



N E W S L E T T E R

12/13



Dear Friends, Fans and Devotes of Solaris Yachts.

The Paris Boat Show, which saw the launch of the elegant and exciting SOLARIS 44, brought to an end a fantastic year for SOLARIS. The unveiling and launch of not one, but two flagship 72footers (SOLARIS 72' DH & SOLARIS 72' CLASSIC), was a first for the company. In addition, there was the introduction of the SOLARIS 58'. This was remarkable because even before the launch, three clients had bought yachts off-plan. This was a great statement of their confidence in our reputation and the outstanding quality of our work. Client relationships like this have encouraged us here at SOLARIS to develop our business with confidence, and we would like to thank you all for your faith in our vision, and passion for our yachts. This is what has made 2013 our most successful year to date; and with this success comes the growth of our partner network, flying the SOLARIS flag in all of the most important sailing locations on all the continents of the world.

SOLARIS understands that in order to maintain our high standards and to ensure that we can satisfy the requirements of our SOLARIS YACHTS CUSTOM clients, we need a specialized team. We are delighted to welcome to this Custom Team BEN VAES. He is based in Ipswich (UK); he will be responsible for the whole of Northern Europe, and for all English Language contacts.

We wish you all a **Merry Christmas and a Happy New Year**. Please come and visit us at the **Düsseldorf Boat Show**. You will find the SOLARIS 42' and 44' on display in **HALL 16**, and our Lounge in the Mega-Yacht **HALL 7A**, where you can find all information on the full range of SOLARIS YACHTS CUSTOM models ranging from 55' to 95'. Please join us there for some amazing yachts, free professional advice - and excellent Italian coffee!

SOLARIS YACHTS CUSTOM INTRODUCES ITS NEW REPRESENTATIVE FOR NORTHERN EUROPE

Luxury Marine Ltd The Northern European gateway to Solaris Yachts The best performing blue-water cruising yachts in the world

Our new Sole Agent for Solaris Yachts Custom in Northern Europe

Dutchman Ben Vaes has twenty years professional experience in the origination, marketing and sale of Luxury Yachts. He has been a manager and director for Oyster, Moody, Dehler, Hanse and Gunfleet. He has owned and sailed yachts for the past forty years, and has loved sailing and the high seas since he was old enough to stand on a deck.

"My time spent working at the cutting edge of the market means that I have a wealth of industry experience and knowledge to put at your service. My own experience as a yachtsman means that I share your passion for sailing. Together, they can help you to make the yacht of your dreams into a reality."

Solaris Yachts Custom has specially selected Ben to head up the Northern European network because of his extensive expertise and experience. Luxury Marine is located in the UK. The office is at Ipswich Haven Marina on the River Orwell, opposite the newly developed Customs House, The Salthouse Hotel, and the New Suffolk University. It is about one hour's travel by train from London, and the same by car from London Stansted.



Ben Vaes
Luxury Marine Ltd
Solaris Yachts Custom
Ipswich Haven Marina
New Cut East
Ipswich IP3 0EA
England

M +44 (0) 7740 10 25 58
T +44 (0) 1473 21 15 94
F +44 (0) 1473 21 48 89
www.luxury-marine.com
solaris@luxury-marine.com
www.solarisyachts.com
bv@sycustom.com

We encourage you to consider visiting us at the SOLARIS Yard in Aquileia, in order to witness our craftsmanship in action. There you will be able to see an extensive range of our yachts in their many different phases of construction. Current projects include the new SOLARIS 58', currently in an advanced stage of construction; also exciting new plans from our designers, for a new SOLARIS flush-deck model which will represent an evolution of a sporting cruiser racer, and the new SOLARIS 55' model, an exciting new high-performance, 55 foot bluewater cruiser!



IMPORTANT DATES FOR YOUR DIARY

BOOT DÜSSELDORF 18.01 - 26.01.2014



Solaris 44 (Teak Interior)

Hall 16 D37

Solaris 42 (Oak Interior)

Hall 16 D37

Solaris Custom Cube

Hall 7A F13

PALMA BOAT SHOW 30.04 - 4.05.2014



Solaris 72 Classic

Solaris 72 DH

Solaris 44



Solaris 72 Classic by Soto Acebal



Solaris 72 Deck House by Doug Peterson



Solaris 44 by Soto Acebal

**PORTO ROTONDO, SARDINIA: 31 MAY - 8 JUNE 2014
CELEBRATE 40 YEARS OF SOLARIS YACHTS**

A very special event, to celebrate our 40 years of success, as well as 40 years of our clients' satisfaction. We will be holding Test Days at Porto Rotondo in Sardinia - and for testing; we will be making available the full range of SOLARIS yachts! This will include the new SOLARIS CUSTOM 72' Classic and 72' DH models. Porto Rotondo is well served by the nearby airport at Olbia. We expect demand to be high, and consequently we would recommend registering your interest, in order to ensure a chance to test your chosen model: info@sycustom.com

Best regards,

Your Solaris Team



info@sycustom.com

www.solarisyachts.com
