the Pacific Ocean.

Based in Kanagawa, part of the greater Tokyo area, Quay Side is owned by Masashi who has been in the marine business for 40 years. Masashi has earned the respect of area boaters for his knowledge, integrity and representation of quality products and services. 

The Head Vent System

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PBT PALM BEACH TOWERS

Rise Above



PBT towers are works of art, and as Senior CAD designer, Brett Standen is the artist.

Senior CAD Designer Brett Standen has been with Palm Beach Towers almost since its inception. For 17 years he has been PBT General Manager Drew McDowell's right hand man as he is responsible for providing all the detailed 2D and 3D drawings to customers to see their vision come to life and also to the team to determine how to create the intricate structures.

"It all starts with the initial 2D concepts drawn up for customers," says Brett. "This is what we use to get the ball rolling. We'll sit down and review what works, what doesn't and what the customer wants to tweak or revise. Then it's back to the drawing board." The next step is creating more intricate and detailed 3D drawings for final review. "Since the Viking Yacht Company's boats have such comprehensive and accurate 3D CAD models I can begin designing immediately. If the boat is not a Viking, Drew and I will travel to the vessel and take hands on dimensions so the tower will fit perfectly."

The design process takes anywhere from three to four days on a standard tower without customs. That includes a full 3D model of the tower, metal fabrication prints for the PBT welders and fabricators to begin the build process, mill files for the foam and parts to be cut by fiberglass. Hardtop and platform prints are sent to the fiberglass shop in New Gretna so they can build the parts.

"My life at PBT is hands on," says Brett. "I work directly with the customers and also our welders and fabricators throughout the build process. This allows open communication and time and cost savings working as a group. Our team is the best and we are constantly collaborating and brainstorming, we are always coming up with new ideas and innovations."

Brett continues, "Many designers create their project and it is built offsite, sometimes even in another country. Being able to walk into the shop and see what we are designing, and be a part of it, is special." 🐉



Welder and Fabricator John Lindgren welds out the front tower leg section, between the tower ring and platform, before installing it back to the tower.



Brett, Sam "Wally" Smith, Mike Houghton and Curtis Updike (left to right) raise the tower aft section ladder so the front leg can be welded to the ring.



Curtis Updike cleans up the hardtop aft perimeter rail before welding the rail to the tower inner leg.

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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|O BF



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 (10.1 sq m)

38|BF



She's 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 (10.1 sq m)

46|BF



The flagship of the Billfish series, the 46 BF provides the fishing prowess of our convertibles while maintaining the traits of its namesake.

LOA: 45' 6" (13.87 m)

BEAM: 15' 4" (4.67 m)

DRAFT: 4' 3" (1.30 m)

FUEL CAPACITY: 709 g (2,684 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



Fishes like a 60-footer. 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)

58|C



Master of the mid-sized convertibles, the 58 C is a dominating force with world-class performance, fishability and accommodations.

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)

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)

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)

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)

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)

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 Cockpit Motor Yacht, 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)



**V-33**

Get into your first Viking-built boat; same robust standard equipment list as her larger stablemates; three different twin-engine packages.

LOA: 32' 10" (10.01 m)

BEAM: 9' 9" (2.97 m)

DRAFT

(Engines Up, Half Load): 25" (.64 m)

FUEL CAPACITY: 327 g (1,238 l)

WATER CAPACITY: 39 g (148 l)

MAX ENGINE HP: 800 hp

LIVE WELL: 52 g (197 l)

**V-37**

The sweet spot in the V Series lineup. Big and fast, with the legs to run long distances with either twins or trips.

LOA: 36' 9" (11.20 m)

BEAM: 10' 0" (3.05 m)

DRAFT

(Engines Up, Half Load): 26" (.66 m)

FUEL CAPACITY: 470 g (1,779 l)

WATER CAPACITY: 39 g (147 l)

MAX ENGINE HP: 1,200 hp

LIVE WELL: 56 g (212 l)

**V-41**

Punch the throttles and experience high-level fishability, speed, range, overall performance and Viking quality.

LOA: 40' 6" (12.34 m)

BEAM: 11' 7" (3.53 m)

DRAFT

(Engines Up, Half Load): 27" (.69 m)

FUEL CAPACITY: 557 g (2,108 l)

WATER CAPACITY: 49 g (185 l)

MAX ENGINE HP: 1,600 hp

LIVE WELL: 90 g (341 l)





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FORT LAUDERDALE INTERNATIONAL BOAT SHOW

Record Boats, Record Attendance

The Viking Yacht Company saw record attendance at the 2019 Fort Lauderdale International Boat Show, drawing more than 8,100 visitors and selling 20 boats from 33 to 80 feet.

It was a milestone show for Viking even before the gates opened as we presented a record 23 boats. Five models made their world premiere: the Viking 38 Open Billfish, the Viking 46 Billfish and the Valhalla Boatworks V Series, which includes the V-33, V-37 and V-41. The show marked the culmination of a massive manufacturing ramp-up over the previous nine months that reinforced Viking's position as the marine industry's leading boatbuilder.

"It's absolutely incredible what we've been able to accomplish with these five new models," Viking President and CEO Pat Healey told more than 60 members of the media during a press conference. "No one in this industry could have done what we've done. We have a tremendous facility and industry-leading technology. But more importantly we have the people—great boatbuilders, dealers and customers."

The Viking display on D-Dock drew an amazing 2,000-plus visitors on two separate days. Show-goers came in droves to see the Billfish models and the trio of V Series center consoles, and media outlets

from around the world anxiously awaited their turn to photograph and video the boats and interview members of the Viking team. The love was spread throughout the entire fleet, with the 93 Motor Yacht, 92 Convertible, 80 Enclosed Bridge, 48 Sport Tower and other models attracting steady streams of Viking enthusiasts despite record-high temperatures.

"We maintain our status in the industry by continually developing and being progressive with all of our products," says Pat. "This is what the Viking Yacht Company does — build a better boat every day." 



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If you haven't already, book your slip at your favorite Key West marina today. Don't forget to email marketing@vikingyachts.com to reserve your spot in the party. Sponsored by Christi Insurance and Travelers, this is one event you don't want to miss. For more information visit keywestchallenge.com.



The Schedule

APRIL 15 - 19, 2020

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





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HOW-TO: PHOTO TIPS

Make Every Pixel Count

“Wherever there is light,
one can photograph.”
— Alfred Stieglitz

Photography goes hand in hand with boating and fishing, and most of us rely on our smartphones to capture those precious moments on the water with family and friends. By following a few simple tips, you can maximize your smartphone’s potential and become a better photographer while doing so. You’ll be able to use lighting, weather conditions, composition and other variables to create images and video that convey emotion and thought, or just chronicle your experiences.

THE RIGHT LIGHT

Most smartphones excel with lots of light but struggle in dark or dim environments, so taking photographs with the best available light is key. In most cases, have your subject facing the sun (or available light source) so they can be properly exposed for your picture. The majority of smartphones will automatically focus the image and find the best exposure for the overall scene. If you want to change the exposure in a particular area of the frame, you can tap that location and the camera will determine the appropriate exposure. For example, if you’re taking a photo of a boat with the sun in the background, the boat may appear darker than you want. Tapping the boat will brighten it and improve your photo. Tapping the screen will also bring that area into focus.

PORTRAIT VS. LANDSCAPE

Vertical video has become the norm on social media platforms such as Instagram and Snapchat. But that doesn’t mean it’s the most effective way to take pictures and video. In fact, it can compromise the



viewing experience. Horizontal video and images allow you to capture more content, produce better video and share your media across multiple platforms such as computers, televisions and various displays. When you go to the movies, the “silver screen” is horizontal for a reason: This orientation gives you the most complete picture, with the best composition. Vertical video is here to stay but don’t allow its prevalence on social media to keep you from taking a few seconds to turn your phone horizontal and make every pixel count.

CAMERA HEIGHT & ANGLES

What makes great composition? Camera height and angle are two major factors and can change the overall look and feel of the final imagery. The height of the camera depends on your subject. In general, the camera is typically held at the level of the person’s lips. For women, a safe guideline is to hold the camera at or above eye level and

tilted down slightly (Ask any woman and they’ll tell you why). When photographing children, you may have to “take a knee” to capture the best angle.

Low or high angles can convey different types of emotion. Low-angle shots (looking up) typically give the sense of power to your subject. We see this in movies featuring a hero or “good guy.” High-angle shots (looking down) typically make your subject seem small or powerless.

Photographers need to be aware of the scene’s background. Most important is to keep the horizon level. This is critical for landscapes, action shots or simple portraits. A crooked horizon – even if it’s off just slightly – can take away so much from even the best photographs. Yes, you can crop and fix it later, but why not train yourself to get it right as you take the photograph? Whether it’s a fleet of yachts running to the canyons or a selfie with your better half, try your best to keep the horizon line level. 🦋



Kyles’ Bio

Growing up in a household that had a subscription to *National Geographic*, I would flip through every issue, ignoring the articles but looking closely at all the imagery. Even as a young boy, I was enamored by how much emotion and thought the images provoked. This was the beginning of a passion that would drive my career as a photographer. With the opportunity to have a formal education in photography, film and digital media, I am able to do what I love every day. I don’t consider it “work,” and look forward to the challenge of making my next image better than the previous.

— Kyle Juall

Viking Photographer and Media Specialist

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The Viking 72 Tag Team glides through the pristine waters of Cabo San Lucas, bedazzling all those who gaze upon her.





VIDEO PREMIERE: "THE VIKING DIFFERENCE"



A New Short Film Takes You Inside the Plant, on the Yachts and Face to Face with the People of Viking

In celebration of its 55th anniversary, the Viking Yacht Company proudly announces the premiere of a special short film about our heritage of building a better boat every day.

"The Viking Difference" takes the viewer inside the manufacturing plants in New Gretna and Mullica, New Jersey, aboard the industry-leading yachts and face to face with the people of Viking.

Viking team members guide you through our storied history, explaining how co-founding brothers Bill and Bob Healey's work ethic and commitment to build a

better boat every day have guided the family-owned-and-operated company for more than half a century.

You'll experience the manufacturing might of the Viking Yacht Company and discover the scope of its technology, machinery and experience. Viking's design innovation, vertical integration, in-house manufacturing, selfless team mentality, and passion for boatbuilding and fishing are all chronicled in this engaging visual narrative.

"The Viking Difference," a collaboration between Viking Yachts and Dark Fall Productions, premiered exclusively on YouTube on October 27 and was shown for the first time publicly at the Fort Lauderdale International Boat Show October 30. It can also be seen on the Viking Yachts website and our Vimeo page.





TOURNAMENT NEWS

In the Winner's Circle



Offshore World Championship

Costa Rica – April 29 - May 2, 2019

The world's best anglers gathered for four days of fishing to vie for the most exclusive title in international tournament fishing, the Offshore World Championship. The atmosphere was competitive with all-star anglers striving for the Championship ring

on the 20th anniversary of the event. Of the 45 elite teams in the tournament, the Viking 52 *Last Dance* claimed 2nd Place Overall. *Last Dance* Angler Brandon Hopper was awarded the Top Angler of the event with a blue marlin, striped marlin and eight sailfish. Congratulations to Brandon, Robert Collins, Kenny Longaker, John Domanic and Matt McLean.



Orange Beach Billfish Classic

Orange Beach, Alabama – May 15 - 18, 2019

The Orange Beach Billfish Classic kicked off the Gulf Coast Triple Crown with 48 boats chasing blue marlin and more than \$1 million in prize money. Nathan Neames, on the Viking 70 *Reel Fire*, claimed 3rd Place Blue Marlin with a 376-pound fish which measured 108 inches. *Reel Fire* also took 2nd in the Release category with two blue marlin. *Born to Run*, a Viking 72,

was the 3rd place Release team based on time.

Top tuna and 2nd Place Wahoo went to angler Bill Butler on the Viking 61 *Crawgator* with an 825.6-pound bluefin and 45.2-pound 'hoo. Stewart Fickel on the Viking 56 *Hot Rod* weighed a 735-pound tuna for 2nd Place in that division. *A Team*, a Viking 43, had the 2nd Place Dolphin with a 36.6-pound fish. Katie Gonsoulin, fishing on Jon Gonsoulin's Viking 70 *Done Deal*, was the Top Lady angler with two blue releases.



The Shootout

Abaco, Bahamas – May 15 - 18, 2019

Pretty work on the *Viking 80* at The Shootout. Fishing leg #2 of the Abaco Diamond Series, Captain Scott Adams led his team to a 2nd Place Overall finish. Anglers Jeff Creary, Don Gemmell, Drew McDowell and Brian Weaver released one blue marlin and 16 whites in the three-day Production vs. Custom Shootout.

The Viking 80 *China Time* took 2nd Place mahi with a 30.7-pound fish, while the 72 *Renegade* had the 3rd Place mahi with a 22.6-pounder.



Robert Ross Fishing Tournament

Loreto, Mexico – May 17 - 19, 2019

Twenty-eight teams descended on the newly opened Marina Puerto Escondido for the two-day Robert Ross Fishing Tournament. John Sercu's Viking 72 *Tag Team* hooked a pair of striped marlin on the first day. Day two heated up and the crew released 16 striped marlin and four sails to win the tournament with both Grand Prize Marlin and Top Release team. This bounty confirms that the once-rumored fantastic bluewater fishery is truly a reality. Said John, "It's fantastic! The fishing reminded us of Magdalena Bay. It was awesome and we're definitely coming back."



Cajun Canyons Billfish Classic

Venice, Louisiana – May 28 - June 2, 2019

Congratulations to Jon Gonsoulin and his crew on the Viking 70 *Done Deal*. Amongst the sellout fleet of 55 boats, *Done Deal* came out as the Top Overall Boat and claimed the 2nd Heaviest Blue Marlin. Katie Gonsoulin was in the chair for the 114" 535.5-pound blue, as well as three additional blue releases, to take Top Angler and Top Junior Angler. *Done Deal* was also the 2nd Place Release Team.

Angler Hunter Myers, fishing on Keith Myer's Viking 72 *Fleur de Lis*, weighed in the heaviest blue marlin of the tournament with a 602.7-pound fish. Captain Scooter Porto also put Cory Stagg and Cole Quibideaux on a pair of blues to land the boat in 3rd Place Overall.



Allen Krake's Viking 76 *Team Supreme* scored the biggest dolphin of the event which tipped the scales at 40.7 pounds. "We had a heck of a bite," said Tournament Director Steve Thomas documenting 28 blue and four white marlin released during the event. The Cajun Canyons Billfish Classic is the second in the five tournament Gulf Coast Triple Crown series.



Mississippi Gulf Coast Billfish Classic

Biloxi, Mississippi – June 3 - 9, 2019

Of the 115 boats that showed up in Biloxi for the Mississippi Gulf Coast Billfish Classic, only 25 braved the heavy seas. One of the fearless entrants was *Quick Time*, a Viking 70, owned by Robert Burroughs. Captain Shelby Johnson put Robert on a 142.87-pound yellowfin to claim 1st Place Tuna and also a wahoo weighing in at 51.13-pounds for 3rd place in that division. Abbigal Weidenhaft on *Snafu*, a Viking 52, landed the 35.44-pound 3rd Place Dolphin.



Big Rock Blue Marlin Tournament

Morehead City, North Carolina – June 7 - 15, 2019

Day one of the Big Rock started off with a bang. *Sweetums*, a Viking 82, rolled up to the scales with the first blue marlin of the tournament weighing over 500 pounds amongst the 184-boat fleet. Angler Scott DeWolf's 545.5-pound fish earned the crew the Fabulous Fisherman award with a check over half a million dollars. That's getting the party started!

Ed Amos' Viking 56, *Drillin and Billin*, released a total four blue marlin throughout the week to solidify a 2nd Place position in the release category.



Vikings made a statement in the meat fish categories as well. Junior angler Michael Cripe on Bill Farrior's Viking 55, *Job Site*, caught the largest dolphin in the tournament with a fish hitting the scales at 53 pounds. Angler Shawn Stephens on Darryl Jones' Viking 45, *Game Plan*, caught the 3rd heaviest

dolphin, which weighed in at 39 pounds. Fishing on Sid Gold's Viking 52 *Can Do Too*, Angler Andy Valentine hooked up with a 22-pound wahoo to earn the team 3rd place in that division.

Kicking off The Big Rock was the Keli Wagner Lady Angler Tournament. The

Viking 55, *C Escape*, claimed 3rd place overall. Captain Allen Downey and his crew released a blue and white marlin and also claimed the 3rd heaviest dolphin weighing in at 32 pounds. To date, the KWLA has donated over \$300,000 to the Carteret Health Care Cancer Center.

Bermuda Release Cup

Bermuda – June 9 - 11, 2019

Big congratulations to Avery Holgerson. Avery, fishing on her proud grandfather Frank Rodriguez's Viking 92 *Fa La Me*, took the title of Bermuda Release Cup Top Angler, Top Lady Angler and Top Junior Angler at just 13 years old. She battled a blue marlin, estimated at 500 pounds, for a clean release then followed up with a white marlin. This put *Fa La Me*, with Captain Rob Moore at the wheel, as the 1st Place Team. "We are all so excited for her," gushed Frank.

Angler Scott Spaulding put Michael Farrens Viking 62 *Just A Dog* on the board with a blue release to take 2nd Place Team.



Emerald Coast Blue Marlin Classic

Sandestin, Florida – June 19 - 23, 2019

Despite a delayed start due to nasty weather, the Viking 62 *It Just Takes Time* claimed the top spot and record payout amongst the 80-boat fleet at the ECBMC. Captain Chris Hood put Nick Pratt on a blue that weighed in at 574 pounds earning Nick Top Blue and Top Angler. "We had an excellent hit first thing in the morning," said Nick. "We were ready to go!"

Katie Gonsoulin released three blue marlin on *Done Deal*, Jon Gonsoulin's Viking 70, which earned her both Top Release Angler and Top Lady Angler. Captain Jason Buck and team earned Top Crew and the boat



took 2nd Place Release team. Jackson Moore, on the Viking 74 *Buggywasher*, claimed Top Junior Angler with a blue marlin release and dolphin.

In the meat fish categories, Captain Kirk Ogren, on Tim Smith's Viking 66 *Pair-*

A-Dice, clinched 1st place in the wahoo category with a 55.8-pound catch. Christa Forrester on the Viking 61, *Restless*, landed the 2nd place tuna with a 157.2-pound yellowfin. Artie Davenport, fishing the Viking 74 *Phen-Syn*, weighed a 40.6-pound dolphin to claim 2nd place in that category.

Orange Beach Grand Slam

Orange Beach, Alabama – June 19 - 23, 2019

The Orange Beach Grand Slam introduced a new tournament to the Gulf Coast this summer. *TEAM GALATI*, a Viking 64 captained by Chris Galati, was the only boat of the 24-strong fleet to capture the tournament's Grand Slam by weighing a tuna, dolphin, wahoo and releasing a

white marlin. The crew etched their name in the tournament record book as the first ever Orange Beach Grand Slam Champion.

"We already released our white marlin, had a weighable tuna and dolphin and a box full of 'hoos. But we kept grinding and finally got the wahoo we knew would complete The Slam," said Chris.



Offshore Showdown

Cape May, New Jersey – July 11 - 15, 2019

David Johnson's Viking 58 *JT* took 3rd Place Overall and 3rd Place Blue Marlin Release based on time at the Offshore Showdown. Tanner Johnson, David's son, released the blue on the final fishing day.

Krazy Salt's, Dave Anderson's Viking 72, claimed Most Points White Marlin with three releases. Third Place White Marlin went to Marty Judge and his team on the Viking 64



Judge. Judge angler Mitch Hand weighed a 15-pound dolphin which tied for 1st Place alongside the 15-pounder Matt Lopez also weighed. Matt fished on Mike Rich's Viking 62 *Business*. In its 3rd year, the Offshore



Showdown mixes friends, family, fun and fishing. While every angler has an eye on the prize, there are plenty of parties and activities to keep the event a crowd-pleaser.

Montauk Canyon Challenge

Montauk, New York – July 12 - 20, 2019

Mark Burton's Viking 48 *Sound Wave* took 2nd Place Heaviest Tuna with a 198.7-pound bigeye. *Sound Wave* also claimed the 2nd place yellowfin with a 69.4-pound tuna. *Alexa Ann*, Kevin Kallmeyer's Viking 55, took 2nd Place Top Three Yellowfin and also weighed the 2nd Place Albacore at 38.2-pounds. *Never Give Up*, a Viking 48 owned by Glenn McCarty, brought a 23.3-pound mahi to the scale which won that category.



The Harriet Ball Top Lady Angler award was presented to Bridget Hansen fishing on Peter Feld's Viking 76 *Blondie*. Matt Hansen, aboard Carmine Zoccolillo's Viking 52 *Canyon Bound*, was the top junior angler.



Texas Billfish Classic

Freeport, Texas – July 16 - 20, 2019

Done Deal, Jon Gonsoulin's Viking 70, topped the leaderboard again. With Captain Jason Buck at the helm, angler Wilks Hammock released six blue marlin and one white solidifying an overall win and claiming Top Angler of the Texas Billfish Classic. In 2nd place overall was David Denbow's Viking 62 *Amigo* captained by Brad Schoenfeld. David took 2nd Place Angler



with three blue marlin releases, a 643-pound blue marlin and a 26-pound dolphin.

Sean Strakos, on Marty Strakos' Viking 61 *Suthern's Pride*, won the Wahoo Division with a 48-pound 'hoo. In 2nd Place was Ben



Brooks, aboard the Viking 48 *High Noon*, with a 34.5-pound fish. *Deez Nautz*, a Viking 56, took 3rd Place Tuna with a 43-pound yellowfin and 3rd Place Dolphin with a 27.5-pound catch.

Lone Star Shootout

Port O'Connor, Texas – July 26 - 29, 2019

Once again, congratulations are in order for Jon Gonsoulin and his team on the Viking 70 *Done Deal*. Captain Jason Buck led the team to some fishy water to take both the Overall Tournament Championship title and the Top Billfish Release Boat with a pair of blue marlin and another pair of whites.

Second Place Overall and 2nd Place Billfish Release went to Mike Altman's Viking 50

Pandemonium crew. Captain Randal Gaines put his team on a blue marlin, five whites and a sailfish. Mike also claimed Top Angler.

Angler Lee Weidner wrangled the heaviest blue marlin at 514.5-pounds on *Bimini Babe*, Babe Appling's Viking 74. Top Female angler was awarded to Julie Coulter on the Viking 55 *Deez Nautz* while Sam Moore, Jr. fishing on the Viking 52 *Decarb* was the top junior angler.



The Lone Star Shootout hosted a fleet of 53 boats and raised almost \$50,000 for the Houston Big Game Fishing Club.

Stone Harbor Billfish Tournament

Stone Harbor, New Jersey –
July 26 - 29, 2019

This all-release event found solid action with 26 boats racking up an impressive 143 billfish releases over two days. The Viking 62 *Polarizer*, led by George Robinson of South Jersey Yacht Sales, took 1st Place Boat with 14 white marlin releases. *Polarizer* angler Kurt

von Seekam claimed 1st Place IGFA Angler while Captain Bill Davis received the Walt Hendee captain's award.

Rachel Linus, fishing Bob Barbaro's Viking 55 *Badger*, was the Top Angler and Top Lady Angler for her blue marlin and five whites. Second Place Angler was awarded to Joe Albano aboard Dave Anderson's Viking 72 *Krazy Salt's*.



White Marlin Open

Ocean City, Maryland – August 5 - 9, 2019

With over 400 boats and \$6 million up for grabs, the 2019 five-day WMO was a nail biter. When the scale settled, Craig Dickerson sat at the top of the leaderboard with the Heaviest Blue Marlin. Fishing on the Viking 58 *Haulin' N Ballin*, Craig's fish weighed in at 465.5 pounds and was worth almost \$1 million.

Ronnie Fields, fishing on the Viking 70 *Mjolnir*, had the 3rd Place Tuna at 145.5

pounds while 4th Place went to Mike DiPascali on the Viking 62 *The Right Place*. Rich Kostzyu, aboard the Viking 60 *Hubris*, claimed 6th Place. *Hubris* also weighed in the 3rd Place Wahoo.

A 39-pound dolphin, caught by Frank Sinito on the Viking 62 *Irene*, took 2nd Place in that division and *Viking 72* angler Ryan Higgins' dolphin claimed 5th Place.

The buzz of the week was the 277.5-pound mako caught on day 1 by Greg Robinson. Greg, fishing on the Viking 62 *Polarizer*, held



onto the Big Fish pool all week and received a hefty check for his catch.

The MidAtlantic

Cape May, New Jersey & Ocean City, Maryland – August 18 - 23, 2019

This year's MidAtlantic finished in a dramatic fashion as the leaderboard took a beating on the final day. Moving Day saw Captain Rhett Bailey maneuver Alan Sadler's Viking 62 *InTents* to the scales with fingers crossed. A white marlin was hung and the crowd erupted in cheers as Michelle Keeney's 72-pound fish claimed Heaviest White. "It came up on the left teaser and I picked it off. I fought it for about a half hour. We were all super stoked," Michelle said.

"Michelle fought the fish for at least 40 minutes and handled it like a pro," said Rhett. "When my mate yelled out the length, I knew we had a contender."

And the drama continued! Captain Robbie Inglis brought Chip Caruso's Viking 70 *Pipe Dreamer* to the weigh station and put up a 473-pound blue to temporarily take 1st Place Blue Marlin. Just an hour later Ken Hager's Viking 50 *Taylor Jean* weighed Dave Mekendrick's blue at 452 pounds, good for 2nd Place. The scale barely had time to settle when Kristen Jezierski's Viking 58 *Haulin' n Ballin'* pulled up to the weigh dock. Coming off a win at the recent White Marlin Open, the boat proudly handed their fish over to the weighmaster. At 630 pounds, Zeb Zebley's blue claimed Heaviest Blue Marlin for the event with Chip Caruso's ultimately taking 3rd and *Taylor Jean* 4th.

Most Points Blue Marlin went to the Viking 58 *JT* with three blues while Joe Rahman's Viking 80 *Auspicious* was awarded 2nd Place. Shon Craig's Viking 80 *Amarula Sun* took



2nd Place White Marlin and 2nd Place Points Overall with 12 whites and a tuna. Ross Clubb aboard his Viking 45 *Chain Reaction* won the wahoo division with a 33-pounder. Third Place Tuna Points was captured by Michael Pintozi's Viking 48 *Random Chaos*.

Florida West Coast Bluewater Triple Crown

West Coast Florida – August 24, 2019

Congratulations to Vikings for going one, two and three for the win! The Florida West

Coast Bluewater Series saw the Viking 48 *Hooker* claiming top boat. *Twisted Bills*, a Viking 56 was 2nd and the Viking 64 *TEAM GALATI* rounded out the top three. Galati Yacht Sales was honored to host the first leg out of their Anna Maria, Florida, facility.



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For more information on the Winner's Circle or the efforts to support the Bahamas, please visit WinnersCircleCharities.org.

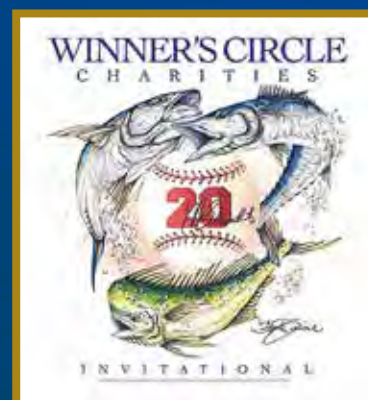


MIKE SCHMIDT'S **WINNER'S CIRCLE CHARITIES**

Gala & Fishing Tournament

Despite the devastation Hurricane Dorian hurled upon everyone's beloved Bahamas, the Mike Schmidt's Winner's Circle Charities Gala & Fishing will still take place this spring. The Bahamas needs support now more than ever. Bringing the tournament back to the island will help the local economy, encourage business and promote tourism.

The Winner's Circle has close ties to Old Bahama Bay and the people of West End. Once the weather cleared, the Winner's Circle mobilized hundreds of people and 70 boats transported critical supplies to those in need. The effort has been ongoing. 



April 4, 2020

Gala
Admirals Cove
Jupiter, Florida

April 22 - 25, 2020

Fishing Tournament
Old Bahama Bay

**SAVE
THE
DATE!**



RFA PROTECTING THE STRIPED BASS FISHERY



Manhattan Cup to Support Satellite Tagging Study

JOINRFA.ORG

The Atlantic Striped Bass fishery is one of our most popular and valuable recreational fisheries, and its successful management is a top priority. A healthy striped bass fishery drives an economic engine for coastal businesses and excitement among fishermen. That's why tens of thousands of anglers are closely watching the implementation of Addendum VI to the Interstate Fishery Management Plan for Atlantic Striped Bass.

The Atlantic States Marine Fisheries Commission (ASMFC) last August approved the draft Addendum in response to the 2018 benchmark stock assessment that found overfishing was occurring. The Striped Bass Board approved an 18% reduction by implementing a coastwide recreational limit of one fish per person per day between 28 and 35 inches, protecting the largest breeders. The regulations for Chesapeake Bay were established at one fish over 18 inches. The states must adhere to those regulations or submit equivalent conservation measures.

The Atlantic Striped Bass was declared rebuilt in 1995 following an aggressive plan that drastically reduced harvest to protect a few remaining strong year classes. The stock peaked in 2003-2004. A downward trend in female spawning stock biomass (fish that have reached maturity) was observed in 2009 following several years of below average recruitment. The current estimate of spawning stock biomass is 151 million pounds, well below the management plan threshold of 202 million pounds.

The state of striped bass is far from dire as they were in the 1980s, but the need for changes to the current plan and the biological reference points that drive the decision-making are past due.

The Recreational Fishing Alliance believes the ASMFC should make resources

available to better identify and monitor emerging or reinvigorated spawning areas for striped bass. The RFA also recommends a joint Canadian/American study to get a clearer picture in striped bass coastal distribution and whether their increased presences in Canadian waters is comprised exclusively of American coastal stocks. The RFA calls for greater emphasis on reducing fishing pressure on striped bass preparing to spawn in the Hudson and other rivers. This should be a joint effort among states with waters leading up to the spawning grounds on the Hudson and other tributaries.

The issue of release mortality needs more study to understand its causes. According to NOAA, anglers released alive 40 million striped bass in 2017. Of those, 3.42 million are assumed to have died. That means released fish account for a higher fishing mortality than the estimated 2.93 million pounds of fish retained. Management options must reduce release mortality. But any option, such as higher size limits, that shifts harvest mortality to discard mortality is a step in the wrong direction.

Regulating the type of hooks anglers use has been raised. Gut-, gill- and deep-hooked fish display a discard mortality rate six times higher than fish hooked in the jaw or lip. Circle hooks drastically reduce deep hooking when using live and cut bait. States should adopt regulations mandating circle hooks when bait fishing.

Higher ocean temperatures and changes in weather patterns are altering striped bass distribution. They appear to be spending more time in deeper, offshore waters and expanding their range northward. Because fishing for striped bass in federal waters is prohibited, there is very little fisheries-dependent information outside of three miles. A tagging program developed by Gray's FishTag Research and *The Fisherman*



magazine deployed two satellite tags on post spawn striped bass in May 2019. The information suggests that striped bass spend a significant amount of time on the edge of the continental shelf. While unexpected, the findings corroborate what many recreational fishermen expressed during Addendum VI public hearings. They also suggest that a significant portion of the striped bass stock may not be encountered through traditional assessment techniques.

At a minimum, the findings from these two satellite tags demonstrate the need to conduct further investigation into striped bass movements and distribution. The RFA and the Fisheries Conservation Trust (FCT), the 501(c)3 science arm of the RFA, has committed to sponsoring the deployment of additional satellite tags on striped bass in 2020. Proceeds from the June 5, 2020 FCT Manhattan Cup, a release striped bass tournament, will be used to fund this important science effort in addition to its long-standing objective to help at-risk combat veterans. The RFA is looking forward to supporting this work.

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

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see. think. act.





VIKING SOUTH

Viking Yacht Service Center

Florida's premier marina in warm and sunny Riviera Beach is located on the Intracoastal Waterway and just minutes from the Palm Beach Inlet.



The fish-raising *Sweetums* moving from the docks to the building for a new metallic black windshield mask.



A new Seakeeper gyro ready to be dropped into a Viking.

The Viking Yacht Service Center is a constant hub of activity. Skilled technicians and repair crews are professionally trained and committed to care for your yacht as if it was their own. Electrical and mechanical engineering staffs are onsite and can design and implement solutions to your specific needs and offer the convenience and value of one stop shopping.

Seakeeper refit and retrofits have been popular services the Viking South team performs regularly. Either installing a new gyro or upgrading a current one, a simple installation will have your boat back on the water quickly without the roll. Your crew will enjoy spending time on your newly stabilized vessel.

Hull painting is another specialty. Get the toughest finish, the best gloss and your favorite color with a professional paint application from Viking's Southern arm. The team will have your boat looking like new in no time. The Viking Yacht Service Center is ready to take on your punch list with experience and pride.



Viking vet, Garry Denison working on a carpentry repair project.



HVAC Technician Andres Requena inspects a Dometic system.

VIKING YACHT SERVICE CENTER

1550 Avenue C Riviera Beach, Florida 33404

561.493.2800 • VikingServiceCenter.com





VIKING YACHTING CENTER

Welcome to Your New Home Port

Just steps from the Viking Yacht Company, the Yachting Center is a 32-acre marina staffed with skilled marine technicians and a common goal of providing the highest quality service to our customers. It is home to a host of services and amenities second to none.

Our Viking-trained service team is fully equipped to handle a variety of projects including retrofits and custom upgrades, spring commissioning, fiberglass work, mechanical and electrical services, detailing and other routine maintenance along with more complicated issues such as major insurance jobs, damage by groundings, structural repair and repowering just to name a few.

For those interested in making the Viking Yachting Center a home port, you will really appreciate our protected marina location that offers up a peaceful and spectacular natural backdrop to help you unwind and escape the hustle and bustle of everyday life. And when you want to pick up the pace and get the action started, our marina is conveniently located just minutes from prime fishing and cruising locales along with many other exciting Jersey Shore attractions.

Valhalla Boat Sales is conveniently located at the Yachting Center and sells pre-owned and new boats. They are a full-service brokerage, listing only clean and well-maintained boats. As the exclusive dealer of Contender Boats in New Jersey and also a dealer for Valhalla Boatworks, they pride themselves on being a one-stop dealer. Valhalla Boat Sales customers have the ability to work with our sister companies Atlantic Marine Electronics and Palm Beach Towers for a turnkey ready vessel. The skilled and professional team at Valhalla Boat Sales provides an unmatched level of service.

Also included in the Viking Yachting Center is family run Breeze's Dock Bar & Grill. This hidden treasure tucked away on the Bass River offers indoor and outdoor seating and is a true local's spot. Casual waterfront dining features fresh local seafood and live music on weekends.

A ship's store, easy approach fuel dock, pool, picnic facilities, security and bathhouse are just a few of the added extras. We are also pet friendly so don't forget to bring the dog!

BREEZES DOCK BAR & GRILL

5724 North Route 9
New Gretna, NJ
609.296.0372
BreezesBarAndGrill.com

VIKING YACHTING CENTER

5724 North Route 9
New Gretna, NJ
609.296.2388
VikingYachtingCenter.com

VALHALLA BOAT SALES

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“The Clambake is an event the whole company looks forward to.”

— Drew Davala
Executive Vice President



EMPLOYEE APPRECIATION DAY

“The Clambake”

A chill in the air couldn't hold back a crowd of over 2,000 as Viking's boat builders and their families delighted in a family friendly day of fun at the annual Employee Appreciation Day. Dubbed The Clambake, the Human Resources

Department rallied over 100 employee volunteers to host an amazing day of food, entertainment and of course, non-stop smiles. Clams, roasted pig, burgers and dogs, corn on the cob, cupcakes, sno-cones and of course clouds of fluffy cotton candy

were devoured throughout the day. “The Clambake is an event the whole company looks forward to,” said Executive Vice President Drew Davala. “And this year was another overwhelming success.”



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DEALER NEWS

The Best in the World



The team at Artemisa Yachts is excited for the new Billfish series as well as the Valhalla Boatworks line to be introduced to the Venezuelan market. The Caribbean Sea is the perfect locale for these beautiful boats to both cruise and fish with family and friends.

Always willing to educate and advance product knowledge, long-time Artemisa team member Carlos Ripollo recently visited Viking's New Jersey factories. During the multi-day visit he toured both the New Gretna and Mullica facilities and also sea trialed a 38 Open Billfish and Valhalla Boatworks V-37.

Congratulations are in order to the Viking 55 *Coyote!* *Coyote* claimed First Place at the Caraballeda Classic Grand Slam Tournament this past fall. Thirty boats released almost 140 billfish. Viking's also took 4th and 5th Place amongst the fleet.

ArtemisaYachts.com



Bajan Ocean Yachts Sales is excited to again be a part of the Spice Island Billfish Tournament.

This is the Southern Caribbean's premier sportfishing event with over 75 boats.

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

Next up is the Barbados International Tournament 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



Moving into their 52nd year of business, the team at Bluewater Yacht Sales is enthusiastic about their direction and excited for the opportunities of 2020. It's been a busy season for the team hosting the annual Summer Cruise in the Chesapeake Bay, fishing the whirlwind of Mid-Atlantic tournaments and working the fall show season.

In July, Bluewater visited Maryland's Herrington Harbour for their Summer Cruise where customers and staff were welcomed to spend four days at one of the Northern Bay's finest resort marinas. The gang celebrated with nightly meals and music, visits to local attractions, countless games and activities and their signature christening ceremony. Bluewater

is fortunate to have such loyal customers who make this event so special. Everyone is looking forward to doing it again next summer in St. Michaels, Maryland.

Bluewater was proud to witness the strong showing Viking customers had throughout the entire tournament fishing circuit. It is always humbling to go to events such as the White Marlin Open, Pirate's Cove Billfish Tournament and the Virginia Beach Billfish Tournament and watch a sea of Viking boats packing the marinas. The Bluewater team was fortunate to fish these tournaments alongside customers and were delighted to see their names filling the leaderboards.

In October Bluewater put together another huge presence at the United States Powerboat Show. They hosted the first boat show appearance of the Valhalla Boatworks line to an appreciative crowd. The team

was pleasantly pleased at the overwhelming crowds of people visiting the display specifically for the V-Series. Bluewater is excited to see a Valhalla Boatworks fleet across the Mid-Atlantic soon.

Bluewater recently welcomed two new members to the team with the addition of Baxter Lusink as Sales Manager and Wyatt Lane as General Manager. Under the leadership of a tenured ownership group, Baxter and Wyatt will focus on the continued development of their sales team and the growth of their presence with Viking Yachts and Valhalla Boatworks. Bluewater has already seen a great deal of success in just a few short months and are eager to accelerate this progress into the future. There is a lot to be excited for this year and Bluewater hopes to see you all along the way!

BlueWaterYachtSales.com





Fishing has been tremendous for the CFR Yacht Sales fleet. The CFR

team congratulates many Vikings on their excellent showing at the 66th Annual International Billfish Tournament held in San Juan, Puerto Rico. Jose Valdes, owner of the Viking 66 *Lady Abi*, landed on the top of the leaderboard winning the event. Federico Stubbe aboard his Viking 70 *Prisa*

claimed 4th Place Best Boat as well as Top Local Angler. The Club Nautico de San Juan team comprised of Federico Stubbe, Manuel Saavedra on his Viking 76 *Sari Victoria* and CFR's Carlos Luis Rodriguez won the Best International Team award. Carlos Ramirez, Jr. fishing his Viking 60 *Reel Affair* took the 3rd Place Angler Award.

Fishing Time, a Viking 46 Open owned by Manuel Arroyo, released four billfish to take Top Release Boat at the Puerto

del Rey Billfish Tournament. Ana Marie Forteza, aboard *Fishing Time*, was the Top Lady Angler of the event.

But it's not just fishing for the family-owned CFR team! The crew is scheduled to deliver a 48 Convertible, 52 Convertible and 62 Convertible in the coming months. They are also excited to introduce the Valhalla Boatworks high-performance center console line to Puerto Rico with a V-33 this January.

CFRYachtSales.com

FORTUNA YACHTING

Fortuna Yachts, Viking's dealer in Turkey, sponsored Tuna Masters Teos and Tuna Masters Alacati, the two largest deep sea tournaments in Europe. Boats attended from as far away as South Africa, Greece and Italy, but it was

a pair of Vikings that rose to the top. At the Tuna Masters Teos the Viking 42 Open *Tornado* took the prize for the Biggest Catch while *Shamu*, a Viking 42 Sport Tower, was the Overall Points winner for Tuna Masters Alacati.

Crowds were plentiful at the Fortuna Yachts show tent displayed at both events. The team introduced many new prospects and enthusiasts to the Viking Yachts and Valhalla Boatworks lines.

FortunaYachting.com



Things are buzzing at Galati Yacht Sales as the year wraps up and they enter into their

50th year of business. From tournaments, to fall boat shows, to factory visits and more, they reflect on an incredible 2019 and look forward to an unforgettable 50th year in 2020.

Fall was full of events and boat shows on the Gulf Coast. Galati Yacht Sales' Sarasota location hosted their annual Motor Yachts on the Gulf event featuring the Viking 93 Motor Yacht. Guests enjoyed light fare and cocktails while stepping aboard some of the most revolutionary motor yacht models on the market. The Naples Galati Yacht Sales location, alongside The Marine Industries Association of Collier County and the City of Naples, hosted an event in October featuring vessels from Viking Yachts. These events both showcased a small portion of the exceptional inventory Galati Yacht Sales

has to offer on the Southern West Coast, all the while enjoying an evening of great company on the water.

Twenty sales professionals from Galati Yacht Sales locations attended Valhalla Boatworks training at Viking's New Gretna and Mullica facilities. This education allows Galati to continue to provide top-notch quality and expertise for their clients. The training took place over two days where attendees toured the factories, bearing witness to the care and precision that goes into the making of the long-anticipated V Series. After factory tours, there was product training and workshops on each of the new models. They left excited and eager to share their experiences. Galati Yacht Sales is looking forward to the arrival of their first stock vessels, the V-33 and the V-37, to their docks. They are also looking forward to the arrival of several new Viking convertibles as well as a new 82 Cockpit Motor Yacht

Their Anna Maria location recently installed a new Travelift from Marine Travelifts. This incredible model, the

new 85 BFMII Mobile Boat Hoist, works smarter to service a growing yard with features including pivot trunnion, stainless steel tubing, sling adjustment, mechanical 90 degree two-wheel steering, remote diagnostics and much more. Their flagship marina is brimming with excitement for this new addition and what it will mean to customers.

The Galati Yacht Sales' Cabo San Lucas, Mexico, location is celebrating tournament season and the fishing has been hot. This office continues to grow with additional sales professionals ready to assist you. To kick off tournament season they held an open house at the Marina Cabo San Lucas inviting guests to tour the top-of-the-line yachts offered.

Galati Yacht Sales is proud to once again be a Platinum Sponsor of the Los Sueños Triple Crown. Since its inception in 2004, this is one of the most anticipated tournament series of the year and there is no wonder why, world-class fishing in the most remarkable scenery in the region. Team Galati looks forward to fishing this

season in a new Viking 58 Convertible. "This tournament brings in some of the best fishing teams in the sport," says Carmine Galati, Sr. "It is an extremely well run event in one of the best resorts and marinas in

the world. And it has an unbelievable number of billfish." In addition to the 58 Convertible, Galati Yacht Sales will also display the all new Valhalla Boatworks V-37 high-performance center console.

Galati Yacht Sales looks onward with excitement for 2020. A special thank you from Galati to customers and partners who make each year worth celebrating.

GalatiYachts.com



A representative from Game & Leisure Boats recently visited the Viking facilities in New

Jersey. Peter Pembroke, from the Gold Coast, Australia, was very impressed with both facilities, the production methods, systems and processes at Viking Yachts and the development of the Valhalla Boatworks series out of Mullica.

"I've visited a number of boat manufacturing facilities around the world and the Viking facility in New Gretna is one of the best yet. The integration of

just about all of the building trades under one roof was impressive, with a highlight being the commitment to the storage and maintenance of the molds in dedicated covered facilities showing the care and attention Viking places on every element of their build process. Seeing the production line efficiencies and attention to detail first hand provided further confirmation as to why Viking Yachts are renowned for quality world-wide. Application of the latest technologies across a number of the production processes was also a highlight, with particular interest taken in the CNC procedure and accuracy offered in timber matching and machining in the mill. There is

a commitment to ensure the finish of each boat is meticulous."

"On arrival at Valhalla Boatworks in Mullica I was immediately surprised to see the buildings bulging with a range of the new Valhalla Boatworks V-33, V-37 and V-41 center consoles all at various stages of production. After seeing the initial information and videos showcasing the exciting new range, it should have come as no surprise to see the facility almost at capacity even before the public release of the V Series. These boats will take the market by storm."

GandLB.com.au



HMY Yacht Sales is proud and honored to be celebrating their 40th year of business and

27th anniversary as an authorized Viking Yacht dealer. They had an excellent 2019 Viking model year delivering new Vikings from 44 up to 93 feet and expect a strong start to 2020.

Once again, HMY is excited to be sponsoring several upcoming tournaments in 2020 including the 57th Buccaneer Cup Sailfish Release Tournament, the South Carolina Governor's Cup Billfishing Series and the Skip Smith Abaco Diamond Series. With work currently underway rebuilding the Abaco Beach Resort facilities after the devastation by Hurricane Dorian, Skip's White Marlin Roundup, Production vs Custom Shootout and Abaco Beach Blue

Marlin Tournament are still scheduled to take place. View upcoming tournament dates at HMY.com/Events.

See your HMY Viking Professional at the upcoming Stuart Boat Show in January, 2020; the Miami Yacht Show in Miami in February and the Palm Beach International Boat Show in March. For a full roster of new Vikings displayed at each event, visit our website.

HMY.com



Jefferson Beach Yacht Sales continues to strengthen their sales force and

service teams and is excited to welcome Travis Smith, Kevin McNally and Sal Ponessa to the crew. Travis and Kevin join the team with decades of yacht sales experience. Travis is stationed out of the new Spring Lake, Michigan, sales office and Kevin works out of the Chicago location. Sal is an IT expert and experienced marine service technician who is working out of

the St. Clair Shores, Michigan, headquarters. Travis, Kevin and Sal are all life-long boaters and USCG licensed captains eager to serve valued customers and represent the Viking and Valhalla Boatworks product lines.

The excitement is building with anticipated arrivals of the Valhalla Boatworks V Series in the Great Lakes. The winter and spring boat show circuits are sure to be well-attended by prospects anxiously awaiting to see the new Viking-built center console range in person.

With seven locations, including service to Ontario, Canada, 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 honest, hard-working professionals in order to deliver the boating lifestyle you deserve.

JBYS.com



Novey Marine personally guides customers through the boat buying process while also

ensuring they take delivery with their perfect vessel. Their goal is to help customers acquire a yacht that will best suit their lifestyle and activities at sea. To achieve this, Novey has

created a portfolio with a wide range of Viking and Valhalla Boatworks products providing customers the yacht of their dreams in Panama and Central America.
NoveyMarine.com



Oyster Harbors Marine had a very busy spring and summer. While taking delivery of new Viking 46 and 58 Convertibles

in Atlantic City, New Jersey, the team added a trip to Viking's Mullica and New Gretna facilities. It was great to see the first Valhalla Boatworks V Series hulls making their way down the production line. Customers are certainly excited to go hands-on with these beautiful center consoles, and OHM is ready to show them off. In October, OHM's Danvers location moved into a larger space with an indoor

showroom that will be a perfect place to display the new V Series.

This summer, OHM participated in more fishing tournaments than in any previous year. Congratulations to the Viking 52 *Scup Slayer* for their huge win in Nantucket's Big Game Battle. In addition to the BGB, Oyster Harbors along with customers were at the Charter Cup in Hyannis, Massachusetts, the BIG 3 in Harwich Port, Massachusetts, the Bluefin Blowout in Gloucester, Massachusetts, the Tri-State Shootout in Block Island, Rhode Island, and the Cotuit Bass and Blues Shootout in Cotuit, Massachusetts.

OHM closed out the season the same way they do every year, with the Newport

International Boat Show. People loved the Viking 38 Billfish and 48 Convertible on display at the show. "Now this is a yacht," was a common refrain heard when folks stepped aboard. The Billfish turned heads and the team quickly accepted a deposit on her.

The next major regional boat show is fast approaching. They'll be at the New England Boat Show in Boston from February 8-16 at the Boston Convention & Exhibition Center. OHM is excited to experience their first show with a Valhalla V Series on the display floor. Any Viking customer in the area this winter is encouraged to give them a call. They'll be more than happy to supply tickets to the show. See you there!
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 twenty years ago. Located in Yokohama City, they offer sales, services and support. They pride themselves on their wide range of

customization for performance, interior and exterior equipment as well as décor upgrades.
QuaySide.Co.jp



SNO Yachts, a shipyard located in the middle of the Mediterranean Sea, is proud to welcome to its

docks a pair of new Viking 58s, ready for the seas of Europe.

A reference point for all fishing enthusiasts, SNO Yachts is considered a center of excellence in the boating industry with one of the largest and most modern shipyards in the world. The yard features a

working area of over 80,000 square meters and employs the use of an advanced Travelift for yachts with a capacity to lift 820 tons. The list of services offered ranges from storage to refits for yachts and megayachts.
SNOYachts.com



With a successful summer season in the books which saw several new Viking deliveries, the crew at South Jersey

Yachts Sales has another busy boat show season on their schedule over the coming months. Among the several boat shows they will be attending is the always popular Atlantic City Boat Show in February. Their display will feature a 46 Billfish, which has already earned rave reviews from many outdoor writers in popular fishing and boating publications.

Thanks to a summer of great weather there were numerous days spent offshore by the crew of SJYS aboard *Polarizer*, the company's Viking 62 Convertible demonstrator. During tournaments in the mid-Atlantic region, the crew placed in five of 12 tournaments. The highlight of the summer billfish season was a \$231,000

payday at the prestigious 46th Annual White Marlin Open in Ocean City, Maryland. Other awards included Top Boat and Top Captain at the 53rd Annual Yacht Club of Stone Harbor White Marlin Tournament and Top White Marlin Release Boat at the 39th Annual Manasquan River Marlin and Tuna Club Offshore Open.

As part of their continued corporate stewardship efforts, SJYS matched the contributions of staff to benefit those affected by Hurricane Dorian over the summer. Donations were made to the American Red Cross and earmarked for Hurricane Dorian relief efforts.

The 3rd Annual South Jersey Yacht Sales Offshore Showdown was held in July and drew 20 participating boats. Well over 100 crew, anglers and family members of all ages enjoyed four days of food, fishing and fun. The weather was perfect and numerous billfish, tuna and dolphin were caught. The event got underway with a Captain's Meeting where mounds of clams, shrimp and crab fingers as well as a few

cocktails were consumed. George Robinson III, President of South Jersey Yacht Sales, along with his staff, put together the event which included two days of fishing broken up by a Lay Day where participants could partake in fun-filled dockside games and activities.

South Jersey Yacht Sales is pleased to announce the recent opening of their new sales office within the Brielle Yacht Club in Brielle, New Jersey. The addition of this office puts them in the heart of the central Jersey sportfishing community and will help serve clients in this important region. Please stop by and say hello to the crew.

Finally, they are pleased to announce Greg Robinson, son of George, has recently joined South Jersey Yacht Sales. A graduate of the University of Alabama where he majored in Finance and Sales, Greg's focus will be improving the marketing opportunities for the company. **SouthJerseyYachtSales.com**



Fishing was good in California this summer and fall, and what better

way to enjoy it than onboard a new Viking? With Viking producing great new models in the under 50-foot category, an especially popular market segment on the West Coast, Stan Miller Yachts is looking forward to

filling even more of their local slips with Vikings.

The Stan Miller sales team was out in full force at the Fort Lauderdale International Boat Show, eager to share the latest and greatest from Viking, along with the highly anticipated Valhalla Boatworks center consoles, with their West Coast buyers. From the 38 Open

to the new 46 Billfish, the newest models were met with universal excitement.

Stan Miller Yachts has recently consolidated their operations to their three main locations in Long Beach, California, San Diego, California, and Seattle, Washington. Stop by to say hello and get caught up on the latest from Viking Yachts. **StanMillerYachts.com**



For over 50 years, Staten Island Yacht Sales has been a premier new yacht and service company in the Northeast.

They've been a proud Viking dealer for the last 36 years.

SIYS would like to congratulate Gary Richard, a client of Viking brand manager Rich Lucas, on his recent purchase of a new Viking 52 Convertible. His 52 began production in December 2019 and will splash in 2020. SIYS welcomes four new

yacht sales professionals to the team – Steve Messenger, Michael Fine, Ken Andrade and Leonard Gazda. Upon joining the team, all four made the short trip to the Viking factory to undergo the extensive Viking Masters training. The team of Viking sales professionals is waiting to assist you with all of your boating needs. **SIYachts.com**

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VIKING BY THE NUMBERS

Featuring the Viking Yachts & Valhalla Boatworks
Dealer Meeting & Sea Trial Event

4



Jam-packed days

5



Models making their debut

15



Months conception to
completion of the V Series

30



Sea trials for media

53



Authorized sales professionals
from around the globe

80



Customers in attendance for
the multi-day event

327



Attendees in the
record-breaking crowd

5,800



Combined horsepower of
the five featured boats
(38 O BF, 46 BF, V-33,
V-37, V-41)

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2020

Viking Winter Calendar

JANUARY

8-11 Silver Sailfish Derby
14-18 Sailfish Gold Cup
15-18 Los Sueños Billfish Tournament #1
22-25 Buccaneer Cup Sailfish Release Tournament
31-FEBRUARY 1 Viking VIP Preview

FEBRUARY

13-17 Miami Yacht Show
13-17 Miami International Boat Show
26-29 Los Sueños Billfish Tournament #2

MARCH

25-29 Los Sueños Billfish Tournament #3
26-29 Palm Beach International Boat Show

APRIL

1-5 Final Sail
15-19 Viking Key West Challenge
22-25 Winner's Circle Charities Invitational

MAY

15-19 Orange Beach Billfish Classic
27-30 Abaco Beach Blue Marlin Tournament

JUNE

1-7 Mississippi Gulf Coast Billfish Classic
5-13 Big Rock Blue Marlin Tournament
17-21 Emerald Coast Blue Marlin Classic

JULY

3-7 Bermuda Billfish Blast
4 World Cup Blue Marlin Classic
9-13 Bermuda Big Game Classic
10-18 Montauk Canyon Challenge
15-17 Bermuda Billfish Release Cup
15-19 Blue Marlin Grand Championship
19-23 Sea Horse Anglers Club Billfish Tournament
21-25 Beach Haven Marlin & Tuna Club White Marlin Invitational
21-26 Lone Star Shoot Out

AUGUST

3-7 White Marlin Open
10-14 Pirate's Cove Billfish Tournament
16-21 The MidAtlantic
19-22 Virginia Beach Billfish Tournament

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

1 Herald Plaza, Miami, Florida
Virginia Key, Miami, Florida
Herradura Bay, Costa Rica

Herradura Bay, Costa Rica
Palm Beach, Florida

Miami Beach, Florida
Key West, Florida
Old Bahama Bay, Bahamas

Orange Beach, Alabama
Abaco Beach, Bahamas

Biloxi, Mississippi
Morehead City, North Carolina
Sandestin, Florida

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

Ocean City, Maryland
Manteo, North Carolina
Cape May, New Jersey & Ocean City, Maryland
Virginia Beach, Virginia



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