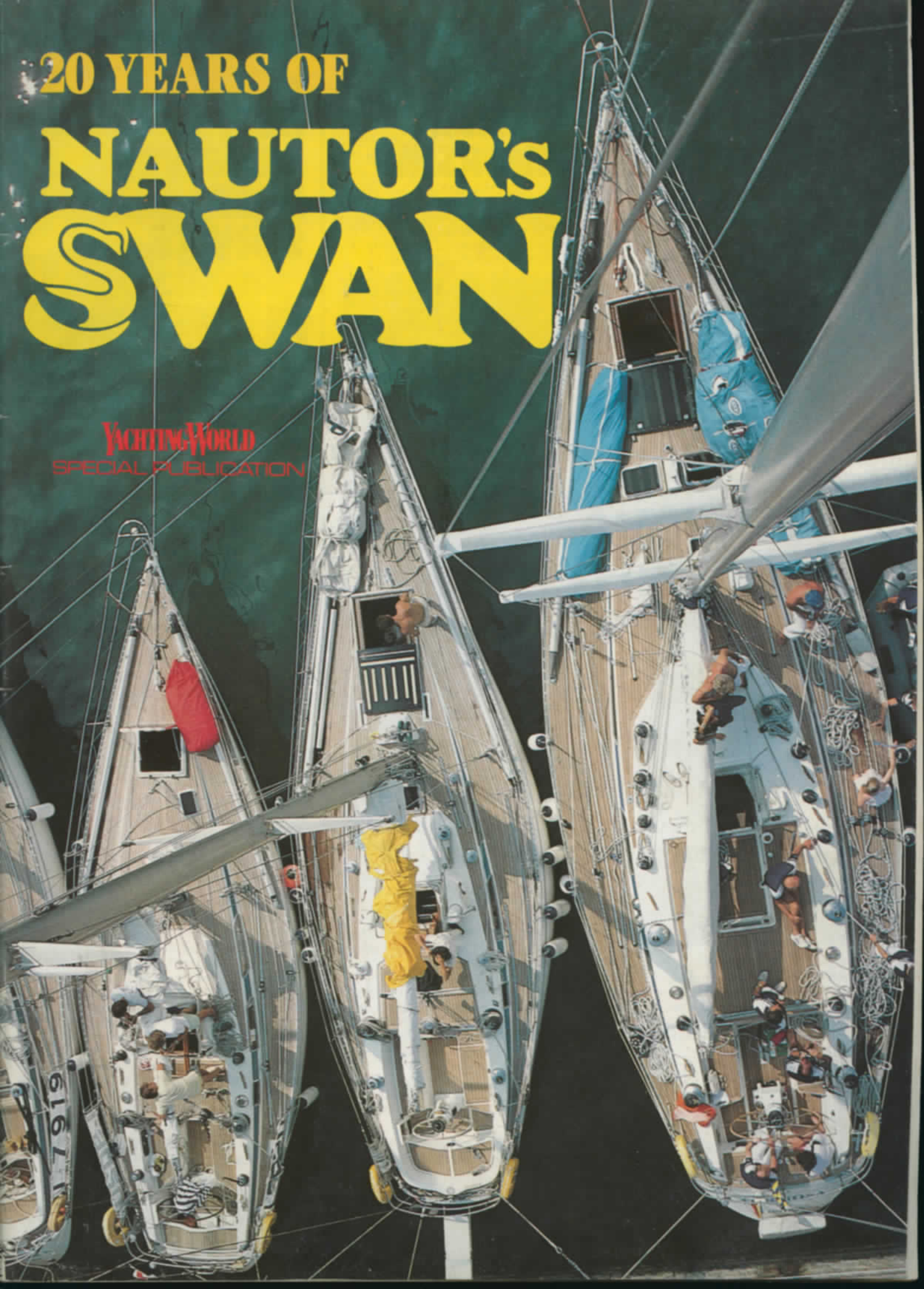


20 YEARS OF NAUTOR's SWAN

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NAUTOR'S SWAN

Oy Wilh. Schauman Ab. Nautor
68601 Pietarsaari, Finland
Tel: + 358 67 67001
Telex: 7547 Nauto SF

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A YACHTINGWORLD

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Dick Johnson

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David Glenn

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INTERVIEW WITH EMMES

General manager Olle Emmes presides over a boat building company that has made its own legend in the 20 years it has been in business. The company was started by one man with a vision of becoming a major force in his chosen industry, but a disastrous fire forced the company to become part of a major Finnish conglomerate.

Nautor has only had three general managers in its history and, apart from the initial stint of control under founder Pekka Koskenkyla, Nautor has been managed by experienced businessmen who haven't been carried away by the romance of boat building. Yet, Nautor, and their Swan range, have developed into the most coveted brand of production boats in the world.

Not every moment in the life of Nautor has been totally successful, but mainly it has been a production and financial success.

Olle Emmes took control in the midst of a downturn in the company's fortunes during a world recession. What was his background? What plans had he for the company, how did he see the future of Nautor? To find out, we visited Olle Emmes in his office just outside Pietersaari.

Question — Olle you became general manager in 1982, had you been working for the company for long?

Emmes — I had worked for Nautor since 1968. I was the financial manager, but I was also involved in other projects like organising the original regatta programme, working with the agents etc.

So, by the time I became general manager I knew the company well, perhaps too well.

Question — What major changes have you made in the time you have been in command?

Emmes — My main aim has been to change the company from being production led to being more market led. When I took over as general manager, there had been a period of over-building for stock, we had too many boats for boat shows and there was a too rigid policy of standard building.

I brought in a more flexible production philosophy that allowed for many permutations of interiors, keel types, a full range of options, and even different stern types. We were to build a smaller range of products, but with many more variations that could be tailored to the needs of the market.

Question — How do you decide on new models and on the options that should be available?

Emmes — We ensure that we listen. We listen to all the information we can get from the market. We listen to owners, to prospective sales contacts, and we ensure that our agents have a close contact with our clients.

We try to use all this information in planning our products.

As a result, we have changed our philosophy to incorporate all reasonable requests for modification. There are of course many things that cannot be altered — construction details, mast and major bulkhead positions dictate that. If the request is reasonable and the cost is acceptable to the owner, however, we will try to do it. It also helps with product

development.

Question — There seemed to be new models in great numbers some years ago. Are you continuing to introduce two or three new boats a year?

Emmes — No. In the early years we had at least two new boats a year. Now we only introduce one or very occasionally two. We spend more time now planning each boat and ensuring that we get it right from the beginning.

For instance, the first of the new 53s will have been through our sailing trials before its first boat show appearance at Hamburg. This is a breakthrough for us and indicative of our intensive efforts in product development.

We have succeeded in refining our new boats to such an extent that our customers are not wary of buying the first boat of a new model as they are with some companies. We undertake all the development through planning and experience. We don't ask a customer to be our test bed.

Question — Your major designers are Ron Holland and German Frers. Holland does the smaller boats and Frers the larger. Will this system continue in the future?

Emmes — That arrangement is only loosely adhered to. In principle we do what the market dictates. For instance, the public sees each designer in a certain way. If public perception changes, we will change also. A good example of this is that we are building, in the custom division, the Holland-designed 102 footer.

Question — You seem to put a great deal of importance on the name designers, but how much of the design work is done here at Pietersaari?

Emmes — I don't think that the outside world just realises just how much work we do here.

In principle, the outside designers create the hull and deck and the sail plan, do some of the basic calculations and outline the basic, first time, interior.

With that basis, and after necessary changes, following discussions with the designer, we then do all the rest of the designing work here. We complete the interior design, create the plumbing plan, the electrical system and create the production engineering so that it fits in with the building regime here in the factories in Finland.

Not the least of the things that are done here are concerned with the strength of the boat. Lars Strom has carried out a great deal of research into the loads on hull



Top, Olle Emmes at the helm. Above, management team at Pietersaari aboard their latest delivery

INTERVIEW WITH EMMES

and rig — he originated the *Fazer Finland* plan to fit a boat in the Whitbread Round the World Race with strain gauges and recording equipment to see just what actual loads act on a boat. From all this input, we are confident that our approach to strength and durability is correct.

Question — Is that the reason why Nautor produce so much of their own fittings, masts, steering gear?

Emmes — Not entirely. For instance, the reason why we began to manufacture our own masts was that a British supplier could not deliver on time. We had the boats, but not the masts. We started mast building ourselves in 1968/69.

Many of the other things we produce ourselves are items that we feel we should have complete control over. Steering gear, rudder stocks for instance. On the other hand, we use Lewmar winches because we will keep with an outside supplier if they are reliable and their products remain at the top of their field.

We carefully and constantly examine our own equipment and our equipment suppliers. Things may change as conditions dictate.

Question — How have the volumes of boats built changed since 1982, and have the countries supplied also changed?

Emmes — In 1980 or '81 we built 70/80 boats, but remember that there were many smaller boats — the 37ls for instance. Now we build 45 to 50 boats a year.

The boats we build now are mainly in the middle to large range. Even the 43 is still a big boat though. There are plenty of options and much more equipment to be installed.

As far as the change from country to country goes, it always shifts about from year to year. Currency exchange rates and business success mainly controls the shifts. For instance the United States market is less good now than it was last year because of exchange rates.

We are looking at new markets all the time. Marketing manager Ingmar Granholm is always looking at new areas for development and at the moment he is looking at the Far East. Singapore, Hong Kong, Japan and Australia are very interesting now.

The total market is actually smaller than before, but we have agents who are working very hard to ensure that we get the best result from our contacts.

Question — Does it worry you that owners seem to be opting for bigger and bigger boats all the time. Is there still room

for a small Swan in the range?

Emmes — For some companies this could be a problem. To go from a main range of 30-35 feet up to 45-50 feet could cause severe difficulties. For Nautor it is not so serious as we have, after all, built the biggest production yacht of its time, the Swan 76 and we have been building at the 65 foot level for some time. Owners keep trading up with us. But many get to the top of their acceptable range — they might have children who no longer sail with them, and of course they will be getting older — and then sometimes they trade down. It is important therefore that we have a full range of craft sizes both to start off new Swan owners and also to accommodate them if they decide that a modern smaller boat would be their best buy.



Olle Emmes explains the finer details of a specification to a visitor. Full details are immediately available

Question — accepting a desire to trade up and to stay in the Swan family, is there scope for a new, bigger boat at the top of the tree?

Emmes — Definitely — we are at the moment looking at a proposal for a very flexible design in the 80 foot range that will be a production Swan in every sense of the word, but that will carry the ideal of options to the very limit. Sterns, decks, rigs,

accommodation and equipment, all these items would be variable within limits, under very careful planning. It would be a boat that would fit into the Swan range all the same.

Question — Won't the new Nautor custom building division take away possible customers for the bigger Swan?

Emmes — No. The custom division will be for the owner who otherwise would have to go to the specialist one-off builders. It would be building very special boats in a very special way, utilising the talents of the workers we have here.

The custom division will be able to pass on a lot of experience to the production division. Special materials, special equipment, new styling and even totally different types of boats will all add to the experience and skills of the Nautor team.

Question — What is in store for Nautor in the next five years?

Emmes — Quite a lot. Sailing boat builders in general are not responding to market forces very well. Nautor will continue to become more market orientated. For instance we will be taking market share back from the power boat. Sail handling systems, attention to layout and interiors will make boats more liveable and more comfortable. More light below, attention to the requirements of wives and children — all these influences will have a bigger effect on products.

We will also be taking a very careful look at both ends of our range. We have talked about the top end, but we will also be looking at smaller boats. We will come back with a product that has had a tremendous amount of thought put into it. We will ensure that it is completely developed for its market before it arrives on the scene.

I see a moderate growth for the company in the next few years and that growth might not necessarily come from building boats. We must create a total support concept — purchase, construction, service.

In future a lot more attention will be given to servicing and support to cement the idea of Swan as a total concept. Not just a product, but everything related to the product.

We are looking at extending our servicing network and more will be done with spare parts and their supply all over the globe.

This idea of a total one make concept will be a real first for the boat building industry. I see the development of the concept as the only way to go in the future.

Olle Emmes, thank you for talking to us.

HISTORY

Setting a boatyard just 180 miles south of the Arctic circle might seem a curious decision when attempting to take international boatbuilding by storm. But that is what Pekka Koskenkyla decided to do in his home town of Pietasaari, Finland, back in 1966. That unlikely beginning has developed into the company known as Nautor, with its renowned Swan range of boats.

Koskenkyla knew that there was a ready-made pool of talented woodworkers in the town and started business with a few of them, in a converted tannery. The mahogany yacht they built was snapped up by an eager purchaser before she was completed so, believing that there was a ready market for very high quality production yachts, Pekka Koskenkyla approached Rod Stephens, then the world's top designer with his brother Olin, to get the rights to build a 36 footer.

This 36ft (10.97m) yacht was a development of an existing S&S design, but Pekka wanted the boat built in the then new material of glassfibre for strength and lightness. This boat became the Swan 36 and was so successful in her first year of production that soon a larger factory than the old tannery was opened and a production line was started.

In 1968, the British agents for Nautor, Mike Hurrell and Dave Johnson, took their second Swan 36, they bought the very first of the Swan 36s, to Cowes week. Six of the scheduled seven races were sailed, and *Casse Tete II* won them all. The name of Nautor became immediately known around the sailing world.

In the following year, Hurrell and Johnson bought the latest Swan, the 43, *Casse Tete III*, and she became the first production yacht to sail in the British Admiral's Cup team. Success followed racing success, but just as the future seemed assured, disaster struck the company. Fire reduced the Pietasaari factory to ashes. Everything was lost.

Pekka Koskenkyla had been expanding Nautor yet again at the time of the fire and a new factory was under construction. Three months were to pass, however, before production could restart and, despite the insurance settlement, the fledgling company was in severe financial difficulty.

Nautor's problems were only overcome by the purchase of 51 per cent of the company's shares by the wood pulp company Oy Wilh. Schauman Ab, another Pietasaari

resident. By the time another year had passed, Nautor had become the yacht building division of the Schauman group.

1970 saw unprecedented new model development at Nautor. Three new models, the 37, 40 and 50, all S&S designs, were built. By this time, two factories were involved in building the Swan range, a joinery workshop at Kronoby and the main production facility at Kalby. Koskenkyla was sticking to his original idea of taking the factory to the area where a pool of talent could be tapped to do the best job. Most of the workers could walk to work from their nearby homes.

Success continued in the 70s. A Swan 48, *Noryema*, won the 1972 Bermuda race and introduced the now familiar wedge-shaped Swan deck line to the world. In 1973, that year's new model, the 44, took the coveted Boat of the Show award at the London International Boat Show.



Pekka Koskenkyla, Nautor founding father.

Next milestone was the race success of the Swan 65 *Sayula* in the inaugural Whitbread Round the World Race in 1974, but the same year heralded the oil crisis, recession and a decline in demand for expensive yachts. Nothing daunted, Nautor invested in an anodising plant to get their own mast production system into top gear, and in 1975 the company opened a huge new laminating hall.

Pekka Koskenkyla left Nautor in the early 70s, heading off to France in his own Swan 65 to start an agency. Jens Rudback was given responsibility for overseeing the by now impressive product range of the company, continuing the philosophy of new model introduction, production line building and an unrelenting concentration on quality.

Throughout the first decade of Nautor, designs for production boats were not just based on successful racing boats, but were

racing boats in their own right. By the end of the 70s, however, the International Offshore Rule for racing yachts had developed to such an extent that it was becoming impossible to build a dual purpose racing and cruising craft and remain competitive. Sparkman and Stephens's boats were becoming outclassed by the new young lions of naval architecture.

To move with the times, Nautor employed the top man of the year, New Zealander Ron Holland, to design a performance yacht based on his successful racing design *Imp*. The Swan 391 was the direct descendant of *Imp*, with the Swan 441 having a lineage from such sister boats as *Big Apple* and *Marionette*. The name *Casse Tete* couldn't be kept from such a racing Swan. *Casse Tete V* in Dave Johnson's hands represented Britain in the Sardinia Cup in 1980.

Holland designed a total of five boats for Nautor, before his latest contributions, the 43 and the 102ft creation of the custom building division.

Coincidentally with Holland's entry into the mainstream of Nautor design, S&S bowed out. But what an exit! Their last boat for the company was the 76, the biggest production yacht of the time and highly successful as a production craft of that size, with five built. In all, S&S drew 15 boats for Nautor, as well as three motor sailers.

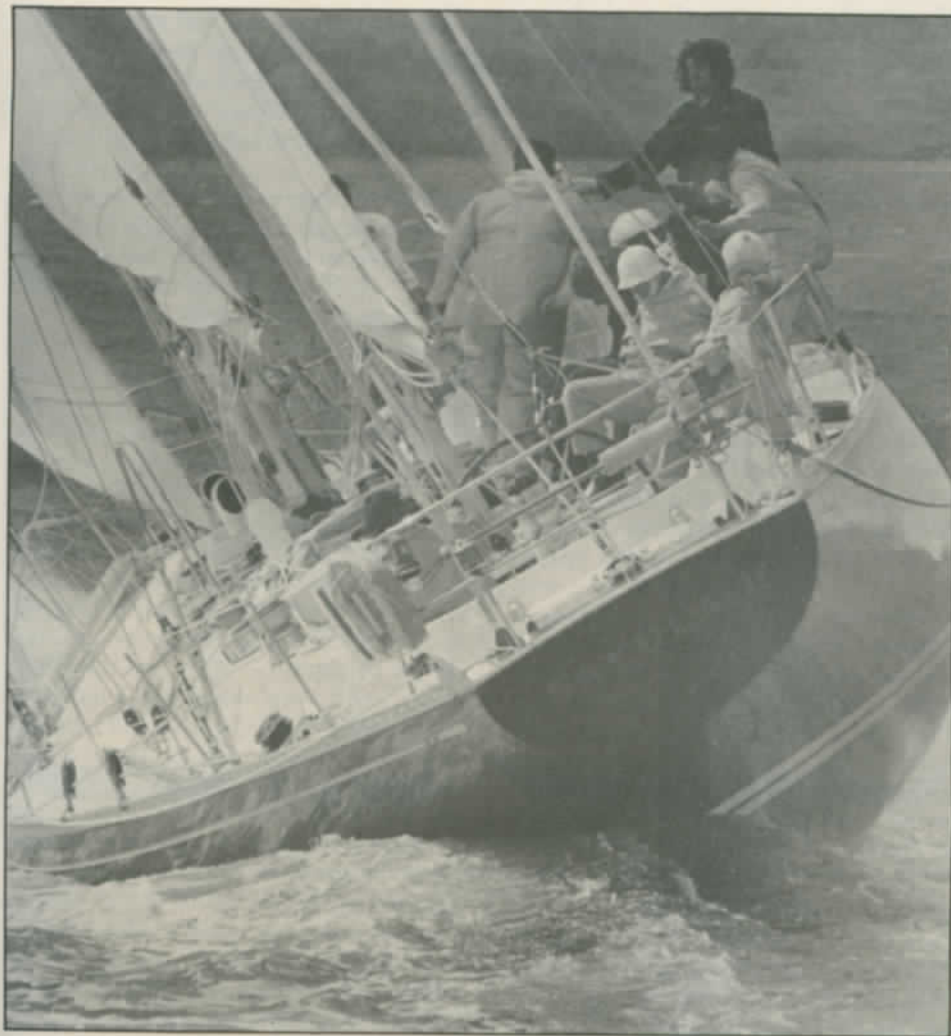
After the entry of Ron Holland into the field of Swan design, Argentinian naval architect German Frers was brought in to modernise the top end of the range. His contributions include the 46, 51, 59, 61, 651 and now a special anniversary boat is being planned, two decades after the first yacht from Swan.

Frers designs are fast cruiser racers with the accent on performance, though boats like the centre cockpit 61 lean towards cruising more than racing.

With demand slowing in the 80s and competition between boatbuilders increasing month by month, Nautor had to relax their previously rigid stance on standard production building. Owners are now allowed more options and accommodation layouts, and even changes, like the addition of a conventional counter to a retousse stern boat, have been arranged.

Olle Emmes, who replaced Jens Rudback as General Manager in 1983, has developed a policy of structured options that allow an owner to specify interior, rig and even some hull and keel shape alterations, without disrupting the production

HISTORY



Saulya II, arguably the best known Swan of all, winner of the first Whitbread Round the World race

line system that is still the heart of Nautor boatbuilding.

Nautor have an unrivalled manufacturing facility in the countryside around Pietasaari. From the small commissioning dock near the huge pulp plant of the parent company, to the main factory at Kalby, via the joinery factory at Kronoby and the plug and mould factory at Larsmo, they manufacture just about all the major parts of their boats.

There are workshops fabricating stainless steel components, laminating large and small parts, building masts, assembling accommodation sections in special jigs, even a fully staffed technical and drawing department working flat out to supply the production teams with information and detailed drawings for modifications and developments.

Nautor pride themselves on their customer contact. They have an agent set-up that spans over 20 countries, controlled through Marketing Manager Ingmar

Granhölm. Information and sales contacts are certainly dealt with through this network, but, perhaps more importantly, developments, ideas and service information is fed back to the factory from the owners via the agents. Ingmar Granhölm values very highly the information he receives in this way and has a great respect for the integrity and experience of his agents. This is reflected in the trust put in the agents when a new addition to the range is called for. It is the owner's opinions transmitted to the company, commented on by the agents, that form the basis for each new boat.

Service support for Swan owners comes in the first place from the agents. They are required to give assistance as required, but there is also a network of suitable repair yards available. Providing the long stop, however, is Lars Strom, Technical Manager at the factory.

Patient, quietly spoken, a man whose respect for machinery is such that he

allows his car engine to warm up for a moment before driving off, Lars Strom knows everything worth knowing about any product of the Nautor factories.

Strom regularly contributes to the Nautor newsletter that goes to every owner and will, if pressed, tell you about the development of the International Measurement System handicapping machine that is located at Pietasaari so that all new Swans can be IMS measured if desired, about the amazing system of instrumentation that was fitted to the Whitbread Round the World Race boat *Fazer Finland*. The strain gauge and recorder system assessed every load impinging on the hull from rig, wave and weather, and the information gathered will be used in ensuring that future Swans will be engineered from a factual database of knowledge, rather than from educated guesswork.

Typical of the calibre of Nautor staff that contribute to Rolls Royce standards in boatbuilding, Lars Strom makes it his business to have — mainly in his head — all the information that would be of interest to owners trying to keep their boats in tip-top condition. But there is more to Lars than just maintenance and production.

He is in constant contact with the Ship Laboratory of the Technical Research Centre of Finland — who helped develop the monitoring system for *Fazer Finland* — so that the latest in research is always available to him.

A recent programme assessed the relative merits of the deep draught regular keels, centreboard arrangements and Scheel keels used on Nautor boats, and investigations into subjects like furling gears for jib and mainsails, as well as into the confusing realms of comparisons of winch power for the various sizes of Lewmar winch commonly fitted to Swans, form part of the brief of Lars Strom and the technical department of Nautor.

Owners and prospective owners of Swans are encouraged to visit Pietasaari to see the factory and to see their own boat in the throes of construction. Those who do visit cannot fail to be impressed with the dedication of everyone working within those walls. The Nautor philosophy is 'to develop, produce and market offshore cruising/racing sailing yachts of the highest quality for International customers, with the object to be the market leader'. It is clear that all those 370 or more personnel at Nautor are dedicated to that ideal.

DESIGNERS

Just three designers have drawn the whole Swan range. We profile the involvement of S&S, Ron Holland and German Frers

S&S

In 1966 I'd gone to Finland, to inspect some jobs that Sparkman & Stephens had going there, when I got a call from a fellow named Koskenkyla. He wanted to see me the next day to discuss the design of a 36ft sailboat he wanted to build.

"Now as it happened, I had a very full schedule on that trip; I hated to be away too long from home and the family, so I had meetings scheduled all day. But I told Mr. Koskenkyla that if he didn't mind getting up early, and if he could get to the place where I was staying by 0600, why I'd be glad to see him.

"Mr. Koskenkyla said that was fine with him, and, by golly, right at six o'clock he was there."

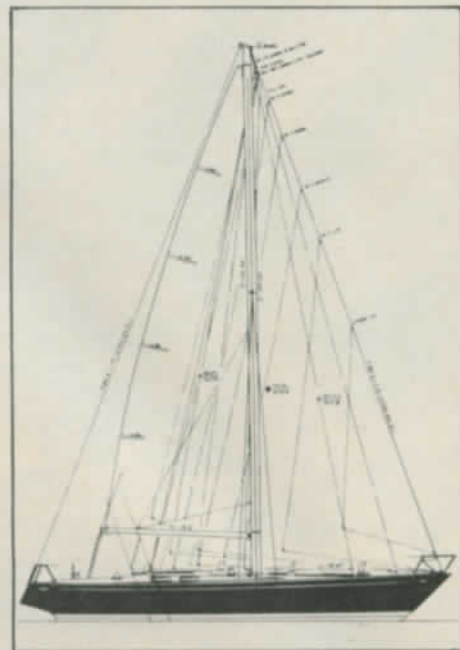
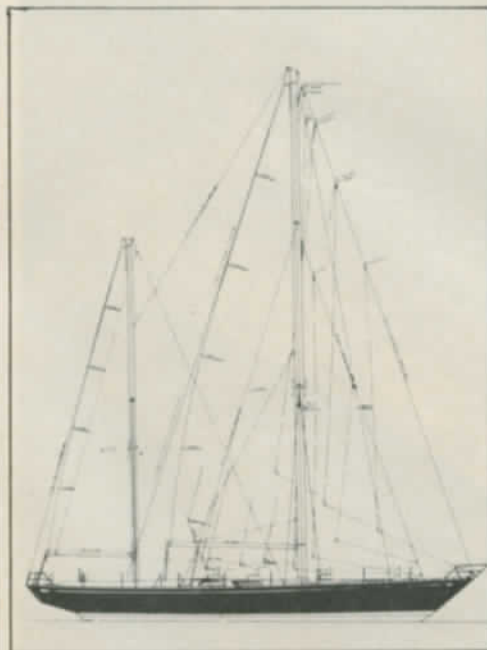
This was Rod Stephens speaking, of the venerable New York City yacht design firm Sparkman & Stephens, who have probably designed more sailboats than any other group of naval architects in the world, including 13 of Nautor's Swans.

Rod Stephens sits erect and square-shouldered at his desk, hands clasped, head forward, squinting as he peers back into his marvelous memory to squeeze out a name, a date, a fact, a mood. He had been asked to discuss the relationship between Sparkman & Stephens and Nautor and to talk about some of the outstanding Swan yachts that were designed by S&S and built by Nautor.

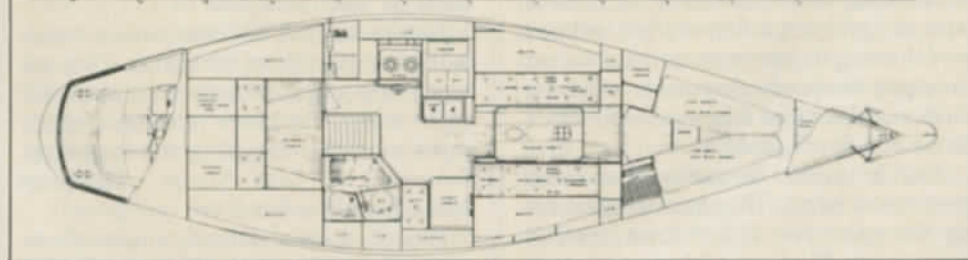
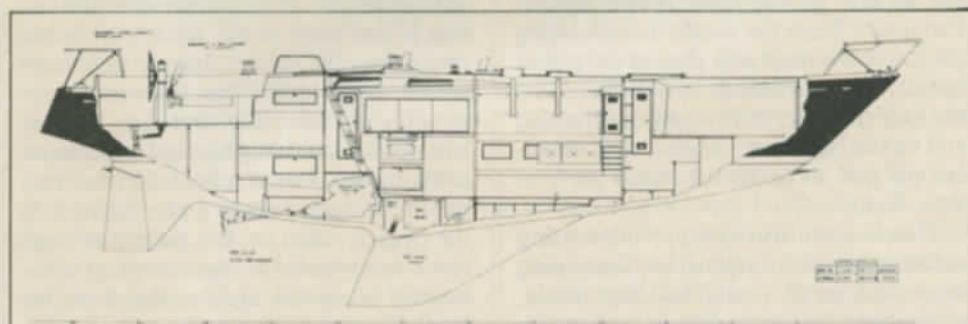
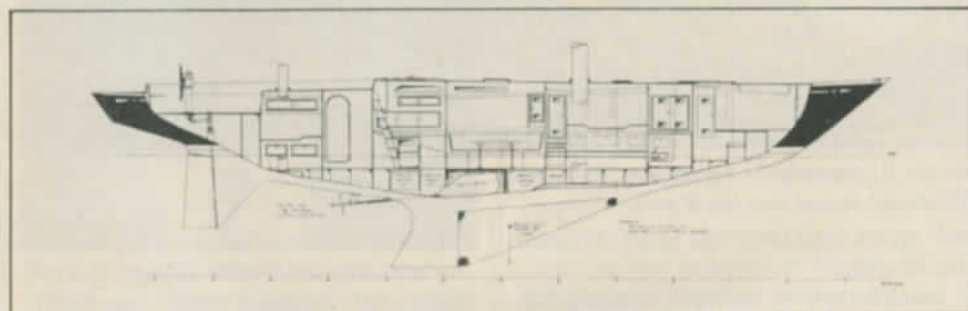
Rod Stephens's visitor that day in 1966 in Finland was Pekka Koskenkyla, who had started Nautor, who knew of Sparkman & Stephens by reputation, and who had already decided he wanted S & S to design a boat for him.

"He was looking for a competitive racing design like the Danish-owned *Diana*, which had won the One Ton Cup.

"*Diana* had gotten a lot of press," said Rod Stephens. "For winning the One-Ton Championship Regatta, and that's probably what caught his eye. In any event, I was very impressed by Koskenkyla's sincerity and his determination, and by the fact he'd gotten up early enough to meet me at 0600, so we struck a deal and I sent him



Above right and bottom, Swan 41. Above left and below, Swan 65



DESIGNERS

the plans for his new boat."

Rod Stephens was further impressed on his first visit to Koskenkyla's factory in Pietarsaari. This was to approve the plug for the deck mould of what would be the first Swan 36.

"I have never seen a more beautifully prepared plug, all painted and polished and ready to use to make the mould for the first fibreglass deck," said Rod.

"Pekka was most insistent that, if I was to propose any modifications, now was the time. It looked so beautiful, but there were several small details which could be modified to benefit the final deck. I made several suggestions, which were to be dealt with while we had lunch.

"The willingness to slightly modify a beautiful plug showed that Pekka was serious in his desire to make everything as good as possible. Thanks to the skill of the carpenters, the corrections were made forthwith and when I completed my inspection a few hours later, I had a very positive feeling toward this project."

"So that boat, our design No. 1710 with a modified rudder, turned out to be a very nice boat to sail, and at the same time she was a pretty competitive one-tonner.

"A year or so later, we designed the 37, a boat angled more toward the International Offshore Rule, rated one-ton, and a much faster, more competitive boat. Then two years later came the final design in that range, the 38, which was really the best of the bunch. For by that time, Nautor had learned a lot about building and finishing boats, the fittings were improved, and so forth."

Stephens went on to discuss the Swan 65, which Nautor selected because of *Dora*, an S & S design for Lynn Williams that had been built by Palmer Johnson in Sturgeon Bay, Wisconsin. "The only reason she didn't win the first Bermuda Race she entered was a screw-up in the rod rigging that prevented her from tacking for the finish line when she should have. *Dora* finished first in most of the races she entered, which caught the eye of Koskenkyla, and he decided to go ahead and build the boat out of fibreglass, even though she'd been designed for aluminium."

Shortly thereafter, a Swan 65, *Sayula*, won the first Whitbread Race; there were three of them in the second Whitbread and they all finished in the top five; in fact, in that particular race, S & S designs, including the three Swan 65s, finished first, second, third, fourth, fifth and sixth.

"Pretty good," says Stephens with a grin.

"The Swan 44 was what I'd call a 'general development'," says Stephens. "One of the early models we did for Nautor was a Swan 43 which was a pretty good boat; one came over from Finland and won the New York Yacht Club Spring Regatta. So the boat caught on and we sold maybe 15 of them in the U.S. and sometime later we updated it to try and make it an even better boat. Unfortunately, just about that time the smart designers began to figure out how to beat the IOR with flat-bottomed boats that had the same measured displacement, but actually weighed a whole lot less. So the 44 wasn't the Admiral's Cup success we thought it would be, although it was still a very successful design and over the years it has won a lot of races."

Sparkman & Stephens produced 13 designs for Nautor during the course of their 14-year relationship, almost one new boat per year and ranging in overall length from 36 to 76 feet (11-23m). During the course of that relationship, the company was sold to Oy Wilh. Schauman AB. Pekka Koskenkyla left the firm and sailed his own Swan 65 to France where he became the Nautor representative.

Jens Rudback was brought in to run Nautor. Though not a sailor, he put a high priority on race results from Swan designs and began to work with designers other than Sparkman & Stephens, notably Ron Holland.

Ron Holland

In the mid seventies, the established yacht designers were being challenged — on the race course at least — by younger men who gave little for the hide-bound traditions of the sport, but who wanted to win. Their successes usually began in the smaller racing classes, but as their fame grew, bigger and bigger boats came from their drawing boards.

One of the leaders in this new wave was Ron Holland.

Ron Holland began sailing in his native New Zealand, started work as an apprentice in a boatbuilding yard, and designed his first boat at the age of 19. After a spell

of cruising the Pacific and racing in such events as the classic Sydney Hobart, Holland drew the boat that was to make his name, the Quarter Tonne *Eyghtene*. She won the Quarter Ton Championship in 1973 and secured a number of contracts for the fledgling designer.

Holland designs won most of the major world events over a period of time and many of the craft have names familiar to anyone interested in sailing sport — *Condor*, *Kialoa*, *Golden Apple*, *Morning Cloud*, *Regardless*, *Imp* — to name just a handful. It was to be the success of *Imp* in the American Admiral's Cup team that led to Ron Holland's involvement with the Nautor Swan range of boats.

Nautor's influential British agent, Dave Johnson, saw that *Imp* could form the basis of a successful Nautor project and persuaded the management of the company that Ron Holland was the man to lead Nautor into the new generation of International Offshore Rule design.

The lines of *Imp* were modified to suit a dual role of racing and cruising, and a prototype, *Black Swan*, raced in the Sardinia Cup and in Mediterranean events. In all, the *Imp* type and her successors spawned two Swans, the 39 and the 441, and both had racing versions — with their tubular internal frames or longitudinal bulkheads — and cruising versions.

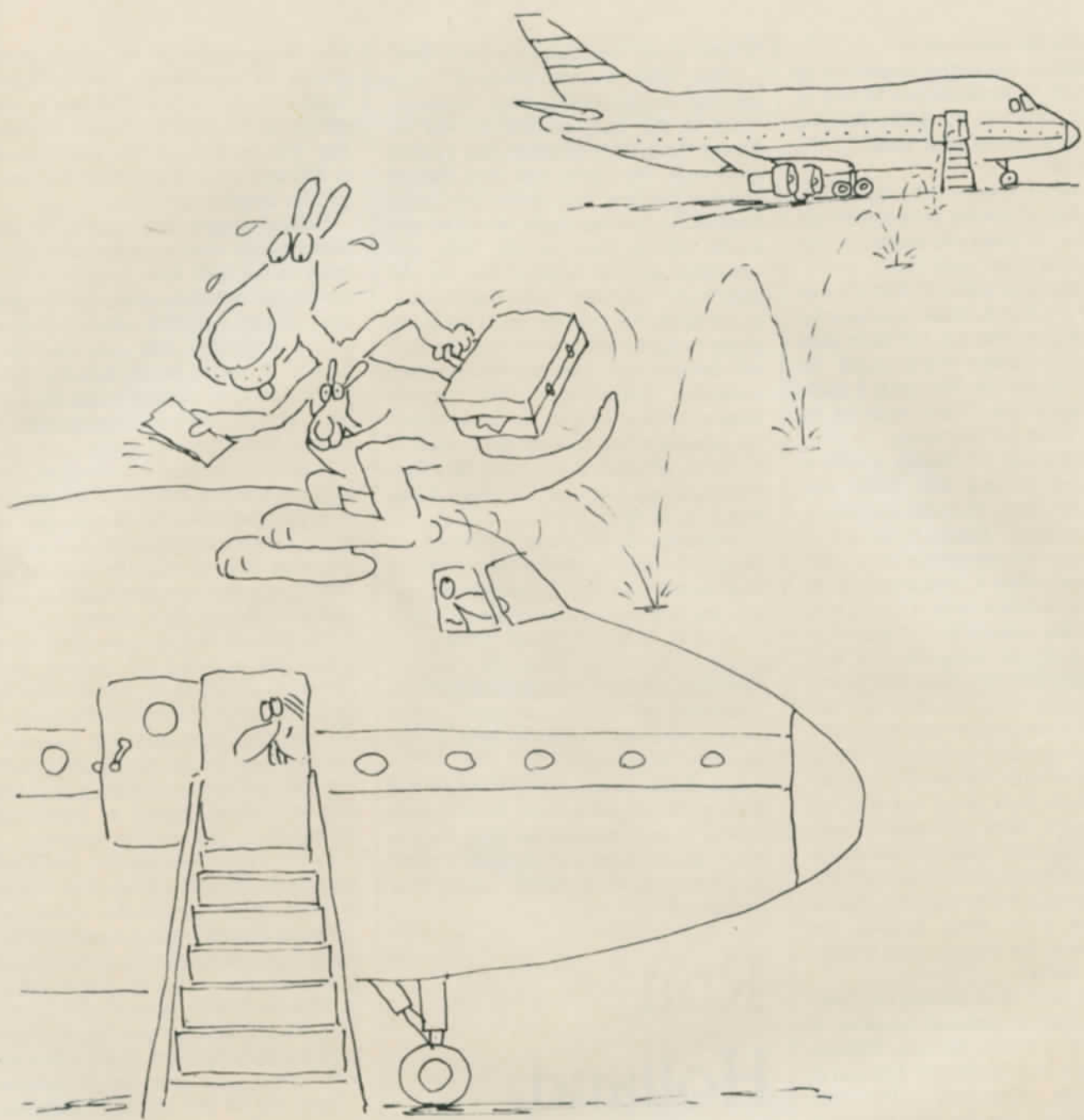
Twelve racing 39s and five racing 441s were built, though a total of 61 cruising versions of both are on the water.

Racing success with a production boat was still possible in the late seventies, and Dave Johnson's racing 441 *Casse Tete III* got into the British Admiral's Cup team in 1978. Racing development has moved on at such a pace, however, that the true dual role cruiser racer is no longer feasible.

Since the 39 and 441, there have been no out-and-out racing Swan designs, though the Holland brief is always to consider the IOR and other rating rules in the design, to produce a boat that is above all fast, but that nowadays is also capable of taking the extensive and luxurious accommodation, plus all the extras and equipment, that the modern Swan owner specifies.

Ron Holland considers that the call to join Nautor and to design their boats was the highlight of his career at that stage. He still hankers after designing a few pure racing and one-off boats for them and has realised at least part of his ambition by designing, with John Bannenberg, the 102ft

CONTINUED ON PAGE 14



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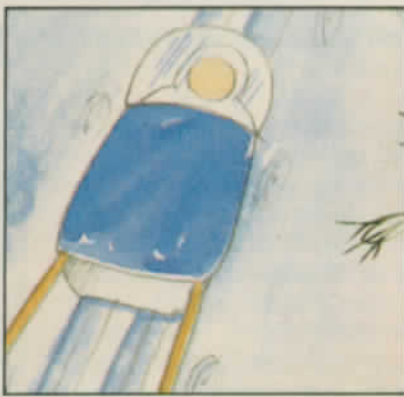
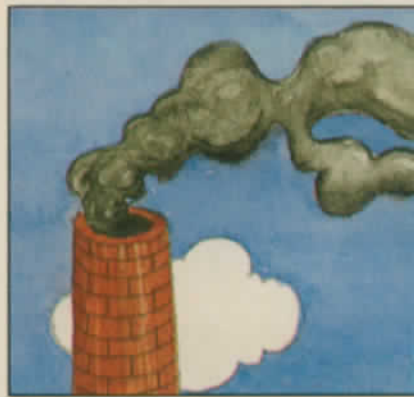
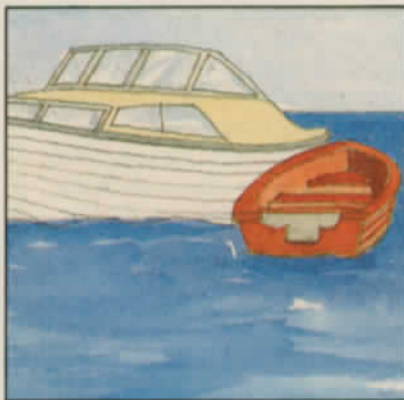
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DESIGNERS

boat that is the first product of the new Nautor custom building department.

Typically, the process for a new Holland-designed Swan starts after the company, with a feed-back from owners and agents, see the need for a particular boat to either counter a challenge from another manufacturer, or because they perceive a gap in the current range. Ron Holland also ensures that he keeps the company aware of his ideas about new designs.

After the simplest outlines have been decided, preliminary drawings are produced and then the meetings and discussions start. The Nautor design and technical team, the sales team and the accountants all have their say and a final package is then drawn up.

Constraints on the designer vary and Ron Holland is particularly pleased with the design for the 1985 Swan 43, where his brief, to produce a boat that suited the Swan/Holland relationship, with less regard than usual for the rating rules, has produced a boat with a highly attractive profile, superb accommodation and an excellent sailing performance.

Asked about the 'Swan Line' deck, Holland comments that it is difficult to design a good looking small boat with an after cabin using this deck line, but points to the 371 as a styling success. Subtle changes — the small break in the line at the forward end of the coachroof on the 43 for instance — are creeping in, however.

Changes in interior requirements also have a vital part to play in the looks of a boat. Newest designs have shorter ends and higher freeboard, though Ron is justifiably proud of the 43 with its longer overhangs and increased stem rake — concessions to appearance.

Asked which of the Swans is his favourite, Ron Holland admits that the latest boat off his drawing board — or from his amazing Intergraph computer-aided design system — is always his favourite. But the 43 is: 'a fantastic craft.'

And what of Nautor construction? In the opinion of Ron Holland, there isn't any other production boatbuilder capable of building boats of such quality.

The combination of looks, performance and standard of finish is the cornerstone of Swan philosophy. Add that to the technical appreciation and innovative skills of Ron Holland the designer, and it is not surprising that so many boats from the Nautor boatyard at Pietasaari have been outstanding successes.



German Frers

German Frers and Nautor started their association not long after the infamous Fastnet race of 1979. Designer and builder had been flirting with an association for a couple of years and Frers believes that his reputation for well mannered, seakindly and attractive boats, capable of sailing through any weather without specially experienced crews, was particularly strong after the rough weather reports of that racing season.

For many years Nautor had successfully put into production the previous season's best one-off racing designs. In the sixties, even into the early seventies, these boats were invariably designed by Sparkman & Stephens and adapted to the company's production methods and to the Lloyds scantling rules that Nautor insisted were a vital part of their quality marketing strategy.

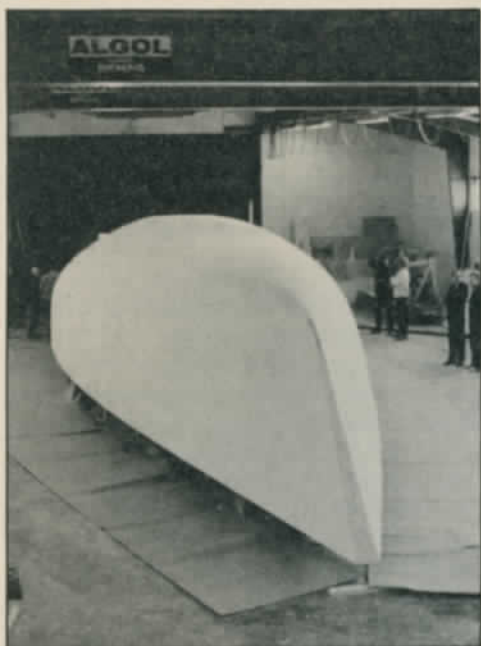
S&S designs of the time were of relatively heavy displacement and had sufficient volume to support the weight of the interior appointments then in vogue. Furthermore, they had the long overhangs and lines that marked them as being 'racy' in the eyes of the public.

But when the modern generation of International Offshore Rule boats were translated into Swans, the requirements of light displacement, different construction, short overhangs and flat counters made unhappy bedfellows with the lavish interiors, teak decks and extra equipment normally specified by the owner. These production boats could not reproduce the racing successes notched-up by their stripped-out design sisters.

German Frers takes up the story of his first Nautor design: "My first commission was for Swan in the mould of my successful *Blizzard*. I quickly pointed out to Jens Rudback, Nautor General Manager at the time, that the *Blizzard* lines would not work for a standard Nautor production boat. His reply was: 'If you have a good horse, why kill it?'

"I avoided killing any horses, but proceeded to design the Swan 51, which was longer and had more volume than *Blizzard* to carry the extra weight and accommoda-

CONTINUED OVERLEAF



Top, the first Swan 46, Maid of Unst, on trials. Above, the plug for the Frers-designed Swan 53. Above right, German Frers happy at the helm of the Swan 46. Right, the 51, Tell Me Why, at Cowes



DESIGNERS

tion. The Swan 51 also had a little more sail, as racing performance was still an important consideration. In fact, I might have got carried away with the racing aspects of the design, since I reduced the freeboard to give allowance for the Swan wedge deck line, which gave enormous headroom below.

"The combination of two inches (50mm) less freeboard, a little more weight and a transatlantic delivery trip for one of the first boats — with a forepeak full of gear — gave the 51 an undeserved reputation for wetness that has been hard to overcome on this and subsequent designs. I explain over and over to numerous clients that the only dry boats are slow ones, but...

"My second design for Nautor was the 651. Here I introduced my first modification to the deck line by increasing the angle of the cabin sides, and cleaning up the coachroof and cockpit design in general. The result was a neater and simpler design with large areas available for sunbathing.

"651s have been very successful in racing, with *Fazer Finland*, hull number 14, 3rd overall and 1st production yacht in the latest Whitbread Round the World Race. A new version of the 651, with an improved interior and a larger after cockpit is planned for 1987.

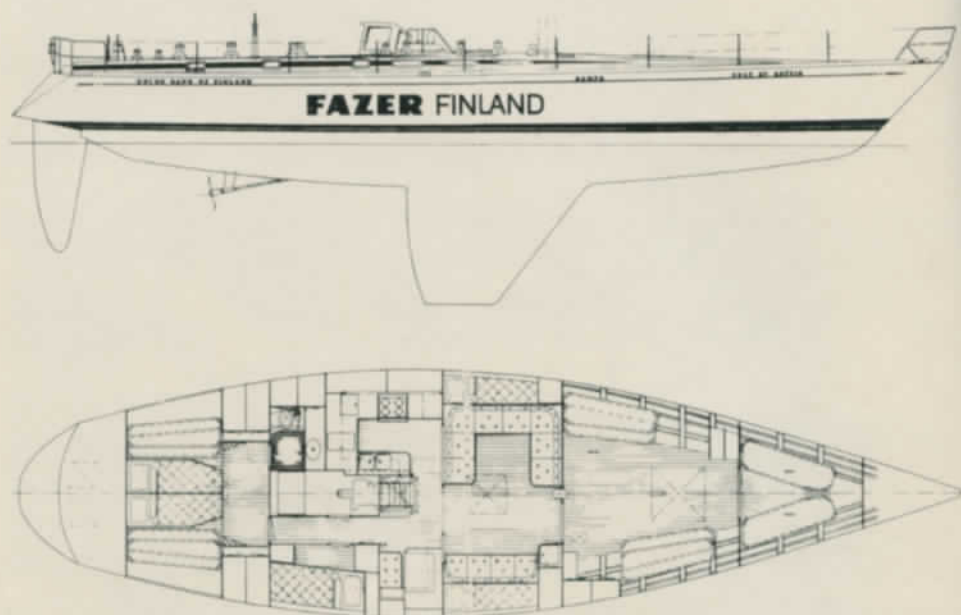
"The next design, and perhaps my favourite, was the Swan 46. This boat has been a tremendous success and was the starting point of a new era at Nautor. The design and general concept was planned to attract and satisfy a new breed of Swan owner who not only desired the best performance, but also better accommodation, better design and greater flexibility from the builders.

"A combination of three rigs and four keels — deep and moderate draught, centerboard and Scheel keel — were offered to prospective owners, together with variations in the interior layout. Also, a roller reefing and furling mainsail was offered for the first time on this boat.

"My next designs for Nautor, the 59, 61 — which is a centre cockpit version of the 59 — and the new 53, all use the design concept set with the 46.

"During the design development process a close collaboration between the yard, the agents and myself is essential. Great attention is given to detail work and on occasion full-size mock-ups of interiors have been built before giving approval for the final design.

"All the new generation boats have



Fazer Finland is a specially lightened and modified Swan 651 built for the Whitbread Round the World Race. She has a high performance keel and rudder and her interior has been designed with the needs of racing round the world uppermost in the designer's mind. Her hull and rig are fitted with a full strain gauge recording system to assess the loads on the boat as she competes in the world's toughest ocean race

tremendous volume inside in relation to their length. Their success is based on their ability to please a large number of people and on the possibility of combining a large number of options, all of which have been planned well in advance. It is thus possible to include them in a boat without disrupting the production line.

"My new pet is on the drawing board for Nautor, being created to mark this 20th anniversary. The company started with a well developed design, and this new model has been in the planning stage for more than a year to ensure that all the details are right. Everybody is conscious that it must be a superb craft, a craft that has to appeal to the young owner as well as to the owner who might have had one or two larger Swans, but now needs a modern boat without the necessity for a large crew.

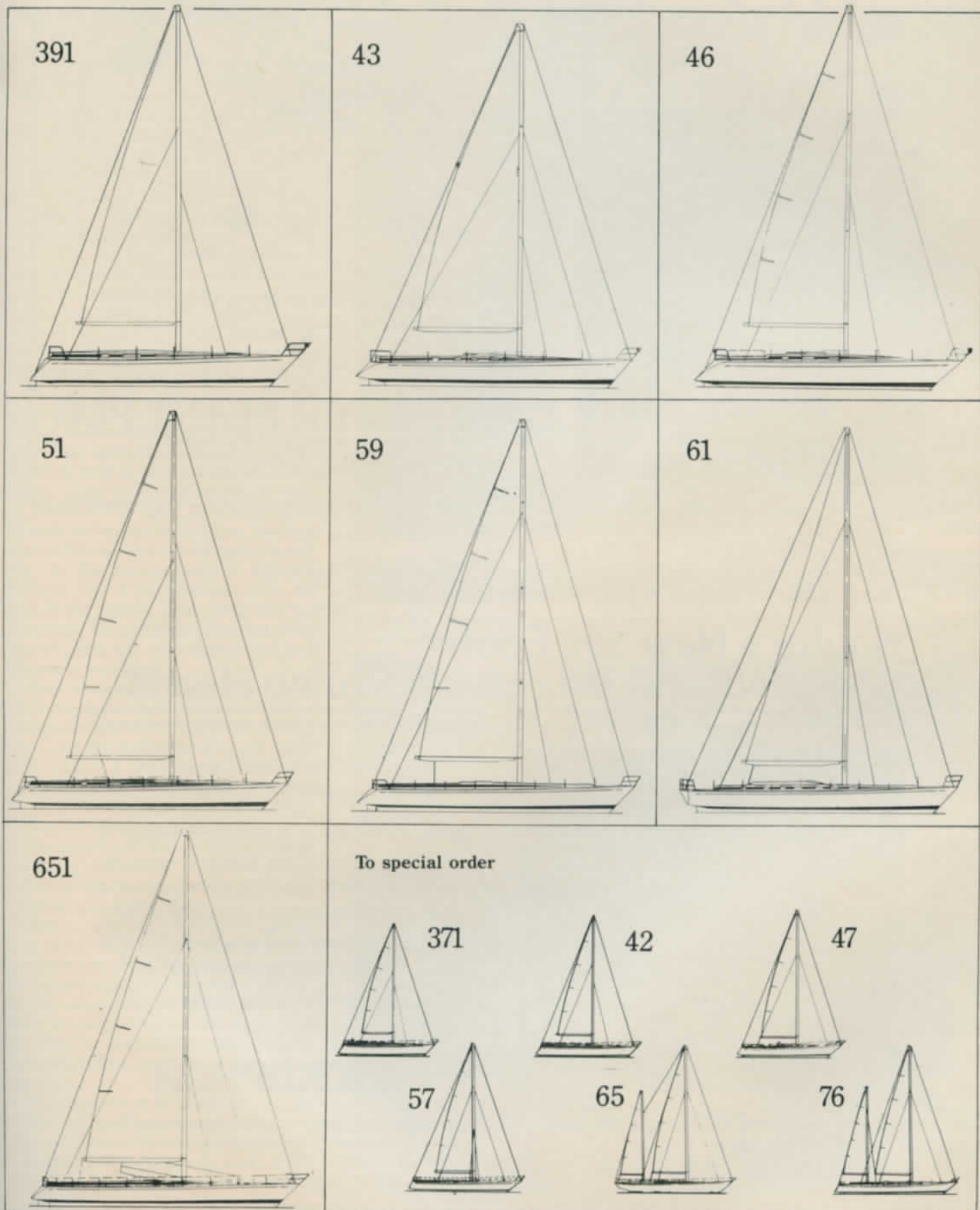
"The new Swan will have a sparkling performance and will offer large living space instead of the crowded little cabins found on other boats of her size. Her design is orientated towards the International Measurement System rule rather than IOR, and this has liberated me from many restrictions. As a result, the boat will

contain a number of innovations in interior, rig, deck and detail design.

"So intense is the feeling of collaboration among everyone concerned with this project, that a meeting of all personnel was called for the presentation of my first set of preliminary plans. In order that everyone would feel equal and free to speak their mind, away from the restrictions and formality of office attire of collar and tie, the meeting was held in a Finnish sauna. It was an unusual experience to address a large number of people and discuss the features of the new design — in the nude!

"My association with Nautor is a happy one and we complement each other very well. I am pleased to collaborate with them in maintaining their line of yachts and their legendary name at the top of the high quality production yacht market. I work for other very good, competitive yards, but Swans are one of a kind. I was amused recently to hear a salesman from another well respected European yard, building boats of a similar size to my design, tell a prospective customer: 'If you can afford it, buy a Swan. If you can't, buy one of ours.'"

SWAN RANGE



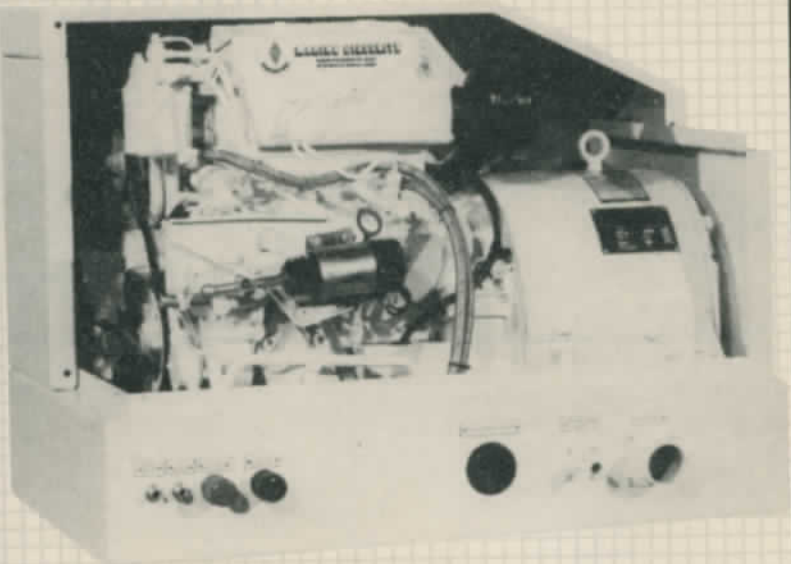
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Custom Division

For many years the creed of boatbuilding at Nautor was that production was king and that the standard boat, plus a few extras from the brochure, was just about all you could expect. Now, however, things are very different indeed.

Taking the production range first, there is far less rigidity than ever before. There are a range of layouts to choose from and, within the constraints of the major bulkheads and the integrity of the structure, it is possible to make considerable alteration to the boat. For instance, the standard Frers-designed 46 has a modern retrouseé counter, but one boat has been altered to take a small conventional counter, increasing the lazarette and after deck space. 65ls have a similar treatment.

So the principle of the custom Swan has been working its way into production well before an announcement that was to surprise the boatbuilding industry. Nautor were to build a complete one-off, a 102 footer (31m) for an existing Swan owner.

Nautor's Swiss agent, Sten Rasmussen, despite his land-locked position, has been one of the most successful agents in selling the big Swans, many to first-time owners. One of his clients had got to the top of the existing Swan range and was discussing the possibility of building a very special, very fast, very modern and very luxurious new boat.

Sten brought the owner into contact with designer Ron Holland. After a helicopter ride from Zurich and through the Swiss alps had put designer and owner into contact, it was seen that there was also need for a stylist and interior designer to complete the design team. Holland suggested Jon Bannenberg as his collaborator on the project and over a period of months, including meetings in Bannenberg's Chelsea studios, a design and style package was approved.

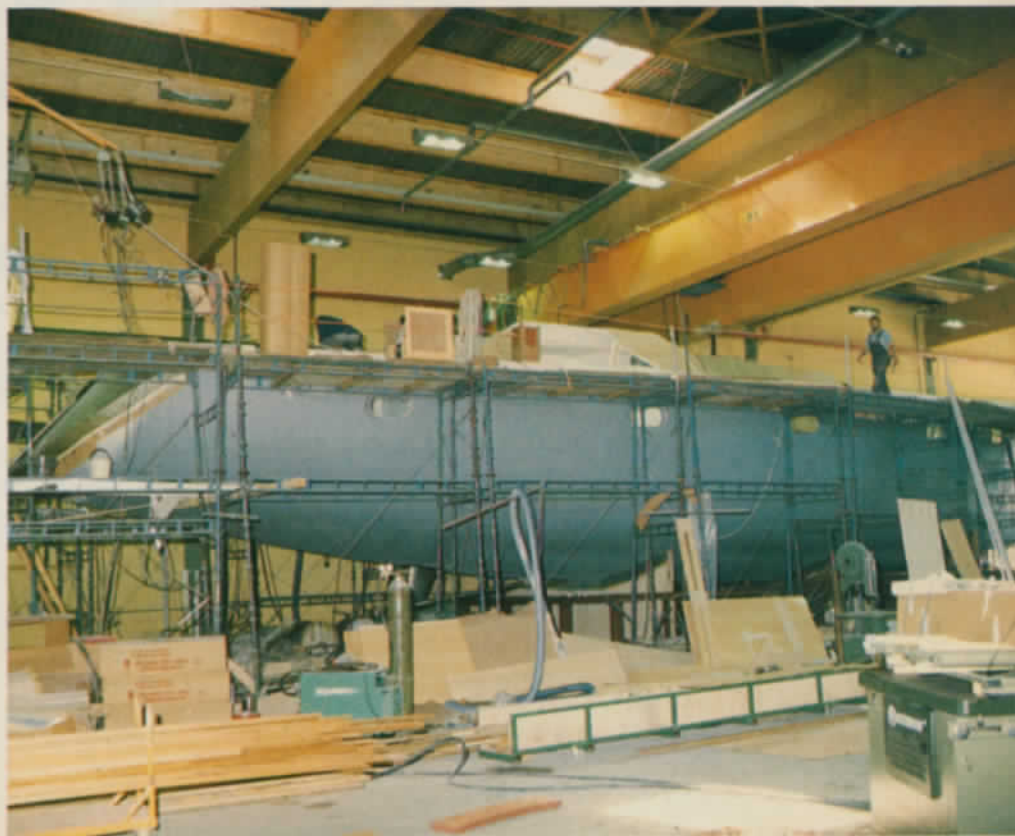
When construction was on the agenda, the choice was between aluminium and sophisticated glassfibre. The owner was looking for high performance and was willing to commission the biggest boat to be built in composites at that time. That decided the construction system; Kevlar and carbon fibre, combined with SP epoxy resins.

Final question to be answered was that of the builder. There were no companies that had obvious claims as being the most suitable for this composite work. If the boat had been in alloy, then Wolter

CONTINUED ON PAGE 21



Above, Jon Bannenberg's visual representation of the first custom boat. Below, the boat in build at Nautor's main assembly plant in Finland



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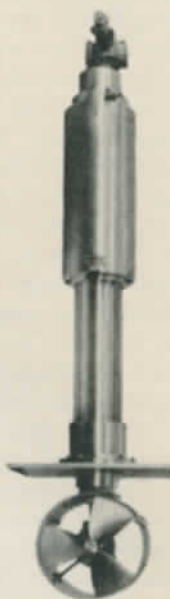


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Custom Division



Order comes to electrical system chaos

Huisman of Holland might have been the builder — both Ron Holland and Jon Bannenberg were used to working with Huisman and Rasmussen says: "Wolter has given us a lot of advice and help. There isn't another yard, with the possible exception of Abeking and Rasmussen in Germany, that has the capacity to build very large sailing yachts to this high standard and it was this major factor that decided us in persuading Nautor to go ahead with the new division."

But it was the owners' experience with his previous Swan, Ron Holland's experience with working with Nautor as a designer and Sten Rasmussen's experience as Nautor's Swiss agent — plus Nautor's willingness to branch out into a new area of yacht construction — that tipped the balance in their favour for this particular project.

To mastermind the construction of the boat, a special team was established under the leadership of Nautor Marketing Manager Ingmar Granholm. There are just four people concerned, including Project Engineer Kjell Vester and a Project Secretary whose duties are to ensure that there is enough labour available, enough equipment and sufficient materials to tackle the job in hand.

Specialist teams of craftsmen are created from the pool of highly skilled labour in the production division at Nautor to deal with the various stages of building. When the teak deck was laid, for instance, the team that usually works on the production boats was moved into the custom building shed to carry out the work.



Light veneer highlights joiners skills

Similarly, electricians, engineers and woodworker teams come to the project as required.

Avowed goal of the custom building division is to open a new market for Nautor. Ingmar Granholm believes that the range of production Swans lead an owner through bigger and bigger boats, but following the 651 there is no modern boat in the range that will keep the owner within the relationship built up with Nautor.

Custom boatbuilding will enable owners to stay with the Swan style, but they may be either given an option of a semi-custom craft — something in the range 79ft to 81ft (24-25m) is being considered — where a standard hull can be completed to the owners complete requirement, or a full custom boat can be built. The construction of the 102 footer at Pietersarri is the first step on the road to this goal.

102 FOOTER

This new boat is an interesting compromise, a high performance boat built from high-tech materials, to be as light as possible, incorporating the latest advances in big boat lines from Ron Holland, the latest in styling from Jon Bannenberg and the ultimate in luxury and craftsmanship from Nautor.

Hull construction uses Kevlar and carbon fibre cloths over a Kliegecell foam core, laminated with epoxy resins. The structure was designed by SP Systems of

CONTINUED ON PAGE 23



Two stories of scaffolding to the stemhead



Above, laminating the curves of furniture units. Below, original stylists model



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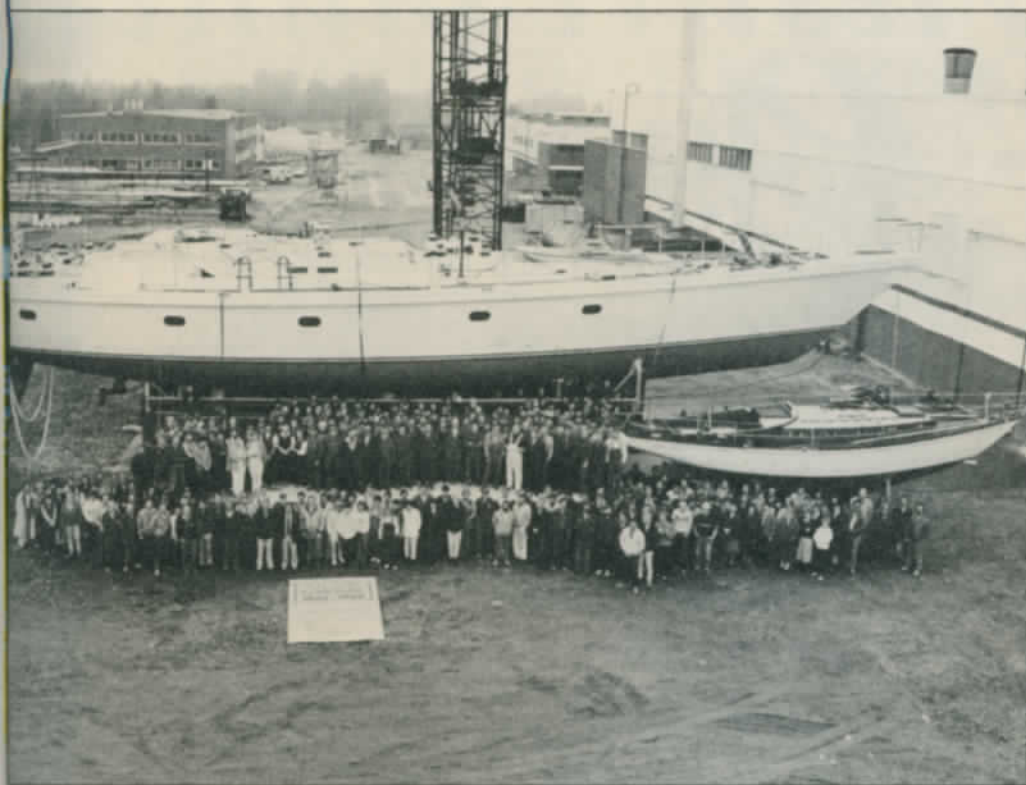
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Custom Division



Nautor's first, and Nautor's latest and biggest. Twenty years separate the first Swan 36 and the latest product of the Custom Division, the Ron Holland and Jon Bannenberg-designed 102 footer. Dwarfed by the huge new boat, the whole of Nautor's production, sales and office staff line up.

Cowes, using their computer program to specify details of the lay-up. Massive, foam-cored stringers stiffen the shell and in the way of the mast there is a huge alloy ring frame construction that takes the thrust of the mast as well as the rigging load.

Much of the hull design was done on Ron Holland's Intergraph computer-aided design system. This immensely powerful system enabled the alloy ring frames to be designed to very close tolerances, even to the extent of providing accurate patterns to cut each part of the fabrication. There were only a few millimetres of space available to the builders as they manoeuvred the structure into place inside the hull, so the accuracy of the Intergraph system was tested to extremes.

There are three separate electrical systems in the boat, 24 volt, 240 volt and 440 volt three phase. The three systems are necessary to run all the heavy equipment fitted in a modern boat of this type, from watermakers to windlasses. There are also the sail handling systems to consider. The Lewmar winches are controlled through a Commander hydraulic unit, but this takes considerable amounts of power in a big boat. The three different

electrical systems enable the complexities of operations to be handled in the most efficient way.

Three electrical systems, and the hydraulics, necessitate vast amount of wiring and plumbing. Though basically designed by Ron Holland's design team, the on-site details and the day-to-day design modifications are handled by Nautor.

Joinery for the boat is unique in its combination of Bannenberg-designed and styled colours and textures. To ensure that the owner was getting what he wanted, Bannenberg's designers had a complete mock-up of one part of the interior of the boat built by Nautor, so that all concerned could be satisfied with the result.

The laminated light timber veneers, blue leather and stainless steel panels are constructed by Nautor alongside the parts for the production boats, and delivered to the big boat construction hall for installation. The same techniques are used on the production boats as for this huge luxury yacht.

With styling playing such a major part in the design of an individual craft as this, it was important that all the working items — anchors, sail handling, boat stowage, boarding, were properly integrated into the whole. Jon Bannenberg, Ron Holland and

Ingmar Granholm spent one Saturday at Pietersaari with a clay, scale mock-up of the boat, using a cheese slice and an odd assortment of other hand tools, turning the working drawings into reality and, in the process, deciding on many details.

At the stern, one big problem with a boat of this size is the difficulty of allowing access both when in port and when operating a launch at anchor. The first design showed a staircase in the counter, but the final result is a hydraulically operated platform which folds out a special 'cassette' in the stern to open into two sliding gangways. Boarding from the water or from a quayside can thus be accommodated, while retaining security with one gangway retracted.

At the other end of the boat, the anchors and rodes are dealt with by hydraulic windlass, stowing in special housings built into another drop-in unit that forms a well in the foredeck. As the boat has been designed for performance as well as luxury, the chain rodes are led aft to stow in a cable tier out of the extreme bow. The anchor handling system is designed to be completely contained within the bow unit. When the anchors are raised, both stow almost out of sight in recesses in the bow. The well radiussed deck edge conceals other details.

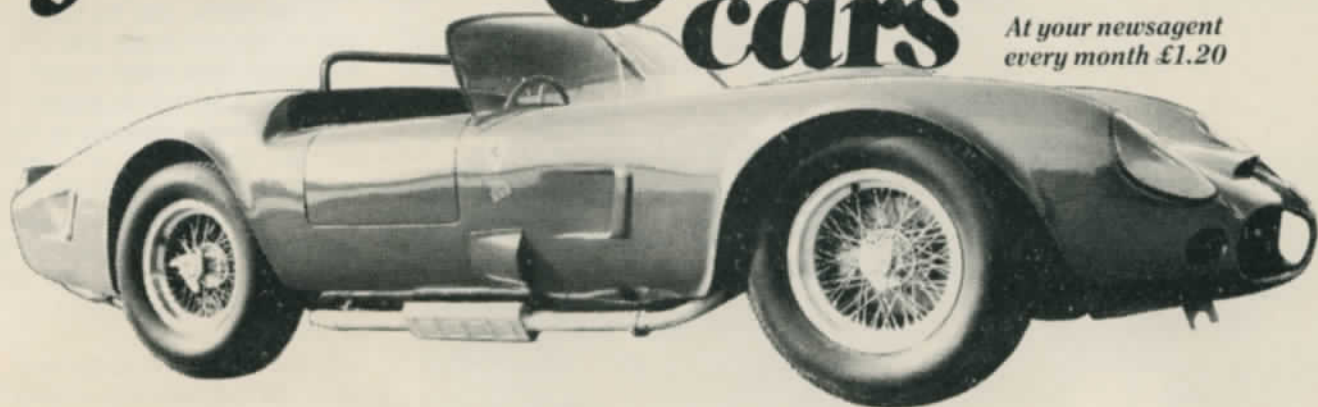
There are so many detail ideas and problem solutions in a boat of this size that there are bound to be spin-offs that benefit production craft. The extensive use of composites and the experience gained will give Nautor a considerable edge over their competitors. Similarly, the lessons learned through the installation of so many complex engineering, electrical, electronic and hydraulic systems can only benefit the production departments in the rest of the company.

Custom building for Nautor is at present in embryo form. The 102 footer project is a first, but there are plans for more boats as different as this. For instance, Sten Rasmussen is working on plans for a 116 footer (35.5m) from Ron Holland with an interior by Englishman John Mumford, but there is also scope for the introduction of a standard big hull, 80ft (24.5m) or bigger, capable of taking any deck, rig or interior.

Custom building will enable Nautor's unique range of luxury production boats to carry its owners into the world of the individual expression of their sailing aspirations. It is the logical extension of the original Nautor philosophy of simply striving to be the best in the world.

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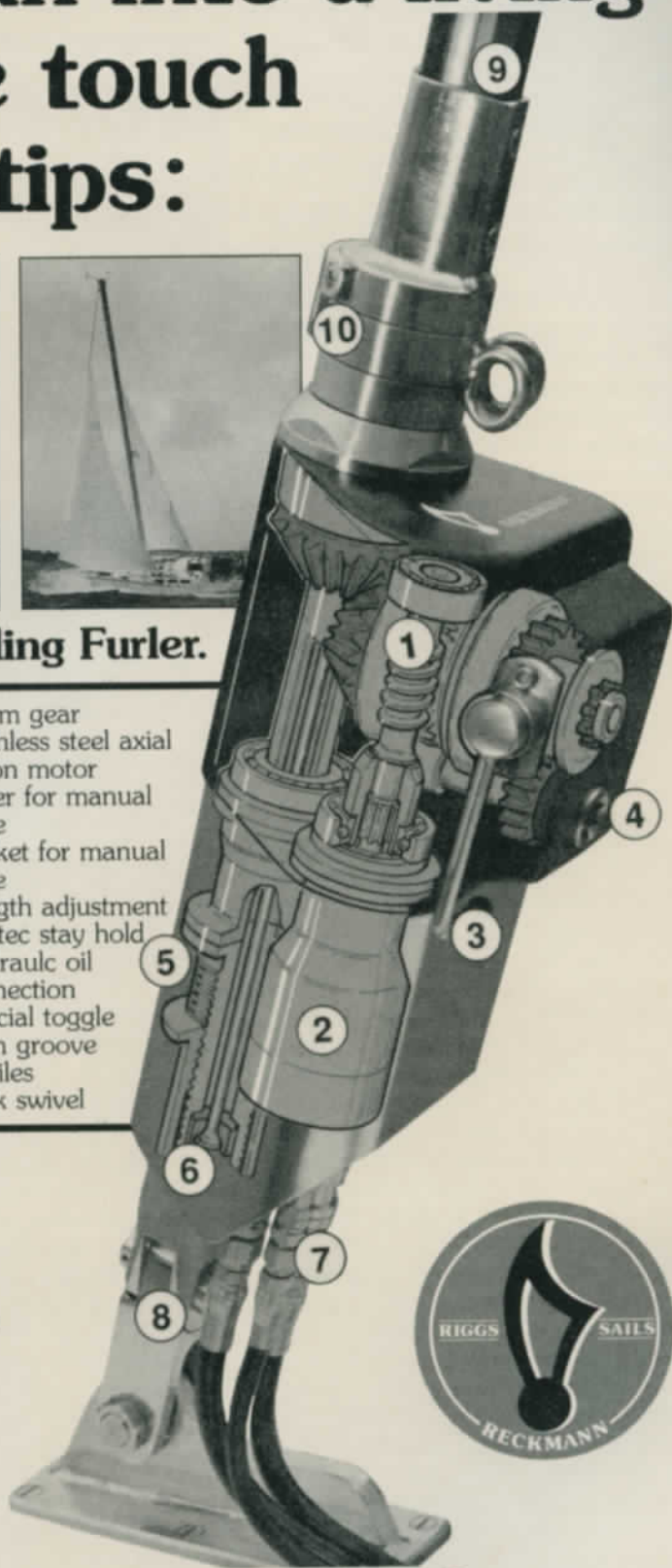
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REGATTAS

Begun as a means of giving Swan owners an excuse for pitting their craft against each other when the rarefied atmosphere of International Offshore Rule racing had become the province of the specialist racer, the Swan Regatta series has moved on in just six years to become one of the most envied onemake series in the world.

In 1980 the first Swan World Cup took place at Porto Cervo. Boats from all over Europe and from across the Atlantic came to indulge in a series of races round the spectacular rocky scenery of northern Sardinia. Coupled with the racing, a social calendar of receptions and parties was created so that the shore-based supporters of the racing boats would not feel neglected, and best of all, that the competing owners and their friends should be able to meet.

More than 60 Swans took part in that first regatta. There were 19 designs and 16 countries represented. The formula that was established at Porto Cervo has been followed ever since.

In alternate years, the Swan World Cup and the Swan Atlantic Regatta — both sailed in 1986, and the Swan European regatta and the Swan Pacific regatta take the stage.

Porto Cervo's glittering resort has hosted the World Cups, with the Atlantic Regatta being held in America's premier East Coast sailing centre, Newport, Rhode Island. Across America the other Newport, Newport Beach, California, plays host to the Pacific contest, while the 1985 European Regatta was held in Cowes.

California owners are so keen on their competition that they held an unofficial Pacific Regatta in 1984.

Big time sponsors are keen to be involved with the Swan regatta series. Swiss watch makers Rolex are the principal supporters of the events, with the World Cup and the Atlantic Regatta having Rolex Oysters as the main prizes in addition to the perpetual trophies. Similarly, Jaguar cars and Ruffino Wines have lent their names to racing days and party nights, and have presented prizes during the regatta programme.

But prizes and races are not all there is to a regatta. Swan owners are gregarious people, and parties, receptions, balls and banquets are arranged every night to entertain not only the owners and crews, but also the shore-parties of wives, families, girlfriends and friends that come



Carte Blanche, a 36, here in Cowes in 1985, crossed the Atlantic this year for the Newport Regatta held in Newport, Rhode Island, once the home of the America's Cup. On the way she competed in the Two-handed Transatlantic race which began in Plymouth, England. She is superbly maintained by her owners Grem and Maureen Tetley.

along to support their boats.

Typical of the entertainment schedule are the Moët champagne party, Ruffino street party and the sumptuous banquet at the Aga Khan's Cala di Volpe hotel that made up just part of the social calendar at the Swan World Cup in Porto Cervo.

Receptions like the Rolex party at the Cervo Tennis Club serve to bring together the crews and the guests — as tradition goes, in the swimming pool after the prizes are presented.

Add to the official parties the get-togethers arranged between friends, the gatherings in the Harbour Bar and the Clipper Bar and it can be seen that stamina on the race course is not all that is needed to win the Rolex-Swan World Cup.

Over the years of their development, the Swan regattas have become hotly contested events. At the 1986 Swan World Cup, the numbers of Mylar/Kevlar sails sported wouldn't have shamed the Sardinia Cup for IOR boats that begun the day after

the Swans finished. Close quarters cut and thrust, and some collisions, were all part of the event.

Nautor Swan's regatta series isn't just run out of altruism on the part of the company. They are events where the company's agents can get into close contact with their customers where those owners thinking of trading up to a larger Swan can see that next boat in action.

Like a toboggan down an icy slope, the Swan regatta series cannot help but gain momentum. The fleets increase rather than diminish despite — or perhaps because of — the company's move away from IOR design. The introduction of International Measurement System rating at the Nautor factory can only encourage more and more new Swan owners to compete with their boats. The owners want longer races, longer series, and are committed to the excitement of the competition.

REGATTA REPORTS, PAGE 28

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The sign of success

ROLEX-SWAN ATLANTIC REGATTA



You are camped on the bridge deck of a Swan 51, hunting for beer. The rest of the boat may be racing, but you have your priorities.

You are careful, of course. You don't want to upset the trim. Mostly you don't want to upset Moose, the tactician. As tacticians go, Moose is extra-large.

Unfortunately, time is running out. The boat is closing on the windward mark. You are going to have to abort the search.

This is it. Your moment has arrived. This is why you *schlepped* to Newport at dawn on this July morning. This is why you're wearing the colors — why they gave you your own green and white crew shirt that proudly proclaims *Indulgence*. And this is why — yes, admit it — this is why you are wearing someone else's shorts.

They are going to let you ease the genoa sheet. As it turns out, that's all they're going to let you do, but you don't know that yet. It's unbelievable, muscles flexed, you look great. But as *Indulgence* drives toward the buoy, helmsman Chris Savage makes one last check of the 15 poised crew. His gaze comes to a stop.

"It might be easier if you take the handle out first," he suggests quietly.

You want to die. Or maybe beam yourself to Mars. Everyone on board must have heard. Couldn't he...couldn't he have written you a note or something?

It is Day three of the 1986 Rolex-Swan Atlantic Regatta, and John Greenhalgh's *Indulgence* is a minute and a half out of first place for fleet honours. A 1st in class on Tuesday, Day one, and a 2nd on Wednesday has raised the tension on board to a

sharp pitch. The prospect of sailing away with the perpetual Swan Atlantic Challenge Trophy and a gold Rolex Submariner for a racing division win has suddenly become very real.

And that means: No geeks allowed. *Indulgence* boasts no fewer than three sailmakers on board — Moose among them — from Shore Sails' Newport and Portland, Maine, lofts, plus a dozen tanned hearties who look like they should have names like Biff or Scooter. Chris Savage, on break from naval architecture studies at Newcastle and from skippering the family Swan 51 *Formosa*, has flown to Newport just to drive *Indulgence* — and is doing it with cool precision. By the time the three-quarter-ounce chute blossoms at the first mark, you're beginning to wonder if you're at the right regatta.



Left, Rhode Island regatta. Inset, *Indulgence*. Top, *Savage*, Greenhalgh. Centre, Anderson, *Sealander*. Bottom, Ashley

One could be forgiven for feeling confused. From the time that Nautor's Monaco agent first broached the idea of a Swan race week and saw it realized with 73 boats in the first World Cup in Porto Cervo, Sardinia in 1980, the accent on these events has always been lighthearted. Make no mistake, the racing has been good, but the parties have been better. And Swan owners, recognizing a good thing, have lent the Sardinia and Newport events — and the Cowes and California regattas in the odd-numbered years — their loyal support.

Paul Butrose, Nautor agent for the Eastern seaboard and organizer of the biannual Newport regatta since its inception in 1982, estimates that three-quarters of this year's 49-boat fleet and 700-odd crew have been here before. Two boats,

Gem Tetley's 18-year-old 36, *Carte Blanche*, and Markku Wuikeri's 59, *Colt International*, from England and Finland respectively, have even crossed the Atlantic to attend — albeit completing the Carlsberg Double-handed Transatlantic — Two-Star — enroute. And this year's turnout managed to outshine even the SORC.

But, as Paul adds, many Swan owners never race their boats until these regattas — which an informal dockside poll of the Newport Yachting Center confirms. Indeed, John Greenhalgh, who normally cruises out of Boston, reveals that he had never competed with his 51 before Tuesday.

Nautor was hardly the first to organize a manufacturers' regatta — the Dickerson Owners Association held their initial rendezvous in Oxford, Maryland, 19 years

ago. Nor have Swans been the only fleet to gather in Newport. Pearson, Little Harbor and Cape Dory have all hosted similar events here. Nautor, however sets the tone for both the town and the world, underscoring its exclusive image and events with sponsorship from Rolex, and additional support from other stylish firms with an eye to upscale marketing. This year, Italian winemakers Ruffino lent their hand.

Tuesday, Day one, was Ruffino Day, off to a start at 0800 with a Dixieland jazz wake-up band. The course for the day was no less than an America's Cup Olympic triangle, sailed on the very same waters in bright sun and 15-knot breezes. As Paul Butrose says, Nautor likes to do it right for Swan owners — and that extends to the race committee and committee boat. This year, Paul realized a regatta ambition by chartering *Black Knight*, the elegant, 83ft Goudy & Stevens motor yacht used by the New York Yacht Club race committee chairman Dr. Robin Wallace, chief of the America's Cup Challenger Committee in 1983.

That evening, Ruffino, amidst strolling violinists and goldfish-stocked fountains under the Yachting Center's marquee, presented the prizes of antique gold florins and magnums of wine to the class winners. John Greenhalgh and *Indulgence*, having left the rest of the fleet on the horizon, took away the Racing Class 2A prize; while John Howenstein's Swan 46 *Ruxpin* took Class 2B; Allen Stern's 48, *Rising Star*, took 3A; Joseph Zorn's 44, *Magik*, won 3B; and Stephen Lockton's 46, *Trumpeter*, swept Class 1, the spinnaker-less cruising division.

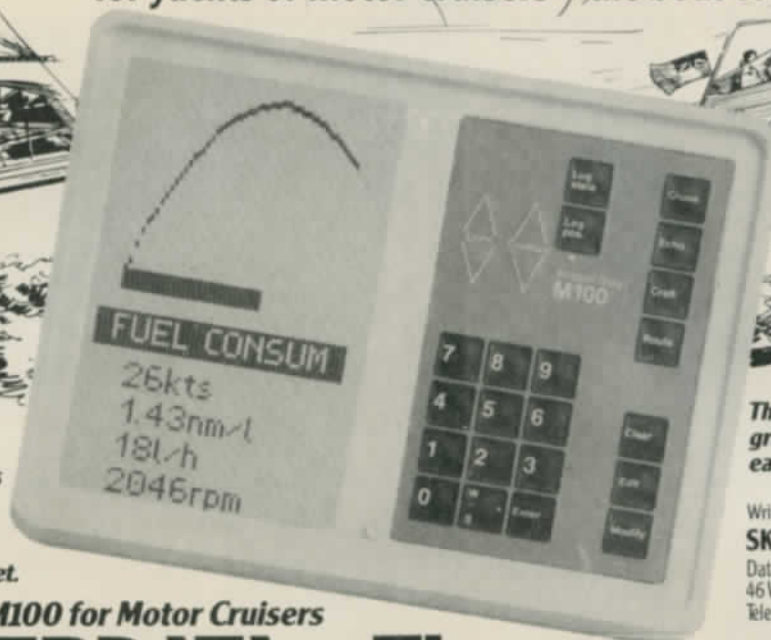
The sponsors took a lay day on Wednesday, while the fleet was set a quadrilateral course, again out on Rhode Island Sound, in eight to 13-knot southwesterly breezes. This time the U.S. Naval Academy's 48, *Constellation*, Challenge Trophy winner in 1984, took Class 2A, leaving *Indulgence* with 2nd, and another hot boat, James Ashbaugh's 46 *Wassail*, with 3rd.

But right now it is Thursday — Rolex Day. From a start under the Newport-Jamestown Bridge, the race committee has sent the fleet down Narragansett Bay, to turn west, north and south again in a 23-mile circumnavigation of Conanicut Island. Clear of the windward mark at the island's southern tip, *Indulgence* is gybing gracefully downwind, gaining on *Colt International*. *Constellation* and *Wassail* are

CONTINUED ON PAGE 31

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ROLEX-SWAN ATLANTIC REGATTA

astern, but not by much. Everyone else, it seems, is back at the mark.

Hardly anyone speaks. You want to crack some jokes, but you think better of it. This is, after all, a race for heavy metal — stainless Rolexes, presented tonight at Rosecliff Mansion out on Ocean Drive. You know the place: Louis XV decor, high ceilings, fountains, nice view of the water... Where they shot the Redford-Farrow version of *The Great Gatsby*.

Mrs. Hermann Oelrichs modelled Rosecliff on Versailles' Grand Trianon and completed it in 1902, when opulent Newport 'cottages' were all the rage with New York society.

Rosecliff sure is fitting, but you're tempted to ask if Rolexes-to-Swans isn't a bit of coals-to-Newcastle. You think better of that, too.

Slowly *Indulgence* increases her lead. *Constellation* gains back some ground at the island's northern tip, but as the long beat down the bay progresses, it is clear that the fleet is slowly falling behind. Chris steers with relentless concentration. As *Indulgence* skirts the strongest tide and shaves the island shore, under Moose's direction, her lead gets ever larger. In no time she passes under the center span of the Newport-Jamestown Bridge. *Black Knight* looms ahead in the patchy fog. Everyone looks back at *Constellation*, estimating distance, computing time. She looks stalled by the tide. Not even close. The gun booms wonderfully loud.

Everyone starts his watch, anxious to see whether *Indulgence* has saved her time. Five minutes, ten — still no *Constellation*. The smiles and cheers grow supremely confident. The helmsman gets applause. The crew gets a beer. John Greenhalgh gets a Rolex.

You are careering across the terrace of Rosecliff, another hapless victim of rum poisoning. You have misplaced your date again. She is wandering out on the vast lawn or dancing in the ballroom or floating in the sea of navy blazers near the bar. You know she's not in the fountain because you just checked. This crowd is too well-behaved for that, which disappoints you slightly. You have heard stories about these Swan people.

You are also struggling with some mathematics: One Newport mansion plus 700 people, times drinks and canapes. Add music, transportation and five Rolex watches for the class winners. Factor in the day's charter of *Marco Polo*, the 111ft Clelland-built motor yacht for Rolex's

special guests. Compute a figure approaching your annual salary. Head to the bar for another Mount Gay and tonic.

The band stops playing and the crowd is called into the ballroom to witness the prize-giving. John Greenhalgh takes formal possession of his new Rolex, as does Gordon Hughes for his Class 2B win in the 47 *Ariel*; Nicholas Cahus for 3A in his 44 *Brass Ring*; Joseph Zorn, 3B, in his 44, *Magik*; and Morgan Barker, Class 1, in his 47, *Mandate*.

Now it is Friday, Day four. You are sitting on a winch in the cockpit of Bill Anderson's new 43, *Faster Access*, under a hot morning sun. You are trying to be cool. Bill looks calm enough, but you are not sure how seriously he takes this racing business. After all, he finished 3rd in the Cruising Class in '84 with his 391, *Fast Access*.

Cindy and Ashley peel down to skimpy electric-blue and pink bathing suits...Every neck is craned towards Faster Access

Like a number of other Swan owners here, he has made the regatta a stop on a long summer cruise, having sailed from his home in Annapolis via the July 4th Statue of Liberty anniversary celebrations in New York. Accompanying him from Maryland are Patty and Evans Sealander and yacht broker Cindy Lewis, while Boston student Ashley Hughes, Newport sailor Dick Tracy and Nautor agent George Steinemann, from Newport Beach, California, round out the crew. You can't tell. They look damn sharp, but they haven't asked you to exchange your shorts yet.

Then, on the long ride up the bay to the starting line, things begin to happen. The beer comes out. (You decline reluctantly, feigning professionalism.) Patty emerges from below with a video camera. Someone feeds a cassette into the stereo, turns up the volume and James Brown's *Living in America* belts from the cockpit speakers. "This is our theme song," Cindy says sweetly as she and Ashley peel down to

skimpy electric-blue and pink bathing suits for a two-step on the side-deck. Every neck is craned toward *Faster Access*.

We may be 11th in Cruising Class, but we are definitely the boat to watch.

Fearing a repeat of yesterday's foggy finale, the committee sends the fleet well north up the bay, to race between Conanicut and Prudence Islands. And solicitous, perhaps, of the toll that the week's socializing is taking, they have set a simple beat-run-beat, six-mile course.

Faster Access does her best, but having only just taken delivery of her, Bill — not to mention everyone else — is still learning her personality. The crew is nonplussed. Out comes the champagne and canapes regardless. Off come the shirts and on goes Phil Collins in stereo. You lean back in the cockpit contentedly. You could really get into this.

Tonight, at the Grand Regatta Dinner and prize-giving under the dockside marquee, John Greenhalgh will receive the Swan Atlantic Challenge Trophy for best corrected time in the racing division — and his second Rolex. Despite finishing behind John Birmingham's 51, *Adagio*, it was never really close.

Jeff Salzman's and Eugene Cheston's 51 *Jalpari*, from New York City, will sail home with a new stainless Submariner and the perpetual Swan Atlantic Cruising Trophy for best corrected time in the Cruising Class. Meanwhile, *Mandate* notches her second win in a row, to finish 1st in Cruising Class overall, as does *Ariel*, for 1st overall in 2B Racing. *Magik* scores her third 1st, for the overall 3B Racing title. First overall in 3A Racing ends up a dead heat between two 44s, *Brass Ring* and Tom McManus's *Diane*.

There will be other winners as well: Max Mehlburger and his 38, *Pirate*, for Best Dressed Crew, replete with matching blazers, bow ties — the works; and Gem and Maureen Tetley's *Carte Blanche* for Oldest Swan, 18 this year. Eliot Brown has already won the Ruffino Elegance Trophy with his new 46, *Sharone*.

But right now, more immediate matters press. Evans wants to know: Is soda okay with Mount Gay, or does it have to be tonic? George is telling stories about — well, George is telling stories. Cindy is drinking champagne out of a shoe. Ashley is doing impersonations. And Bill's making toasts from his perch on the boom.

You're missing most of it, of course. You have your head in the icebox, looking for beer.

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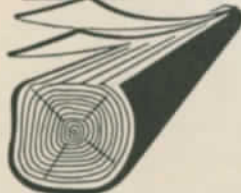
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ROLEX-SWAN WORLD CUP

For six scorching summer holiday weeks, the Sardinian resort of Porto Cervo turns on a display of sailing festivity which makes Monte Carlo and St. Tropez look like forgotten backwaters.

Milanese, Romans and Neopolitans invade by the private plane and luxury yacht load, dispose of millions of lire in the branches of Cartier and Gucci, and cruise the glittering marina in bikinis and Lamborghini. Being Italian, it's all in the best possible taste.

In late August, £17 million worth of Swan sailing yachts join the party, lining the Old Town quay to get their chance to display their finery to the holidaying Italians and, of course, to each other.

This amicable International gathering, for the Rolex Swan World Cup, is a preamble to four days of suprisingly frenetic racing in which owners shed blood, sweat and tears to reach the winner's rostrum and become the recipient of a weighty chunk of 18ct gold jewellery — a Rolex Oyster Submariner Chronometer.

Rolex Swan World Cup is a regatta for the most expensive range of production yachts in the world. It doubles as a social gathering and a precisely engineered marketing tool. Owners mix not only on the race course, but also at a series of carefully pitched parties which provide the breeding ground for the 'trading up' bug.

It's a harmonious combination, borne out by 1986's 72 entries, ten per cent of whom are Americans with a fervent desire to visit Europe and whose wish for some fun racing far outweighs fear of any Arab backlash.

The regatta is meant to be as much a social event as it is a sailing competition, so the proceedings got underway on the eve of race one with a Moët & Chandon reception held in the superbly appointed Yacht Club Costa Smeralda, nerve centre of the race organisation. Unfortunately, the gathering's thirst caused an early shortage of bubbly which was only marginally camouflaged by the *Aera* crew's distracting social apparel — a sizzling Caribbean design which guest helmsman Mike Delmar Morgan would certainly have difficulty getting away with in the Royal Lynton Yacht Club back home.

The following morning I found myself detailed to grind a starboard Lewmar 65 primary aboard the Swan 51, *Formosa*. It's a job which would suit the constitution of no journalist known to man, particularly this under-powered individual who had

been 'interviewing' in the Clipper Bar in to the early hours.

Mercifully, the start was a drifter requiring the merest delicate adjustment. As we were almost ten minutes late crossing the line, narrowly avoiding a time limit disqualification rule, I didn't think my lack of get-up-and-go would be noticed.

It's openly admitted that the whole jamboree is an elaborate exercise in one-upmanship, so the importance of crew uniform both ashore and afloat (there's a best dressed crew award to encourage smartness) is emphasised throughout. Trouble is, as the sun rises and the wind drops and the glare eats into your tender brain, being clad in a new, unbroken-in crew shirt isn't every winch winder's idea of fun.

The wind built during the first day's racing, during which the fleet skirted the beautiful but intimidatingly rocky 'Smeralda' coastline. For *Formosa*'s helmsman Chris Savage, fresh from a resounding victory at the wheel of another

It could have been the Ruffino street party that knobbed our performance...

51 in the North American regatta in Newport R.I., our 10th on handicap wasn't up to scratch. Francesco Ricci's 24.4ft rating Swan 38 *Kidigo III* took the race, but more worrying was a 2nd for Battista Capri Cruciani's 51, *Pulsar III*. I noted with envy *Pulsar*'s cross-linked pedestal winch system as my biceps burned with pain on only the fifth tack of a long beat with the heavy No. 1..!

A serious and clear-headed (*really?* — Ed) analysis of the race during the Peroni Nastro Azzuri beer party at the club later that evening diluted our concern, however, and the following morning we donned our whites and by now run-in shirts with gusto, in readiness for an Olympic triangle. It could have been a classic course in a fairly steady wind, but mindful of the need to get back for the partying, the committee decided to end the race on a leeward leg — which cost us a place or two. Well, that's our story.

We chalked up a 5th though, but *Pulsar*

took 3rd and the emergence of Giancarlo Pratesi's Swan 48 *Seilan*, rating an incredibly low 30.1ft, was apparent — she scored 4th.

It could have been the Ruffino, al fresco, street party which knobbed our performance in race three, but it was more likely the 15ft (4m) split in the bottom panel of our borrowed Kevlar/Mylar heavy No. 1 that did it.

As parties go in Porto Cervo, Ruffino's was a cracker, with 13 types of Tuscan food and five accompanying wines to wash it all down. The venue was a whole 'Cervo street, cordoned off and beautifully laid out for a buffet dinner. The competition to be the best dressed crew moved into overdrive that night — which didn't bode well for winch-winding performance on the water the following day.

The stakes were pretty high for race three — the chance of picking up a steel Rolex at the end of it introduced a killer instinct on the first beat.

By the end of the race we didn't deserve a Toytown Noddy watch as we recorded a 21st, our lowliest placing. To start with, we'd been tramping along on starboard when the Swan 46 *Mariposa III* came charging at us on port, forcing us to crash tack under her bow. This couldn't have done our No. 1 any good, because moments later the bottom panel disintegrated and from then on we were underpowered on the beat with a Kevlar No. 3. Our only consolation was *Mariposa*'s eventual disqualification, severely upsetting loquacious Spanish owners Joaquim and Pedro Silveira.

The disappointments were later forgotten at the Cervo Tennis club, where Rolex President Andre J. Heiniger presented *Victoria*'s (Swan 37) owner, Goran Lundberg, with his watch, several immaculately dressed guests risked shrinking their Milanese high fashion wardrobes in the inviting pool and *Crackerjack*'s mate Tino took the stage from the excellent jazz band to give a virtuoso harmonica performance, a talent honed during many appearances with *The Piranhas*, a wandering yacht crew with a spontaneous musical bent.

There was some retrospective debate about whether the final race should have been run at all — with a wind speed topping 30 knots at the start.

Harry and Moni Eisl aboard *Happy Birthday* probably wished they'd stayed in bed that morning. Above the high pitched screaming, rifle cracks of tacking Kevlar

CONTINUED ON PAGE 37



Top, the final race. The breeze started at 30 knots and made downwind legs interesting. Above, serious sails, Kevlar and Mylar, dot this aerial view of a start. Right, but it isn't just the racing. Sailing, sun, scenery and the aftermath of the parties are what Swan regattas are all about

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ROLEX-SWAN WORLD CUP



Sail change! *Formosa's No.3* rips.



Giancarlo Pratesi needs help to manage the Swan World Cup — and his small crew

brand new *Ms Bleu* (59), thundering up the last beat with the sun low behind their glistening Kevlar, and the spray exploding skywards to the second spreaders, was one of the great sights of the event.

There was no stopping *Seilan* though — she came home in a series winning 2nd place to take the World Cup and the watch, with Loris Vaccari's very fast 46 *Eurosia* in gold and steel 2nd place and *Pulsar III* in plain steel 3rd.

Peter Collins also received a steel Oyster for winning the modified division with his 46 *Midsummer Dancer*, but they were less than a point ahead of the unfortunate *Jutta IV*.

Being the President of the Yacht Club, and a key figure of the consortium which owns and runs the *Costa Smeralda*, His Highness the Aga Khan threw a dinner party for around 300 guests on the penultimate evening. Groaning tables carrying the results of hours of culinary wizardry encircled the Hotel *Cala di Volpe's* deep, sea water pool and after the guests had plucked up enough courage to destroy these works of art they were led to the kitchens to choose between hectares of filet steak, litres of shellfish and endless kilometres of spits of roast suckling pig.

On the fun rating meter, the parties went off the clock. For many, the racing was the best yet, but one question was being asked: 'When does racing for fun become too serious? Is it when it gets in the way of the parties — or when Kevlar replaces camaraderie?'

Whatever the reservations, a de-brief showed that owners want more races, longer races and a longer series with a lay-day. And what of the costly sail damage, the frights, the cut-throat competition? For most owners it's all part of the business of having fun — besides, the world does appear to be their Oyster (Rolex kind of course).

DAVID GLENN



Pool-side watery hi-jinks at the Rolex party.



Culinary wizardry at the *Cala di Volpe*

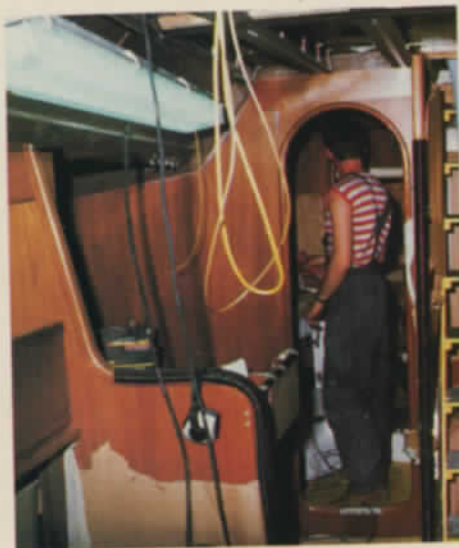
and building north-wester, came the sickening sound of splintering glassfibre as *Birthday* a Swan 47, piled into the side of Alnwick F. Harmstorf's Swan 61 *Jutta IV*. The bows of port tack *Birthday* were reportedly visible in *Jutta's* galley, where remained a sizeable lump of forefoot.

We'd had a marvellous start in *Formosa* and made a bee-line for the *Cervo* shore as we once again headed for the islands north of the resort. But our Kevlar No. 3, normally resembling a slab of golden marble (and about as manageable as one) suddenly crumpled as the tack cringle deserted this unyielding material. From the ensuing chaos (we were close tacking through a rocky bottle-neck at the time) emerged *Formosa's* comfortable, cruising

sail plan, high-cut yankee foresail and a pretty little staysail, as we powered onwards up the beat. The change was phenomenal — the smile returned to the faces of once-winded grinders: weather deck crews weren't staring skywards like so many astronauts — and the boat was going faster!

This race was memorable for the heavy air dead run during which those with boomed out No. 1's fared far better than the gyrating disaster-areas under spinnaker. It was also memorable for A.J. Andersen's great line honours and handicap win with his immaculate 65 *Evrika*. In fact the sight of the big boys like David Solomon's *Zoom* (651), David Lohrey's *Perseverance* (59) and Harry Thomasen's

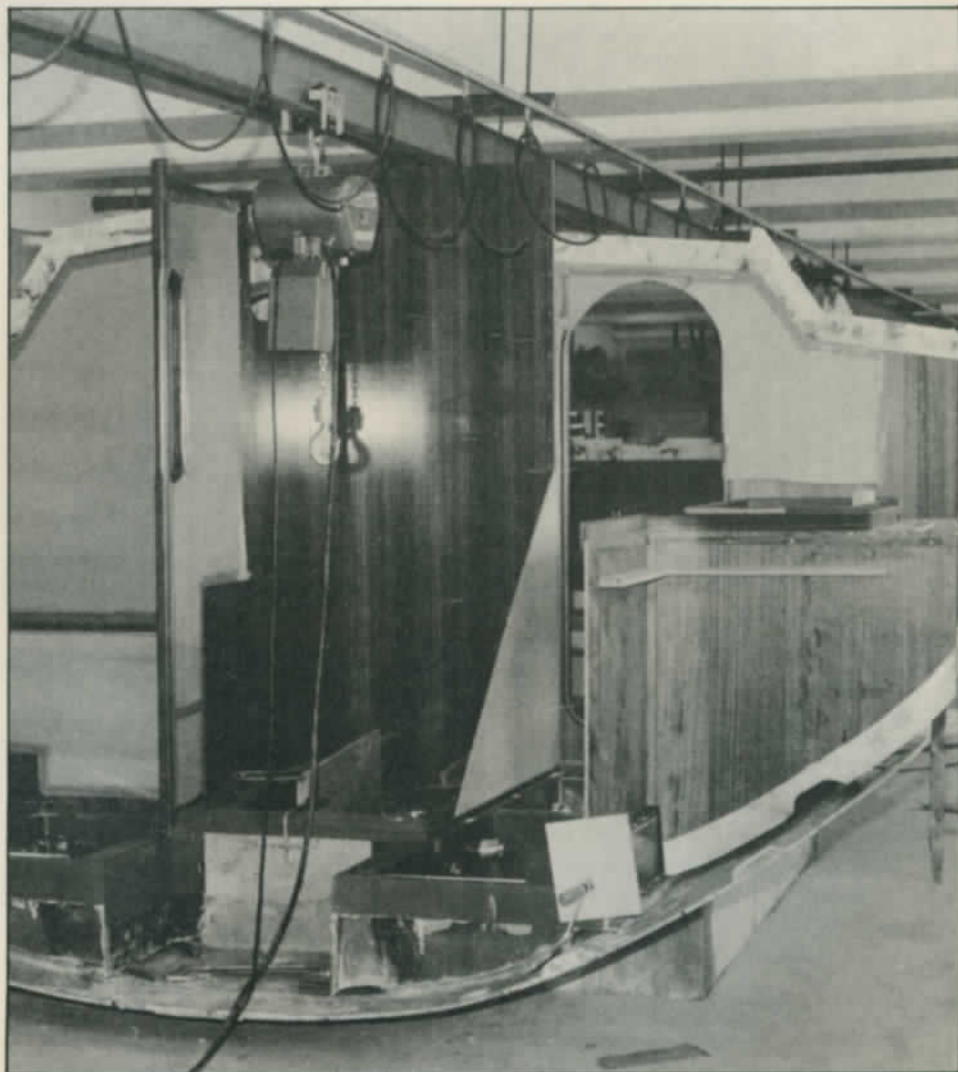
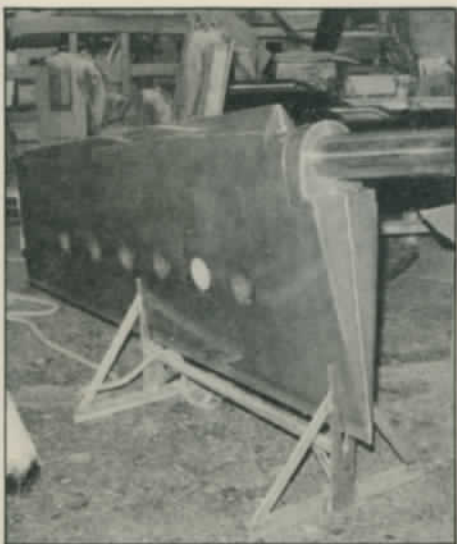
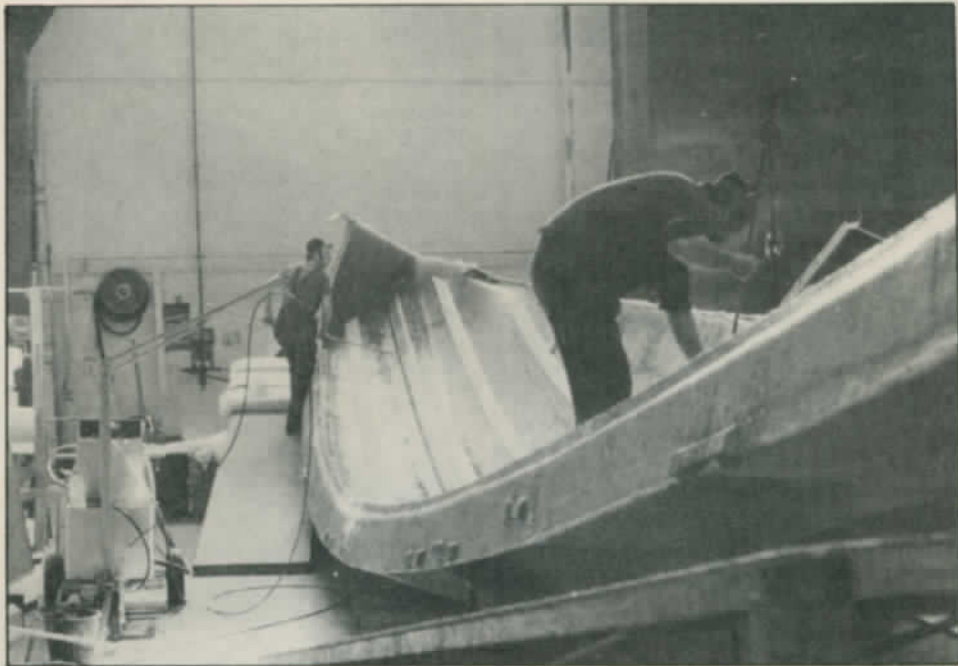
BUILDING A SWAN



Top left, through the doors of the Nautor factory go all the materials for a Swan. The most important ingredient is, however, the workforce. Left, first stages are in the lamination of hulls and decks. Top centre, boats move into the assembly hall for the installation of interiors. Top right, ever more complex electrical circuits are installed early

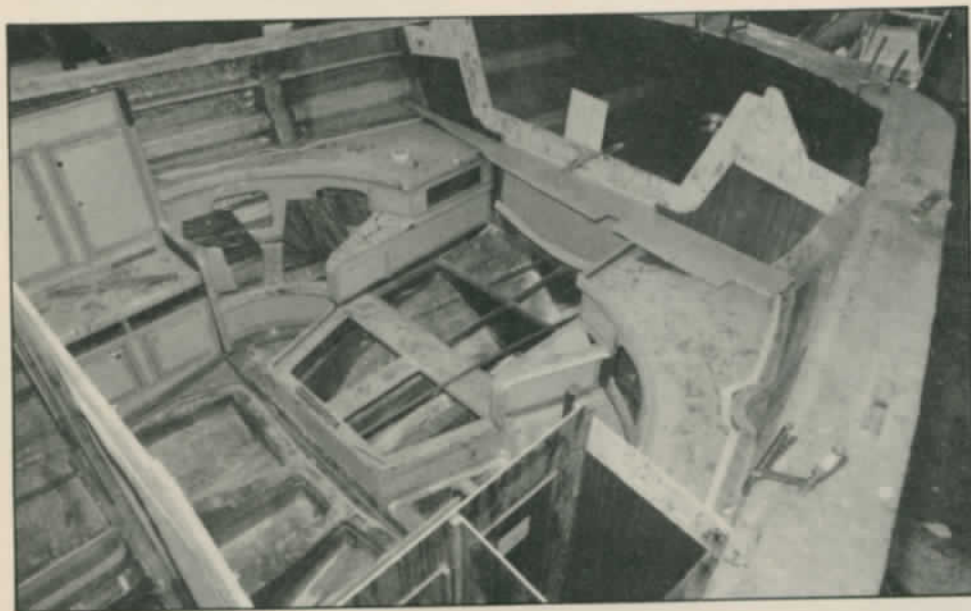
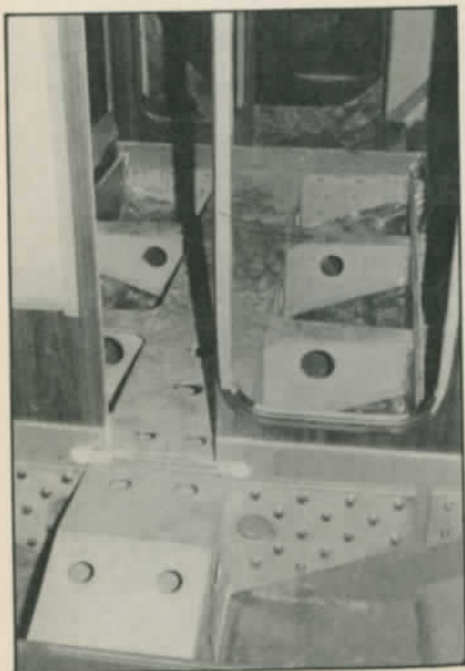


BUILDING A SWAN



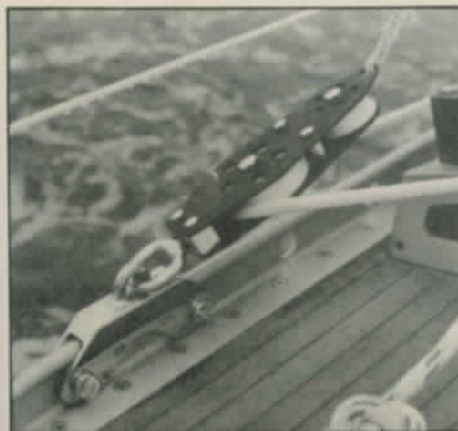
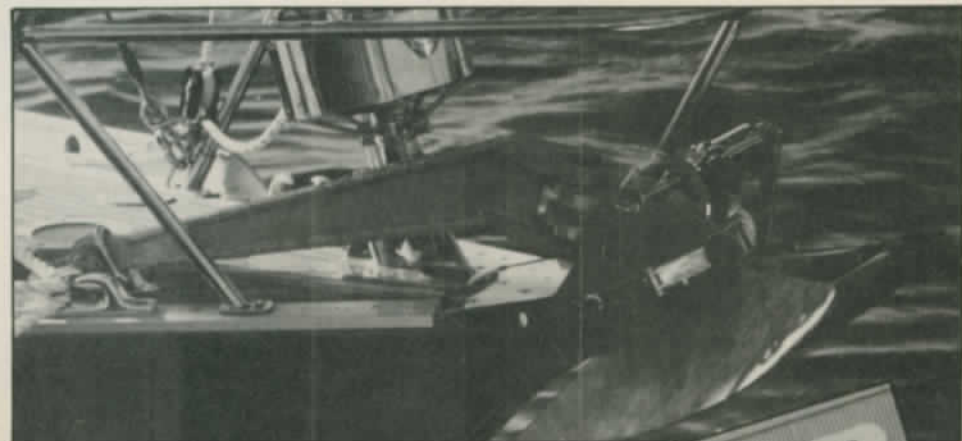
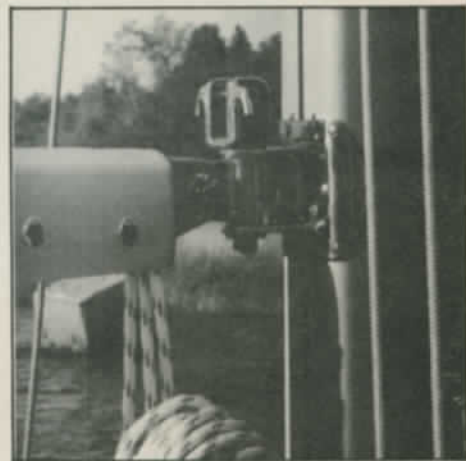
Top left, it all begins with a plug. General Manager Olle Emmes inspects a new boat from designer German Frers. Top right, after the plug and the moulds, the laminators move in to mould each hull. Hulls are usually made in two halves. Above, laminators also make all the small parts needed for the boat. Here a rudder and its massive stainless stock cure before fitting. Right, interior joinery is assembled as complete units in special jigs before being lowered into their respective hulls and bonded into place

BUILDING A SWAN



Top left, every boat has a massive, but light, steel frame to carry mast loads. Top, deck-laying team in action. Centre left, inner mouldings form the bases for the interior joinery units. Above, stepping the mast and checking all rigging. Far left, swing-out locker liners hide electrical panels. Left, Schlee keels show on about 50 per cent of all new craft

BUILDING A SWAN



Top left, hustle and bustle in the lines of boats in the assembly hall. Centre, all boats are tested in the pool. Details, top to bottom, mast foot, gooseneck, masthead, toe rail, (above) stemhead. Right, the complete boat, ready for delivery



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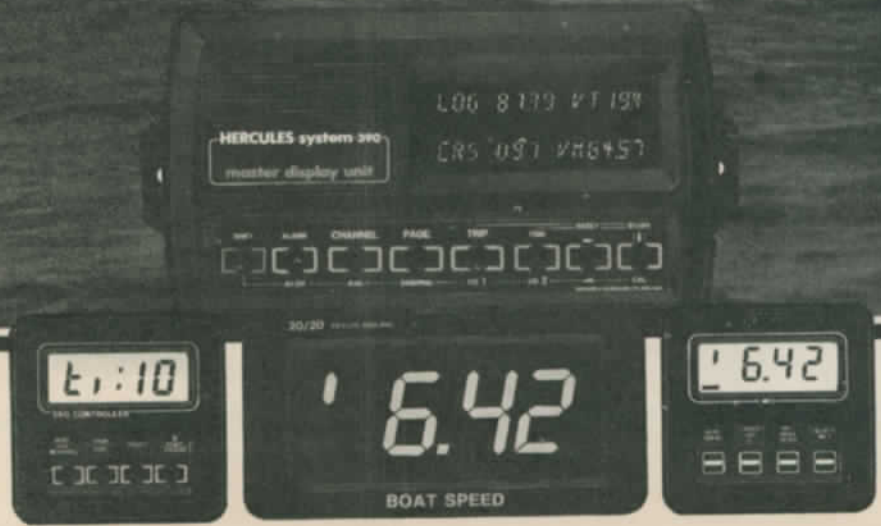
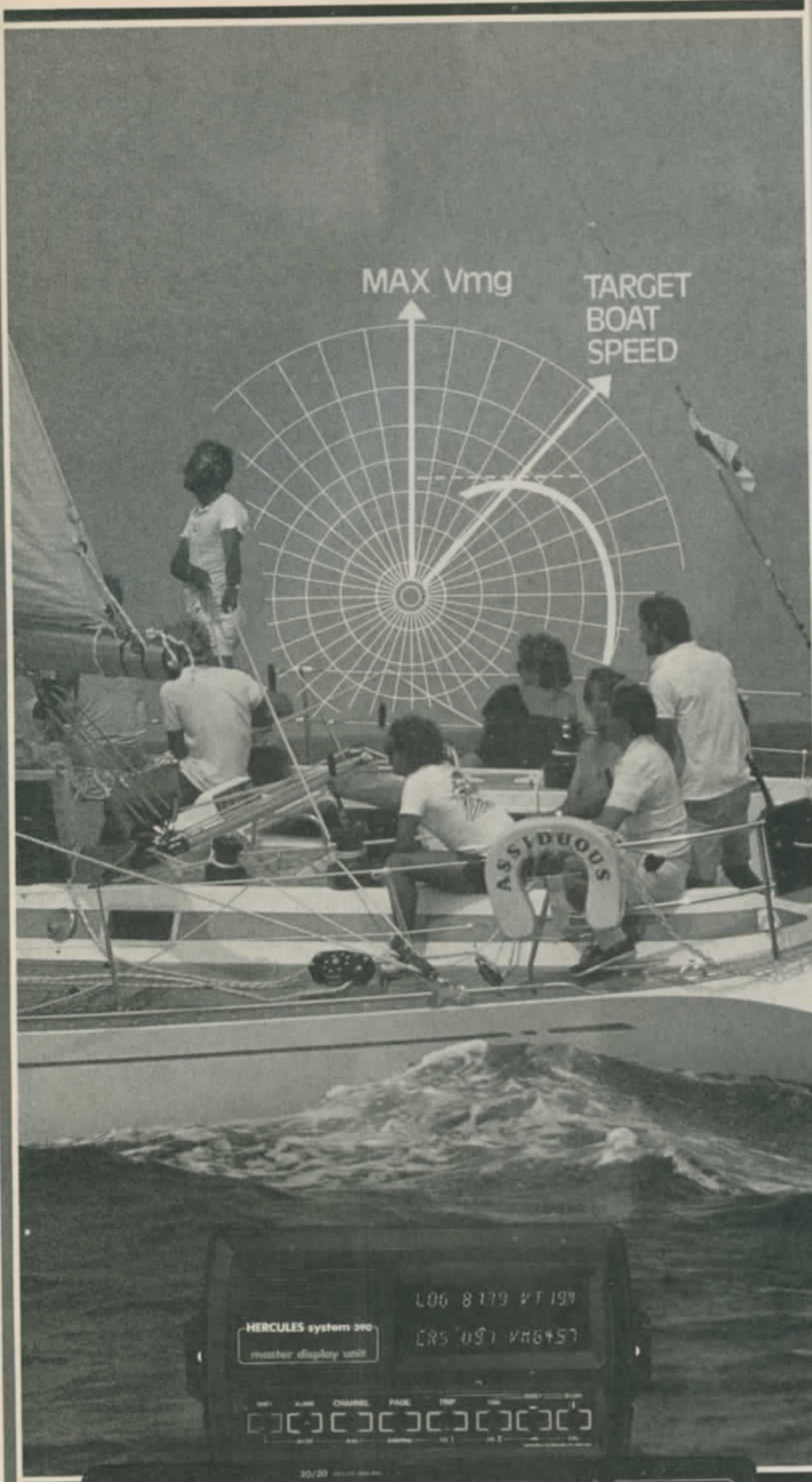
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ELECTRONICS

Brookes & Gatehouse have been at the forefront of yacht electronics for a decade longer than Nautor have been leading in boatbuilding. Charles Kirkman tells how both companies came into contact

Brookes & Gatehouse instrumentation, or B&G as we all know it, has been closely associated with Nautor and their Swan class yachts from the boatbuilding company's beginning.

B&G, founded ten years before Nautor in 1956, are celebrating their 30th birthday this year. So with these two noteworthy birthdays in mind, we look at how the two companies came to be so closely linked. Today, over 95 per cent of Swans are fitted with B&G instrumentation.

In 1967, B&G's sales manager, Colonel John Hearn, first became aware of this new class of yacht when owners of new Swan 36s contacted B&G's Lymington offices to purchase their Homer/Heron RDF, Hengist/Horsa and Harrier instruments.

Thinking that direct contact with Nautor might be a way of increasing B&G's steadily growing reputation and sales, John Hearn set out to contact founder Pekka Koskenkyla. The two first met at HISWA (the Amsterdam Boat Show) in 1968. Hearn's aim was to try to persuade Nautor to fit Brookes & Gatehouse instruments as standard on all Swans. No agreement was reached.

Undaunted, John Hearn then went to visit the new factory in Pietarsaari, Finland. He recalls being driven along a long straight road in the flat landscape of the northern part of Finland. Suddenly, Koskenkyla said: "Look over there. That's the remains of our old factory." What Hearn saw was what looked like six dead elephants. A fire had destroyed the shed where six Swans were being built. The roof debris had knocked the boats on their sides and molten metal had coated the boats leaving them fossilized in the shape of mammoths.

The new factory was a revelation. It was the first boatbuilding plant to have a proper production line. Hearn was convinced he had to persuade Nautor to fit B&G.

A compromise was finally arranged. Nautor would 'recommend' B&G elec-



Grey housings for early B&G equipment. Now its all micro-chip black boxes

tronics to their customers, but they would not fit them on the boats as standard. The appeal to Nautor was the guaranteed reliability offered by B&G. In those early days of electronics, unreliable instruments had become a boatbuilder's nightmare. If anything went wrong with an instrument, and it frequently did, it was the boatbuilder's fault and the boatbuilder was left to sort it out. B&G offered to train Nautor's workforce in the fitting of their products and provide a permanent service facility at Nautor in Finland. In addition, each B&G instrument had a three year world-wide warranty. That was enough. An agreement was made which has stood

the test of time. The points Hearn made are still valid today.

Upon John Hearn's retirement in 1974, I took over as the marketing director of B&G and took on the Nautor connection. Koskenkyla had now dropped out of the active day-to-day running of the company and I was to deal with Ingmar Granholm.

I well remember our introduction. On a visit to Lymington Granholm was invited for a sail on John Hearn's Arpege class yacht to see the latest B&G instruments in action. Being a pleasant day, it was decided to put up the spinnaker. The hoist as performed by Granholm and Kirman went perfectly. The drop was another matter. The two of us spent an embarrassing ten minutes trying to retrieve a bag full of water towing astern. We have been firm friends ever since.

Other Nautor staff still regularly visit Lymington for training, whenever new products are launched, and B&G personnel are regular visitors to Finland. B&G's London Boat Show stand has become a meeting place for Swan agents from all over the world as well as for Swan owners.

One owner in particular left an impression on B&G. In the last ten minutes of the last day of the show as we were dismantling our stand, a Swan 65 owner appeared. He wished to see all the instruments in B&G's range to assure himself he had every one. This meant that the equipment had to be hastily unpacked and brochures found. Subsequently, during a world sales tour, Kirkman met the gentleman, his Swan 65 and his complete set of B&G instruments, in Valparaiso, Chile.

B&G also support Nautor by supplying service facilities at each and every Swan Cup and Swan Regatta, be it in the West Indies, Sardinia or Cowes.

Swans of all sizes are seen all over the world, and in virtually every country that one meets a Swan, there is a B&G agent. B&G have agents and service points in 52 countries.

NAUTOR MONACO

FOR A SWAN-THERE'S NOWHERE BETTER

In terms of expertise, attentive service and genuine care, the reputation established by Nautor's extensive agent network has no equal. When searching for a Swan you will benefit from the knowledge, advice and experience of true experts, all with a love for and understanding of the world's premier production yachts, who, as part of an international network, will locate the Swan of your choice.

Situated at the head of the Mediterranean is Nautor's most experienced agent. Based in the "L'Ermanno

Palace" building overlooking Monaco's beautiful Old Harbour, Michael Hurrell lives in the ideal yachting environment. With great weather and scenery, splendid hotels and marinas, and magnificent sailing, it is little wonder that more Swans lie along the Cote d'Azur than anywhere else in the world.

From Monte Carlo, Michael Hurrell and his team look after Swan owners in France, Monaco, Greece and Italy, advising them on any new or used Swans from Marseilles to Naples, the Northern Adriatic to the Atlantic coast, as well as assisting in finding suitable

service yards throughout the Mediterranean.

With so many Swans located in the area it is not surprising that brokerage is an important activity for Nautor Monaco. Indeed, whether you are looking for serious regatta competition or for world cruising they will immediately help you find the boat of your dreams — anything from a classic Swan 36 to an illustrious 76.

With Monte Carlo so easily accessible from anywhere in Europe, why not contact Michael Hurrell and spend some time in the Swan capital of the World!

NAUTOR'S OFFICIAL BROKERAGE SWAN

Telephone, write or telex: Michael Hurrell, Commercial Agent for Nautor, or Tim Jordaan, Nautor Brokerage, 27 Albert 1er, Monte Carlo 98000, Monaco.
Tel: (93) 50 92 44. Telex: 469416 Nautor MC.

SWAN AGENTS

When you build boats in the north of Europe, almost on the Arctic Circle, it is essential that you have a world-wide network of selling agents. One of the first actions taken by Pekka Koskenkyla when he founded Nautor in 1966 was to begin such a network.

Nautor's first agent was the British company run by Mike Hurrell and Dave Johnson. They bought the first production Swan 36 and named her *Casse Tete*. To publicise her, they began racing in the Solent and soon won their first race — the first one they entered.

That success meant that a new boat was wanted in Britain and so Hurrell and Johnson bought another 36, the famous *Casse Tete II* which they campaigned in the racing season of 1968. They won all the races they entered in Cowes Week '68. That was the best possible start for the new agency and the new boatbuilding company.

Hurrell and Johnson's partnership split up in 1970 when Mike Hurrell moved to Italy to set up Nautor's Italian agency at Santa Margherita Ligure. But the British agency continues with John Irvine and Pat Lilley who took over full control in the UK, who are also responsible for Ireland.

Nautor UK has always been based in Hamble, the centre of sailing in Britain, only a stone's throw from the Solent and from that yachtman's mecca, Cowes. They now operate from the new Cougar Quay development at the mouth of the River Hamble.

Maintenance and commissioning is handled through the many yards of the Hamble, with whom Irvine and Lilley have built up a good relationship over many years. Under the supervision of John and Pat, all types of work can be undertaken, both for boats permanently based in the south of England, as well as for those visiting.

Irving and Lilley arranged the first of the Swan European Regattas in Cowes in 1983 and have continued with the event in 1985. The event brings Swan owners together in the centre of British yachting and enjoys support from companies like Jaguar. *Yachting World's* Swan Trophy is included among the prize list.

In common with many of the agents, Nautor UK are developing their brokerage arrangements for Swan owners.

When Mike Hurrell left for Italy to begin his agency there, he found that he had



Mike Hurrell and Ivena Epis at work in Monaco

taken on a very difficult area. Italy was at that time almost entirely powerboat orientated and took some persuading that sailing could be fun. To assist him, Mike took Ivena Epis who was eventually left to run the Italian office alone while Mike moved to Monaco to set up another agency there.

Eventually, with the whole of the Mediterranean to look after, the sales operation was concentrated in one place, Monaco. Mike Hurrell and Miss Epis between them now have some 36 years of experience with Nautor and Swan yachts.

From offices overlooking the old harbour of Monaco, Hurrell covers a massive area — France, Italy, Greece and Monaco. He is able to recommend suitable boatyards in that area, as well as on the northern or Atlantic coasts of France. Mike prides himself on being able to help any Swan owner in finding anything from a marina berth to a hotel room.

Away from the heat of the Mediterranean, Bo Johnson runs the Swan agency for Sweden and Norway, where a major part of their business is concerned with charter. Some 30 Swans are in the fleet, available in Scandinavia, the West Indies and the Mediterranean.

Nautor Sweden and Norway have their own service yard, both for in-season work and for winter storage — an important factor of Scandinavian sailing.

Neatly situated between Nautor Sweden and Nautor in Monaco, Nautor Spain is

based on the island of Majorca, in the increasingly busy port of Palma. Up to 80 Swans use Palma as a base, keeping their boats in the marinas at Club de Mar and Real Club Nautico.

As well as new boat sales and brokerage, Nautor Spain also have an associated company, Nautic Central Service, which is a part of the expanding Swan Service network. Through Nautic Central Service, a full range of repair, equipping and general service can be offered.

The United States is perhaps Nautor's most important market and the agents reflect this. The whole of the 'States is covered, with an agent in all major centres.

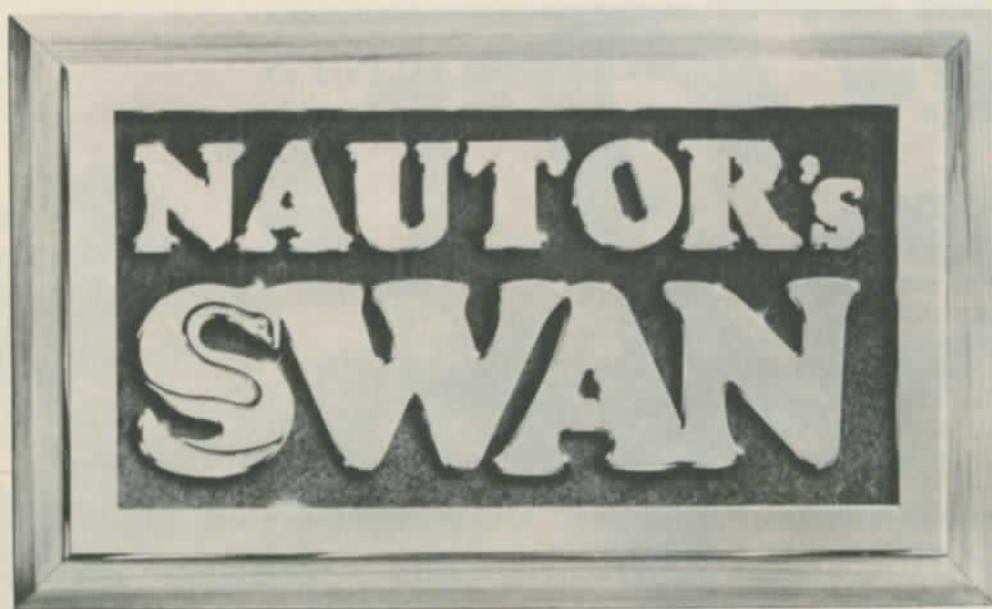
Nautor East under Paul Butrose handles sales, brokerage and service on the whole of the Eastern Seaboard. He also organises the Atlantic Regatta.

Offices in Newport, Rhode Island — on America's Cup Avenue no less, Harbour Springs Michigan and in Miami, Florida cover thousands of miles of coast.

Over on the other side of America, three Nautor Swan Pacific offices spread their coverage from Seattle in the north via Sausalito, down to Newport Beach, California.

George Steinemann, who features elsewhere in these pages for his sailing talents, is vice-president, Marketing, for Nautor Swan Pacific in Newport Beach. George numbers a masters degree in

CONTINUED ON PAGE 49



COORDINATED COAST TO COAST

Over 20 years Nautor's brokerage network has expanded to all the continents of the world — but nowhere has this development been more intensive than in North America.

With 8 brokerage and sales office coordinated into one network stretching from Miami to Seattle and Newport, Rhode Island to Newport Beach, California, it is little wonder that the back-up service for Swans is second to none. This means that throughout the United States (and Canada)

every Swan owner has the advantage of direct communication with the manufacturing plant and regional assistance, wherever and whenever required.

Nautor's brokerage teams have details of virtually every Swan in the market today — its history and building specifications. Wherever you are based they will be able to put you in touch with the boat of your dreams, whether it is for vigorous offshore racing or for elegant luxury cruising.

With so many Swans having sailed from Nautor, Finland to the United States and a coordinated network with extensive resources working here, you can guarantee finding any model — from a classic 36 through to the flagship of the fleet, a Swan 76.

Nautor's agents are renowned for their genuine expertise, care and understanding of both Swan yachts and Swan owners. So when searching for a Swan why not use their knowledge and experience to find yourself the perfect boat!

NAUTOR's OFFICIAL BROKERAGE SWAN

Nautor Swan Pacific Inc. — 2507 West Coast Highway, Suite 203, Newport Beach, CA 92663. Tel: (714) 645 4600. Telex: 4722096 Swanpac. And 475 Gate Five Road, Suite 210A, Sausalito, CA 94965. Tel: (415) 332 0291. Telex: 278304 Nauto UR. And 1914 North 34th Street, Suite 303, Seattle, WA, 98103. Tel: (206) 545 8411. Telex: 215035 Mckm UR. **Nautor Swan Gulf Coast** — Watergate Yachting Center, 1500 FM, 2094, Kemah, Texas 77565. Tel: (713) 334 7926. Telex: 880 331 Nautor GC. **Nautor East** — 55 America's Cup Avenue, Newport, Rhode Island 02840. Tel: (401) 846 8404. Telex: 294202 Ntre UR. And 150 Franklin St., Harbour Springs, Michigan 49740. Tel: (616) 526 2432. And 2699 South Bayshore Drive, Suite 800B, Miami, Florida 33133. Tel: (305) 856 4070. Telex: 263086 Swan UR. **Nautor Canada East** (Export sales only) 249 Queen's Quay West, Toronto, Ontario, Canada M5J 2N5 Tel: (416) 363 5505 Telex: 06982461 R Finney MSG

SWAN AGENTS

business and six years in yacht sales prior to his involvement with Nautor among his qualifications.

George likes to be out in front. He crews aboard racing Swans, and on some of the thrilling ultra-light racers of the West Coast. In addition, he pushed Nautor Swan Pacific to be the top selling Nautor agency in 1985 for new Swans, as well as selling 12 boats on brokerage.

Nautor Swan Pacific in Newport Beach, in common with most of the other agencies, uses a nearby boatyard, in this case Marine Outfitters, to handle service, commissioning and repair. But often new boats are commissioned in Finland and sailed to their home ports by their owners or skippers.

In 1986, George spent a week in Pietasari to ensure the satisfaction of the owners of a new 61 and a new 59. He sailed in the Rolex-Swan Atlantic Regatta in that other Newport, Rhode Island, and then travelled to Porto Cervo to sail the Rolex-Swan World Cup aboard the new 59. In between his racing activities George spent the Annapolis Boat Show aboard the Swan 61, and many weekends sailing with Swan owners, particularly with those new owners unfamiliar with Swan systems.

The small number of people that we have room to mention are typical of all the carefully selected agents around the world. Buying a Swan yacht is not just an investment in a boat, it is often the entrance into a huge sailing family. The Regatta programme, the company's desire to make Swan ownership a complete experience, and the true professional attitude of all the agents, demand very high calibre staff.

You only have to watch the agents in action — particularly at the regattas, to see that there is indeed something special about the kind of service offered to Swan owners.

Swan Agents and Sales Offices

Asia Pacific — Swan Marine, 1602 Wilson House, 19 Wyndham Street Central, Hong Kong.

Australia — Nautor Australia, 14 Emerald Terrace, West Perth, Western Australia 6005.

Benelux — Nautor Benelux, H. Brinks BV, Hoofdstraat 28, NL-7561, AC Deuringen, Holland.

British Isles — Nautor UK, Irvine and Lilley, Cougar Quay, School Lane, Hamble, Southampton, Hants SO3 5JD, England.



Nautor Spain, Palma



Paul Butrose, right, and his team at Nautor East, Newport, Rhode Island

Canada — Nautor Canada East, (Export only), Angus Sailcraft, 245 Queen's Quay West, Pier 4, Harbourfront, Toronto, Canada M5J 2K9.

Denmark — Nautor Swan Denmark, Strandvejen 327, DK-2930, Klmapenborg, Denmark.

France, Greece, Monaco — M.D. Hurrell, Palace l'Ermanno 27, Blvd Albert 1er, Monte Carlo, Monaco.

Germany — Nautor Badestrasse 24, 2000 Hamburg 13, German.

Italy Nautor S.R.L., Via Milite Ignoto 12a, 16038 Santa Margherita, Ligure, Italy.

Japan — The Satori Company, 203 Casa del Pico, 3-3-4 Sendagaya, Shibuya-Ku, Tokio 151, Japan.

Norway, Sweden — Nautor Sweden and Norway, Östra Hamngatan, 31, 41110 Goteborg, Sweden.

South Africa — Cruise Boats (pty), P.O. Box 910, Honeydew 2040, South Africa.

Spain — Nautor Spain, Club de Mar, 07015 Palma de Mallorca, Spain.

Switzerland — Nautor Swiss, CH-6072 Sachseln, Switzerland.

USA — Nautor East, 55 America's Cup Avenue, Newport, Rhode Island 02840.

Nautor East, 150 Franklin Street, Harbour Springs, Michigan 49740.

Nautor East, 2699 South Bayshore Drive, Miami, Florida 33133.

Nautor Swan Pacific, 2507 West Coast Highway, Suite 203, Newport Beach, California 92663.

Nautor Swan Pacific, 475 Gate 5 Road, Suite 210a, Sausalito, California 94965.

Nautor Swan Pacific, McKee and Mooney, 1914 North 34th Street, Suite 303, Seattle, WA 98103.

Nautor Swan Gulf Coast, Watergate Yachting Centre, 1500 FM 2094 Kermah, Texas 77565.

NAUTOR NORWAY & SWEDEN

THE SWAN SPECIALISTS

Bo Johnson, manager of Nautor Sweden and Norway, has brought together a team of real specialists, providing the kind of expertise and attentive care for which Nautor is renowned, and a standard of service on which Nautor's reputation depends.

International Brokerage...

Coordinating with Nautor's international brokerage network, Stefan Hellman concentrates all his specialist knowledge and information towards finding the perfect yacht for any hopeful Swan owner. With details on nearly all Swans in the market today, their history and specifications, the brokerage team can immediately locate

the ideal boat for you, be it a classic 36 through to the magnificent flagship, a Swan 76. So, if you wish to compete (and win) offshore or gently cruise through the fjords in splendid luxury, contact Stefan Hellman anytime.

Unbeatable service...

It should come as no surprise that the service and spare parts facility in Sweden and Norway is unmatched worldwide. Being in such close proximity to the manufacturing plant in Finland, Dick Johansson and Geran Pettersson are able to ensure that all back-up service is quick, efficient and of top quality.

With the Winter cold such a

factor in the Baltic, the service team can arrange for any Swan to be kept and maintained in indoor storage facilities throughout the Winter ensuring that as Spring descends all Scandinavian Swans are in perfect condition.

Swan Chartering...

Whether you wish to cruise the Caribbean or sail around the Seychelles, Patrick Warren and Peter Johnson will arrange for you to have the Swan of your choice, anytime of the year, anywhere in the world. With an extensive list of available Swans with top crews, why not contact them now and enjoy an unforgettable experience.

NAUTOR'S OFFICIAL BROKERAGE
SWAN Nautor Sweden and Norway, Ostra Hamngatan 31, 41110 Goteborg, Sweden.
Also with an office in Oslo, Norway.

SWAN 61



Above, the 61s comfortable centre cockpit. Above right, a roomy after deck. Right, the long coachroof sweeps into the foredeck



SWAN 61

Yachting writer, Swan owner, long distance sailor; Arthur Beiser knows what to look for in a yacht. He examines the Swan 61.

All Swans are distinctive, but the numinous presence of the new Swan 61, the first of that notable breed meant purely for cruising, commands the eye in any company.

For a third of a century Germaine and I have been in search of The Proper Yacht, and some pretty close approximations appear in the two editions of my book of that name. It has been our good fortune to have owned two of them, the 58ft (18m) Alden/Abeking & Rasmussen ketch *Minots Light* and nowadays the centreboard Swan 47 *Quicksilver*.

Superb vessels both of them, but yacht design, construction and equipment do not stand still. From all we had heard, the 61 represented a great leap forward, perhaps

something of a revolution. We were eager to see for ourselves.

Ever since the Finnish firm of Nautor began to build Swans 20 years ago, the name has been synonymous with production sailing yachts of the highest quality. The earliest Swans were true racer-cruisers, members of that now-dead species that could beat top competition one week and provide safe, comfortable cruising the next.

Their racing days over, the Swans 36, 48 and 65, together with the other Swans of that era, remain fine cruisers. Their market value has held up well. Sparkman & Stephens designed them all and Rod Stephens kept a beady eye on the details of their construction.

The degeneration of racing sailboats in-

to the travesties of today presented Nautor with a dilemma. Although relatively few of their yachts were seriously raced, the racing association was important to the Swan image. When S&S yachts stopped winning, Nautor followed the fashion of the day and went to Ron Holland for the smaller end of their line and to German Frers for the larger end.

Based on racers tailored to the IOR, but solidly built and filled with the apparatus of good living, the new Swans left increasingly more to be desired for both racing and cruising. There was simply no way to straddle the chasm between the requirements of the IOR and those of a proper cruising yacht.

Eventually, the message reached Nautor

CONTINUED OVERLEAF

SWAN 61



Above, technical discussion as the framing of a cockpit hood is planned. Top left, a concentrated example of Nautor detail finishing. Left, good ventilation and ease of sail handling

in its Arctic fastness and the result is the 61. True, their conversion to the faith was not wholehearted, because the 61's hull comes from the same mould as that of the 59, a Frers design with a strong IOR heritage — flat bottom, narrow fin keel, spade rudder and all. But a new deck, a new stern and optional keels add up to a big difference.

The deck layout features a large, midships cockpit, which offers many advantages in a boat of this size without offending the eye as it usually does in smaller ones. All the crew can now sit together in the same cockpit and can control the sails without leaving it. The main companionway is at the forward end of the cockpit instead of the long and, at times, hazardous journey forward and there is headroom in the entire after cabin.

While they were at it, Nautor included a splendid steering console which incorporates engine controls and instruments, autopilot, hydraulic pump and valves and an array of switches and gauges for various functions. Alas, the top of the console is so high that the compass cannot be read while seated.

For the stern, Nautor abandoned the inconvenient, space-wasting reverse transome to return to a 'normal' rear end. As a result, the 61 has considerably more deck area aft and more lazarette stowage than the 59, and stern-to mooring is much easier.

The standard 61 has the absurd draught of 9ft 7in (3m). When we went from *Minots Light's* draught of nearly 8ft (2.4m) to *Quicksilver's* board-up 6ft (1.8m), we found a whole new cruising world suddenly

opened up to us. Fortunately the 61 has two other keel possibilities.

One is a keel/centreboard arrangement that draws a reasonable 7ft 2in (2.2m) board up and an efficient 12ft 7in (3.9m) board down. An electric hoist does all the work and an indicator on the steering console shows the position of the board at all times.

The centreboard option does carry two penalties. One is cost, not far from £30,000. The other is that the shallower draught means a higher centre of gravity. Even with 1,100lb (500kg) more ballast, the 61CB has less stability than the keel version. In consequence the 61CB's mast is 6ft (1.8m) shorter, which does not help its speed in light airs.

The other possibility is a Scheel keel, also with a draught of 7ft 2in. Patented in

1978 by the American naval architect Henry A. Scheel, it is shaped to enhance resistance to leeway without a disproportionate increase in resistance to forward motion. Because a Scheel keel is thickest near the bottom, its centre of gravity can coincide with that of a fin keel, so stability is unaffected. The added cost is modest.

Tank testing has shown that, averaged over the entire range of wind speeds and directions, there is little difference in performance between a keel/centreboard and a Scheel keel, and the superiority of a fin over the others is almost always less than three per cent.

Like all Swan hulls, that of the 61 is made of solid glassfibre laminate, reinforced with a grid of longitudinal and transverse stiffeners. Nautor feel this type of hull provides more strength, stiffness and durability than a sandwich hull, with no weight penalty if properly done.

From the quay at Le Napoule where we met her the Swan 61 appeared to us somewhat smaller than her dimensions would suggest, always a mark of good design. On board, though, it is clear that she is a big yacht indeed. Nothing is cramped. Broad, clear decks, that fine cockpit, flush hatches on the aft cabin house for the comfort of sunbathers, even lifelines high enough for security instead of Nautor's usual tripwires — there is a lot to admire.

Then the eye lifts and one sees the mainsail rolled up inside the mast. The furling gear, which is standard on the 61, is hydraulically powered and uses technology developed in Germany by Reckmann. The jib furler is also by Reckmann, as are the sails on this particular 61.

Optional, but well worth having, are the electric drives on the primary and secondary winches on both sides of the cockpit. I would have an electric mainsheet winch, too.

How well does all this push-button machinery work? We left the quay and, with virtually no effort, unrolled the main and jib and sheeted them in, then lowered the centreboard with a touch of a finger. How lovely! The 61's skipper assured me that it has all functioned just as smoothly on the 3,000 miles down from Finland. The gear looked very robust.

There was not much wind and it took a few minutes to get the 61's 61,000lb (27.7 tonnes) going. The sails seemed barely full, yet we were doing over seven knots.

I was at the helm and found the steering light and precise.

The electric winches made tacking painless despite the size of the genoa. In the lee of an island a few miles away we rolled up the main and jib and anchored for lunch. I can't remember ever sailing on a large yacht so easy to manage.

While lunch was being prepared, Germaine and I took a look below. As on all Swans, the teak joiner work was impeccable. The electrical, mechanical and plumbing installations were well done, but had the usual Nautor quota of *lacunae* — for instance, an electrical junction box in the bilge.

But if the little things sometimes go badly awry, the big things don't. The switchboard is excellent, valve chests fore and aft minimize the number of hull openings and engine access is good.

The 61s after cabin is a masterpiece, with a full double port and comfortable sofa to starboard

The standard tankage of 230gal (1,050lt) of water, although adequate for coastal cruising, is not really very generous for a true world cruiser. On a three-week passage with eight crew, that means 1.4gal (6.25lt) per day, and a prudent reserve against ill fortune reduces that to less than 1 gallon (5lt).

But compact, reliable watermakers exist, and two are available as options on the 61 with capacities of 20 and 45gal/hr (92 and 20lt/hr). An hour or two a day of generator time, needed in any case for refrigeration, means enough water.

The fuel tankage of 150 gal (700lt) is similarly on the scant side. At 2,400rpm the 105hp Volvo engine uses about 2.2gal (10lt) per hour to delivery 1.08 LWL. This means a range of 525 miles with no reserve and no generator use.

Fortunately, as much as 200gal (1,000lt) of additional tankage can be tucked away here and there in the capacious hull, although at the expense of stowage space. Hence, a realistic range under power of at least 1,000 miles, to my mind the minimum for a proper yacht, can be achieved.

The generator was in the lazarette in this yacht, which meant only a low hum in the saloon when it was run. A washer-

drier was installed into the normal generator location abaft the main engine. The galley had been shifted to the port side of the saloon and, in its usual place, was a small double cabin with an enclosed head, for a total of five double cabins. We would have preferred the standard arrangement with more space in the saloon and galley.

The 61's after cabin is a masterpiece, with a full double berth to port and a comfortable sofa to starboard. The head is electric, not surprisingly, but the shower stall lacks full headroom. The guest cabins forward are entirely adequate, if gloomy, with the upper berths folding down when not in use to form seatbacks.

The 61 we were on had an optional guest head to port as well as the starboard one shown on the plans, a worthwhile addition. Miscellaneous gear filled the forward cabin, but I imagine that two people could sleep there on a temporary basis when the need arises.

After lunch the skipper went forward to raise the anchor. He was cursing to himself and the reason soon became clear. The windlass lives in a covered recess on the forward deck and the tunnel for the chain is not a fair run.

Back in the cockpit, pushing a few buttons unrolled the sails and we were under way again. Later we partly rolled them up to see how they looked when reefed, which was very good.

So impressed were Germaine and I with Reckmann's work that we ordered a similar jib furler for *Quicksilver* a few days later. We had considered a number of others over the years, but this was easily the best.

We also investigated a new mast with mainsail furling for ourselves, but here we found the story not so simple. A furling mast of the same stiffness as an ordinary one of the same height is heavier, which reduces stability.

Of course, a yacht designed for a furling mainsail from the beginning avoids this problem. But since *Quicksilver's* mast already touches the sky we thought it prudent not to increase mast height and weight by the amounts required to keep performance the same, and are keeping the old rig. But our next yacht will certainly have a furling main and electric winches.

Will it be a 61? A new one is under construction now, and it has not yet been spoken for. Hmmm...

ARTHUR BEISER

NAUTOR's SWAN

Interested in buying a previously owned Swan or changing your own?

We at NAUTOR SPAIN can offer you the benefit of our knowledge and advice as Swan experts. With the added advantage of being part of Nautor's Swan world wide brokerage network.

Here in Mallorca we always have a large selection of Swan's available for you to view. Easily accessible by a short flight from anywhere in Europe. Mallorca must be the best yachting centre for you to compare and decide.

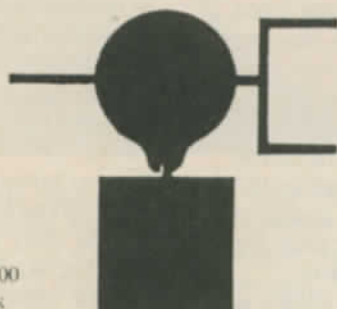
Interested? Contact us first.

NAUTOR's OFFICIAL BROKERAGE SWAN

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congratulates Nautor
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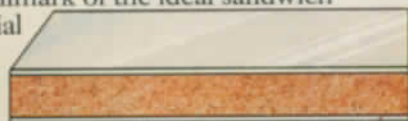


What do pleasure craft and minehunters have in common?

Surprising though it may seem, they are both built of the same sandwich material. In many cases a sandwich structure has proven superior to steel, aluminium and single laminates especially in vessels which are subject to great stress.

The ideal sandwich. A combination of strength and light weight is the hallmark of the ideal sandwich material. Such material facilitates the design and production work of the ship builder - provided that he uses the right core between the two skins. Divinycell, a rigid expanded cellular PVC foam, is the leading core material for self-supporting marine sandwich structures. It is used the world over in pleasure craft, racing boats, merchant shipping and military vessels.

Tough minehunters. Divinycell meets all the stringent demands imposed upon strength, resistance to various forms of stress and antimagnetism. That's why the US, Australian, Royal Swedish and Royal Danish navies have opted for Divinycell in their minehunters. This strong core material has an outstanding ability to bear



Divinycell® between two skins of fibre reinforced plastic.

dynamic loads. Tests have demonstrated that Divinycell will even withstand shock waves caused by an exploding mine.

Aristocratic Swans. Swan boats from Nautor are another good example of the capabilities of Divinycell. These aristocrats of the oceans are sailed harder and further than any other series-produced yachts. Since 1970 all standard Swan boats have been built with sandwich decks containing Divinycell, the material being delivered in complete tailor-made kits. Today there are more than 1,000 Swan boats with Divinycell decks throughout the world.

The world's foremost sandwich producer. Divinycell is a product of Diab-Barracuda AB, a company whose twenty years of experience with boat building, allied to an uncompromising attitude towards product development and quality, has made it the world leader in core material for marine sandwich structures.

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THE INCENTIVE GROUP

Box 201, S-312 01 LAHOLM, Sweden. Phone +46 430 128 00. Telex 38042 dibol s.
Subsidiaries in Norway, Denmark, Finland, West Germany, Great Britain, USA and Australia.

COMPETITION

WIN A HOLIDAY FOR TWO IN NEW ZEALAND

Imagine touching down in Auckland and heading north to the Bay of Islands, the North Island's internationally renowned cruising area.

From their base in Opuia, Rainbow Yacht Charters will make available one of their new, sleek Farr 1020s for you to cruise this fabled area. You can sail by yourself or take one of Rainbow's skippers.

Simply by answering correctly nine questions about New Zealand in the October, November and December issues of *Yachting World*, you will have the chance to explore an area first settled by the Maoris and then later discovered by Europeans after Captain Cook paid a visit on his second great voyage.

He called the area the Bay of Islands but this simple description does not do justice to this beautiful subtropical region. Along 500 miles of indented coast there are some 86 islands, making it perfect for a leisurely cruise in sheltered waters. The vegetation is lush, the beaches sandy and the islands full of historical interest.

HIRE CAR

But our prize offers the winner even more than sublime sailing. For the second

week of the prize holiday, a Hertz family-size hire car will be provided to allow the prize winner and a partner of their choice to roam the uncluttered roads of both the North and South Islands. Accommodation vouchers are also provided so that the full range of New Zealand's natural beauty can be absorbed.

RIVER RAFTING

You could choose to take excursions ranging from the exciting and energetic white-water river rafting and jet boating, to relaxing salmon fishing. Or you could try gliding, horseback riding, rambling, birdwatching, ballooning, sport fishing or even helicopter sightseeing. Or simply relax, unwind and enjoy some of the warmest hospitality to be found anywhere in the world.

The prize holiday is offered in February/March 1987 and the winner will be presented with the tickets by New Zealand's foremost ocean racing skipper, Peter Blake, of Whitbread Round the World Race fame, at the London Boat Show in Earls Court next January.

The first six runners-up will be given Air New Zealand flight-holdalls.

Entries will close after last post 31 December 1986.

HOW TO ENTER

This competition has a New Zealand theme and is straightforward and open to all our readers. There are three questions below and there will be three more in each of the November and December editions of *Yachting World*.

Simply answer by ticking the box you think is correct and fill in your accumulated answers on the official entry form which will be in December's *Yachting World*.

There will be no tie-breaks or sentences to complete. The first correct entry out of the bag will win this fabulous prize.

QUESTIONS

- 1 What is the capital of New Zealand?

Auckland	<input type="checkbox"/>
Christchurch	<input type="checkbox"/>
Wellington	<input type="checkbox"/>
- 2 When did New Zealand win the Admiral's Cup?

1981	<input type="checkbox"/>
1985	<input type="checkbox"/>
Never	<input type="checkbox"/>
- 3 What is the ocean surrounding New Zealand?

The Southern	<input type="checkbox"/>
The Pacific	<input type="checkbox"/>
The Indian	<input type="checkbox"/>

Conditions of entry

1. The competition is open to all readers of *Yachting World* subject to condition 5 below.

2. Any number of entries may be submitted, provided that each entry is made on an original entry form which will be published in the December issue of *Yachting World*. In the event of there being more than one correct entry, a draw will be made.

3. The judge's decision will be final and no correspondence will be entered into regarding the results of the competition.

4. There will be no cash or other alternative to the prize.

5. No employee of Business Press International, their printers or subsidiaries, or of Rainbow Adventure Holidays, or of Air New Zealand, or anyone acting on behalf of these companies, will be eligible.

6. The prize shall consist of two return London-Auckland-London air tickets, one week's Hertz family size car hire with unlimited mileage, one week's accommodation vouchers, one week's use of a Farr 1020 (with or without skipper) with provisions, bedding and insurance provided. All other expenses, including travel to and from London Gatwick airport, and spending money are to be borne by the prize winner.

7. The winner will be notified by post and invited to a presentation at the London International Boat Show. Entries close 31 December, 1986.

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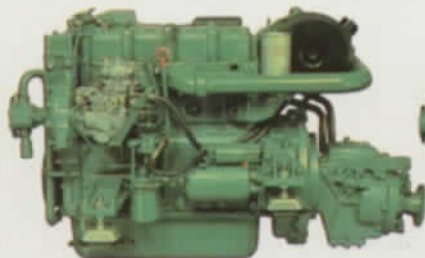
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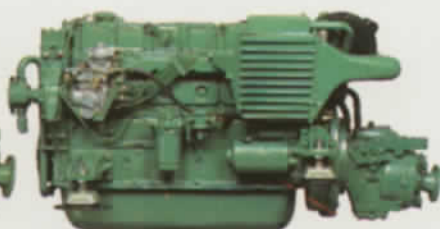
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