


Thirty
YEARS

 **pitter**
yachtcharter

Sailing as a passion

Impressum

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Sailing Yachts – Catamarans – Motor Yachts

Charter bases in Croatia

Pula, Marina Veruda
Zadar, Marina Tankerkomerc
Sukošan, D-Marin Marina Dalmacija
Biograd, Marina Kornati
Murter, Marina Betina und ACI Marina Jezera
Šibenik, D-Marin Marina Mandalina
Trogir, ACI Marina und Marina SCT
Split, ACI Marina

Charter bases in Turkey

Göcek, D-Marin
Göcek, Village Port
Turgutreis, D-Marin

Charter base in Greece

Lavrion, Olympic Marina





Ladies and Gentlemen!

It is 30 years ago that my father took the first steps towards the charter business with a small Elan 33. At that time we would not have thought that our business would one day become one of the five biggest companies, in its league, in Europe. This makes us very proud and we would like to take a moment to review the last three decades and to present our companies in Austria and Croatia. This brochure should give you a notion of what is behind the brand „Pitter Yachtcharter“ and how we are represented.

In our industry nothing stands still for long and especially the 90s were filled with trials and tribulations; also not forgetting the war in Croatia.

Our ultimate goal, excellent quality and a high level of service with fair prices,

is what our clients appreciate the most. This is what gave us the support to be able to grow continuously over the years. In 2001 I founded our Croatian company with my partner Marin Katićin. We laid the foundation for a solid company that consolidated the agendas of an agency and charter organiser and thus established the basis for further development.

In my heart we are still a „small“, family run business with strong ties to our clients. Personal contact with our charter guests and our partners is of utmost importance to me. Even if this sounds like a set phrase: I wish our clients to really relax and enjoy their holiday.

I wish to take this opportunity to sincerely thank you! Thank you for your trust that you, as clients and partners,

have bestowed upon us and without which we would not have been able to have progressed in such a positive direction. I wish to give special thanks to my colleagues, who have all been so wonderful and loyal. I cannot take this for granted; as also my wife's immense patience. She always has my back and gives me the time I need to direct the company and care for our clients.

I hope you enjoy reading this magazine!

Yours sincerely,

Klaus Pitter

The Pitter Story

MILESTONES. From the small Elan 33 to the most important charter business in Austria and Croatia.

1987. The very beginning in Biograd

Gerald Pitter bought an Elan 33 and has his first encounter with the buy-charter system. The yacht is moored in Biograd at Elan Yachting and is part of the charter programme. So as to use the boat to its full capacity, father and son start working as skippers and start working for the agency Elan Yachting in Austria; the first step was made. Soon the agency expanded its programme to world-wide charter.

1991. At the beginning of the 1990s, the structure of Elan Yachting starts to crumble due to the war. Under the name Nautic Adria, Klaus Pitter and his father join forces with the Elan Yachting staff. They start a professional charter business with six yachts in Veruda/Pula.

1993. The first own yacht

So as to enlarge the charter fleet, Klaus Pitter decides to get into the buy-charter business. With a loan from his grandfather he buys his first own yacht, a Jeanneau Sun Odyssey 37.1, and develops special buy-charter programmes.

The time during the war and the collapse of Yugoslavia is also very difficult for Pitter. The unsettled clients, when making a booking, often don't know if they will be able to get to the mooring site of the boat. Pitter is very accommodating and refunds the entire charter fees when clients cancel a booking. This generous conduct goes down well with clients and Pitter is rewarded for this, many years to come.

1996. A new beginning after the war

Pitter Yachtcharter has accumulated 50 yachts with Nautic Adria. The mission

statement: „Best possible service and safety on all levels“ is created and implemented. Pitter commits to satisfying clients' wishes, a motto that is still held very high.

His interest in the yacht invest system never leaves Klaus Pitter and he presents his buy-charter concept to the former part owner and merchant of Bavaria, Josef Meltl at Chiemsee. Paul Huber, today general manager of Yachten Meltl at the Bavaria Yacht Centre South at Chiemsee, realised the immense potential in the buy-charter market and a close cooperation was formed, that still exists today. The present-day large fleet of Bavaria charter yachts is based on this constructive and sustainable cooperation of these two companies.

1997. As the war's aftermath slowly subsides, Pitter starts to see potential in the South of the Adriatic sea. In the original port of their very first own yacht in Biograd,



Two Companies, One Goal

Pitter Yachtcharter is Austria's and Croatia's leading charter business. With two PLCs in these two countries, 370 yachts are marketed on four own bases and ten partner bases, in Croatia, Turkey and Greece. The head-office of Pitter GmbH is in Hartberg, in Austria and belongs to Klaus Pitter. The Croatian Pitter d.o.o. belongs to him and his long-time partner Marin Katičin.

The renovation and extension of the office building in Hartberg during the summer of 2016 is the temporary summit of a long lasting corporate direction that the Pitter family have taken over the last 100 years. Klaus Pitter's great grandfather Michael was a merchant in Styria before the First World War. Grandfather Eduard opened a bicycle and sewing machine dealership just before the Second World War, which still exists today.

Klaus' father Gerald took over the business – a solid and ever growing enterprise, which experienced a boost 30 years ago, as sailing turned into an activity a broader mass of people wanted to do. Gerald Pitter was passionate about sailing and in the 70s even won the odd silver medal at regattas with his brother, sailing on Austrian lakes. That was the reason why his son Klaus spent a lot of time on Austrian lakes and at the sea from an early age.

At the beginning Klaus preferred windsurfing, but as soon as his father bought his first yacht, sailing took up first place. 1987 the charter business was started with a small Elan 33; after the war in Croatia the new business started to grow fast. Pitter turned into the renowned business it is today. 2001 Gerald Pitter retired, and Klaus Pitter took over and laid the foundation

for further expansion. With his partner Marin Katičin he founded a further PLC in Croatia, Pitter d.o.o. Service, tight client ties and solid, non-risqué growth are the fundament for the success of this family run charter business.

In 2017 Pitter Yachtcharter is one of Europe's four biggest providers. Klaus Pitter markets the 370 yachts and catamarans with a team of 13 in Hartberg and 65 people in Croatia.

The sewing machine dealership still exists and Klaus and his sister make sure it continues to run smoothly.

THEN. The father Gerald Pitter, who used to take part in Korsar regattas, explained the ins and outs of sewing machines to Klaus at an early age. Right: Gerald and Monika Pitter with their children Eva-Maria and Klaus.



HEADQUARTERS. The original headquarters Pitter GmbH in Hartberg/Styria was renovated and extended in the summer of 2016 to accord with the increasing requirements.



a new base is being created under the name Y&P Yachting. The old partner Nautic Adria wishes to stay in the North and separates.

1999. Laying the foundation

Klaus Pitter meets his partner and the future general manager of Pitter d.o.o. Marin Katičin. They get on like a house on fire right from the word go. Katičin takes over the technical lead of the base in Biograd.

So as to be able to use the potential, the growing charter market was offering, they opened up a booking agency for Jarušica Yachting in Murter. Under the helm of Željko Jerat, Jarušica became the first partner of Pitter Yachtcharter; a partnership that still exists up to this very day.

2001. The founding year of Pitter d.o.o. in Croatia

Due to differences with the management team of Y&P Yachting, Klaus Pitter decides to cut their ties. Klaus Pitter uses his inheritance to completely settle his debt with the owner, and starts to build the Croatian Pitter d.o.o. with Marin Katičin. Father Gerald retires completely, and leaves the business to the next generation.

Encouraged by Željko Jerat, Klaus re-invents the Kornati Cup. In May 2001 the Kornati Cup is organised by Pitter and its partners for the first time. In no time at all, the Kornati Cup becomes Austria's largest mass sport regatta. More information on Pitter organised regattas, see page 26.

From here on Pitter gathers speed. 2002 Pitter opens its base in Pula/Veruda. In the same year, Pitter's first website goes live.



2003. The first catamaran becomes part of the buy-charter programme that Pitter developed. Also, for the first time, 10 day chartering is part of Pitter's programme.

2004. The amendment, allowing charter only under the Croatian flag, finally passes, and is instated. Klaus Pitter and Marin Katičin were amongst the few who had prepared well for this new law in advance, while the competition had underestimated the early signs of these laws changing, and thus lost time and money, when the change eventually did happen.

Niva Yachtcharter in Split joins the charter partnership.

2005. 100 yachts at four bases

Pitter has 100 yachts in Croatia, moored in its bases Pula-Veruda, Biograd, Murter and

Split. The rented office space in Hartberg has become too small. In January the office is moved into the newly constructed building. The old paper booking charts, that have been used to double check the computer booking programme, are finally discarded. The Internet has made its mark.

2007. Pitter celebrates 20 years of chartering and turns its attention towards service on all levels. Clients can now arrive and leave Fridays, without stress and traffic jams. Wind and weather forecasts are now delivered via SMS to the board mobiles that were installed in 2006.

2008. After the bankruptcy of the cheap charter provider Blue Balu, quality and safety are made top priority in the charter

TEAM WORK. At the headquarters of Pitter in Hartberg; the „crew“ in front of a photo documenting Klaus' regatta passion. Front (from left): Judith Koch, Susi Deimling, Klaus Pitter, Gabi Haindl, Hans Ertl, Lisa Koderhold; 2. row (from left): Helga Fuchs, Sylvia Berner, Brigitte Gebhart, Sonja Bscheiden-Glatz, Sarah Putz, Barbara Österreich, Iris Hirschböck





BEGINNINGS. With an Elan 33 (2. picture from left) the Pitter family started their charter business in 1987. In 1993, Klaus Pitter (far left) bought a Jeanneau 37.1. with his grandfather's money. Together with Marin Katičin (left, in front of the wheel) he established the Croatian Pitter PLC in 2001. Today it looks after 4 bases in the Adriatic Sea

industry. Pitter, as one of the first, offers free client guarantee through the Yacht Pool warranty and extends its client service. The stress free Wednesday-Wednesday charter variation substitutes the Friday-Friday charter possibility.

2010. In Seget near Trogir a new base is opened; a further charter partner in Šibenik joins the partnership.

The quality rating system, Eumina, helps to further improve and rank quality.

2012. Expansion to 150 yachts

A large number of completely new yachts join the fleet, including 20 identical Bavaria Cruiser 40 S, the new standard for regattas. Pitter has now a portfolio of 150 yachts, including 20 catamarans.

2013. Free WIFI is installed on all yachts. The demand for exclusive yachts has grown, and Pitter's fleet sports more and more large and luxurious yachts and catamarans. The free-of-charge Pitter Yachtcharter App is launched.

2014. On the island of Murter, in Betina, a second charter base is opened and in Trogir Pitter moves into the ACI-Marina opposite the old town centre. By purchasing parts of the insolvency assets of Ecker Yachting, Pitter takes over the former Ecker bases Zadar/Croatia and Göcek/Turkey too. The base in Göcek is the start of the expansion into the Turkish Mediterranean Sea.

2015. Foundation of NauticAlliance

Klaus Pitter and his new Turkish partner Gena Yacht & Charter, found NauticAlliance; a platform that covers all areas in yacht dealership, charter and service. This boosts Pitter's image measurably and brings huge advantages for yacht investors and charter clients.

With the base in Šukošan a new partner joins and a new Turkish base is opened in Kas.

2016: Pitter Yachtcharter continues to expand into the Mediterranean Sea and the Aegean. In Greece Pitter markets the catamaran and monohull fleet of the charter partner Multihull. In Turkey the commercialisation of the large fleet of the new NauticAlliance partner Gena Yacht & Charter offers new ports of departure.

2017. The anniversary

In this anniversary year, 370 charter vessels are offered in Croatia, Greece and Turkey under the flag of Pitter. In Croatia alone, there are 41 new yachts (manufactured 2017). To cater to an ever growing demand, Pitter is expanding its Comfort-

Line with monohull yachts of 45 feet and catamarans, both with the option of skipper. In Croatia there will be a total of 58 cats stationed on the different bases in 2017. This line is specially targeting a clientele that has no or little sailing experience and wishes to enjoy a stress free holiday on a boat.

21 identical Bavaria Cruiser 41 S build the new one design class which will be used in all regatta events from now onwards.

A further focus this year is the expansion of NauticAlliance. This platform guarantees investors, that their yachts, bought through an NA partner, will be automatically integrated into a working system and managed by a competent charter management and service team.



Sailing as a Passion

KLAUS PITTER. The executive of one of Europe's major charter companies performs a balancing act: He is also a very successful regatta sailor.

Goals, that I have put my mind to, I will not lose sight of." He is referring to his attitude towards his job and not towards regattas. Since the responsibility has come to rest solely on his shoulders, since 2001, he has given all, travels back and forth between Croatia, Hartberg and trade shows. It is clear that to manage a company like Pitter one needs the gift of multi-tasking. So it is surprising to hear that there seems to be still time for Klaus to partake in regatta sailing himself.

From an early age Klaus learnt his entrepreneurial skills. For generations the Pitters have been business people. His father, Gerald, used to manage a small supermarket and a sewing machine shop. „From a very early age, my sister and I, were taught: No pain, no gain. I had to partake in our family business, it was family tradition“, Klaus remembers.

When he was nine years old, Klaus joined his father at various markets, selling sewing machines. He enjoyed this, and learnt to think like a business man and developed his talents within this field. This was also how young Klaus earned his pocket money. „Nothing has really changed, the circle has just expanded“, Klaus reflects, „I always love meeting new people.“

Klaus received a good commercially oriented education and then a fine mechanics apprenticeship was added to give him a good set of skills. Young Klaus was, as many of his age, full of drive. During summer he would spend every waking minute surfing on a lake near his home town, mountain biking, and in winter snowboarding, even

partaking in the odd official race.

On a racing snowboard he even managed to be one of the top Styrian Parallel Slalom racers. A wild and energetic boy.

When his father Gerald, bought his first yacht and started his charter business, Klaus was 20. That was when he first became interested in sailing. When he was 26, with the help of his grandfather, he managed to find enough money to buy his own yacht. It was 1993. What became of that is the reason for this magazine.

He has been tamed

Klaus Pitter is calm and considerate. He never overreacts and always looks for a consensus. „It does take a while, until I can open up, but then I am very resolute. When the lever is on „off“, then that was it.“ His biggest strength is his groundedness. Everybody appreciates this trait in him; sometimes he will be over lenient towards clients, will give more than is reasonable, and he is still learning to delegate. He loves working hard. „Despite certain hardship, I love my job, I am easily motivated, I never quit; our family doesn't quit!“ The energy for 80 hour working weeks he gets from loving what he is doing and from his family.

His wife Tina has his back. His children Yvonne, Susi and Lars all get their time with their father. This is made easier as the office is right next to their home.


Any weaknesses? His good nature sometimes goes too far. He also loves to indulge, sometimes too much, and that was the reason he had to deal with weight issues.

In the past years Klaus Pitter has shown incredible stamina, and has lost a considerable amount of weight with the help of a German weight-loss programme.

Sailing as a passion

Klaus Pitter is a late-bloomer when it comes to regattas. Only in the last 15 years has he started to take part in regattas on the Adriatic with a group of friends. „I love the competition. I even get to relax,“ Pitter says of himself, „our team works incredibly well. We are like a well-oiled machine.“ For someone who has not learnt from an early age, the road is rocky but things are looking up. What helps him is his consequent way of taking on problems head on and his solid preparation. Earlier he couldn't stop thinking of his business, nowadays he leaves his mobile on dry land and can concentrate for long periods of time, solely on sailing and racing. He gets worked up about mistakes and set-backs, but also forgets them very quickly. In 2016 he had to do this only once, as it was a tremendous year; he took first place three times, second place once. His victory at the National sailing championships was more than he could have hoped for.

Vision

Everything is on course, but there is no time to waste. Only he who strives continuously will be content. The charter platform, NauticAlliance, founded in 2015 offers further potential for development. Klaus Pitter does not lose sight of his goals! 



BACKBONE.

Klaus Pitter with his two children Susi and Lars and his wife Tina, who also helps him at the office.



„It does take a while, until I can open up, but then I am very resolute. When the lever is on „off“, then that was it.“

Pitter



UP TO DATE.

From the office, renovated and extended in 2016, the 370 yachts are managed and marketed.



HANS ERTL.

The Styrian heads the sales team, advises clients and plays an important role in the regatta organisation.



The Heart is in Hartberg

HEAD OFFICE. In the Southeast of Austria, in the beautiful region of Styria, the threads all run together in Pitter's headquarters.

The office building is situated above the town, surrounded by rolling hillsides. It was renovated and extended in the summer of 2016 to accord with the increasing requirements. Here in Hartberg is the booking centre for the 14 bases in Croatia, Turkey and Greece. Enquiries and booking requests for 370 yachts are processed with the help of modern software. Paper based booking charts have been part of history since 2005. Pitter Yachtcharter also operates as an agency for world-wide charter. Many regular customers want to find the service they are used to in the Mediterranean, at remote destinations, outside Pitter's main area.

The principal task for the 13 staff members, is the marketing of the fleet, the booking process, financial aspects and the constant interaction with Pitter d.o.o. in Croatia. All new ideas stem from here. The investment programme for the owner-buy and charter system, the marketing strategy or NauticAlliance were started here.

The team

Additionally to Klaus Pitter, there are the colleagues who, for many years, have helped make Pitter what it is today. Klaus Pitter's right hand is **Gabi Haindl**. She has been part of the company for 21 years and knows it inside out. The dynamic 50 year old advises Klaus Pitter in important decisions and takes over operational tasks. Her expertise is yacht investment.

For ten years now the skiing fanatic, **Hans Ertl**, has been head of sales, a client consultant and is an integral part of the organisation at regattas. This Styrian gentleman, who loves to care for his farmhouse in his free time, has become an

essential part of the Pitter company.

Known well for her involvement at regattas is **Susi Deimling**. She is responsible for the regattas on the Adriatic. Together with Hans Ertl, Lisa Koderhold and Iris Hirschböck, she carries out 4 regattas, the Kornati Cup being the largest of them with over 100 yachts partaking in the race. The very assertive 31 year old otherwise handles project management, like the development of NauticAlliance.

The rest of the team is a mixture of young and experienced people, who enjoy being part of this family run business. Klaus Pitter is lucky – he can count on his staff 100 %. This is a vital ingredient for success.



FACTS

- 13 staff, 350 m² office space
- 370 yachts, of which 73 catamarans; 14 bases in Croatia, Turkey, Greece
- Pitter Gesellschaft m.b.H., Raimund-Obendrauf-Straße 30, A-8230 Hartberg
- Tel.: +43 3332 66240, Monday to Friday 8–18 Uhr
- E-Mail: info@pitter-yachting.com
- www.pitter-yachting.com



GABI HAINDL has been with Pitter for 21 years and knows it inside out.



SUSI DEIMLING is responsible for the events in the Adriatic and is well known in the regatta scene.

The Man from the Island

MARIN KATIČIN. He speaks perfect German and is the Executive of Pitter in Croatia. He has been Klaus Pitter's congenial partner for 15 years.

No worries, we can do this!“, the slim, salt and pepper haired 40-something year old can be heard saying, when confronted with hurdles by his charter clients. He organises and delegates efficiently, contrary to what one might expect in Dalmatia. He learnt to pull his weight at an early age. He was born in 1967, on the island of Pašman in Tkon, a small village, opposite of Biograd. During his school years (specialising in electromechanics) he worked in his father's carpenter and boatbuilding workshop. In contrary to his brothers, he was not interested in books, he was interested in doing. In the late 80s he owned a small fishing gear shop, but at the start of the war in Croatia it was much harder to make a living. In the mid 90s a friend, a businessman from Germany who came to Croatia for sailing holidays, offered him a job in his company in Germany.

After this 18 month opportunity, Katičin returned as a mature 30 year old to Tkon. His knowledge about glassfiber reinforced plastics was of tremendous value. His knowledge and his hands on approach of working were beneficial when he met Klaus and Gerald Pitter in 1999, while they were reorganising their charter business in Biograd. The Pitters were convinced by Katičin's organisational and manual skills and hired him right there in 1999 to manage their base. There were no language barriers, which made the mainly Austrian charter clients very happy.

In 2001 the partnership intensified: Marin Katičin and Klaus Pitter founded the Croatian Pitter PLC and thus laid the corner stone for the ever developing and flourishing charter company.

Amo ća!

One of Katičin's weaknesses is his restlessness; this is positive as well, of course. Standstill is poison for him. His impatience and impulsiveness are not as fiery as they used to be, but he does not care to hang around and wait to address hurdles. „Amo ća“ Katičin says to himself or his staff, when he means to roll up his sleeves and get going (dalmatian dialect for „let's go!“).

Immensely important for the business is the network that Katičin has built for himself in this niche. This charismatic Dalmatian was always fair to everyone. „In the long run this pays off,“ he says. When the Pitter company has a technical problem, Katičin always finds someone who is eager to help – not common in such a contested market.

Marin Katičin commutes between Tkon and Biograd, a distance of 3 Km by boat. Three months per year he dedicates his time to his clients at the Pitter Base.

His wife Irena, with whom he has been happily married since 1998, and his sweet teenaged daughters, Lana and Matea, accept this way of life. „As the children were small, I could have needed a little more help...“ his wife smiles.

Running and diving, his passions, also don't happen often enough. So he compensates with Tai-Chi, which he uses to find spiritual and bodily relaxation.

On walks across his beloved island through olive tree plantations, with his dog Floki keeping him company, he can find the energy for his busy life. The charter business connects nations and cultures: „We should be able to understand each other“, he adds philosophically, but still his uttermost goal is the happiness of his charter clients, and he really means it.

„One of his weaknesses is his restlessness; this is positive as well, of course. Standstill is poison for him.“





FAMILY. Irena Katičin and the daughters Lana and Matea have accepted that his job has priority. Floki is always included.



At the Centre of the Adriatic

PITTER BASE BIOGRAD. The main base in the Marina Kornati is also the control centre of the Croatian Pitter PLC.

In Biograd, where the Pitter family first started their charter endeavours 30 years ago, is the Croatian heart of the business and the hub of the Pitter PLC. It is from here that Marin Katičin and his team, directs all other Pitter bases. Next to Biograd, there are Pitter d.o.o. bases in Pula-Veruda and Trogir. The cooperation with the 6 Pitter partner bases along the Adriatic, are also steered from here.

The north Dalmatian peninsular-shaped town with its quaint old town centre, water front promenade and long beaches, is a place with a long history. In the 11th century it was the seat of Croatian Kings. The northern part of the town is dominated by the extensive Marina Kornati, the exit point for cruises in to the Adriatic. Biograd is strategically placed: It is 18 Km away from the A1 motorway, 27 Km away from Zadar Airport and 110 Km away from Trogir, the Airport of Split. Middle Europe and CEE are about 6 hours by car away.

The destinations

Just around the corner are islands, a world of its own. One can choose the Kornati

Archipelago, a nature reserve, or if one goes north, there are the islands of Zadar; or sail towards Šibenik and the canyonesque river Krka? All are easily reached by family friendly sailing, as this estuary is well protected from heavy seas.

The Kornati islands have sparse vegetation, but it is this fact that draws sailors to this place in particular. Numerous, differ-

ent shaped islands lie one next to the other in the water and thus work as a natural barrier to the great open of the Adriatic sea. This isolation and the „back-to-nature feeling“ make this such a hot spot for real yachties. Due to the endless depths of the water, strong currents and the exposed location, the water here is of pristine quality. The Irish poet George Bernard Shaw wrote



THOSE TWO.

These two gentlemen are in command of the long Pitter jetty in the Marina Kornati (picture right). Ante Brzić (left), everybody calls him Bucu, is responsible for quality management and Marko Rudić, is the head of the technical department.



FACTS & SERVICE

Number of yachts 2017: 64, of which 11 catamarans; 32 to 56 feet

Largest model: Bavaria Cruiser 56

Service: „Bodul“, nautical shop of Pitter d.o.o. (in front of the marina)

Pitter d.o.o. is contractual partner of Raymarine and Bavaria and also service partner for Garmin, Eberspächer, Simrad, Selden, Volvo and Yanmar and offers in Biograd complete yacht service incl. electric maintenance for all brands.





„Due to the endless depths of the water, strong currents and the exposed location, the water here is of pristine quality.“



TEAMWORK. Marin Katičin (first row with sunglasses) und Klaus Pitter (2. from left), the executives of the Croatian Pitter d.o.o., surrounded by their base team at the Croatian headquarters in Biograd. Further Pitter bases are in Pula-Veruda and Trogir.

about these islands: „On the last day of creation, God desired to crown his work, and thus created the islands from tears, stars and his breath.“ There is not much more than water, cliffs and the daily breeze, but in many of the bays one can find excellent Konobas, as these restaurants are called. Fresh and wild fish is the speciality here.

In the North, in the archipelago in front of Zadar, there are quite a few islands that function as natural barriers. These offer a large sailing estuary with numerous bays to moor in – ideal for one's first cruise. Many prefer September, when the sea and climate is still warm, but the bays are already deserted. This estuary is varied; green and forested islands (Pašman or Ugljan) in contrast to bare rugged cliffs; where fishing villages and little ports invite you to stay; the historical sites and pulsating Zadar, with its grand old town centre.



STYLISH. There are larger yachts in Biograd, but none is more elegant than the new Bavaria Cruiser 51 „Style“.



The team

34 fully employed colleagues tend to the well fare of charter clients, from April to October, nearly 24 hours a day, in the southern part of the Marina Kornati in Biograd. During high season a cleaning team of 30 temp workers join the force, as Saturdays, at handover between 8 am and 3 pm, things must go quickly.

Irena Katičin, Marin's wife, has the responsibility for the entire office team. While, Željka Milivojević has been managing the operative side of things since 2005.

Men with extensive experience manage the long Pitter jetty. Marko Rudić has been involved since 2005; he is the „jetty manager“ and is responsible for the technical part. Ante „Bucu“ Brzić is always in a good mood; he is responsible for quality and is the first person to have contact with clients. He speaks German, English and Italian. He is a fabulous musician and singer.

He loves to entertain Pitter's regatta participants with his band.

The team in Biograd not only looks after its own charter yachts, but also cares for and service owner yachts. The main man in charge with this segment is Ivo Katičin, brother of Marin.

The yachts

There is a variety to choose from here: 64 yachts, of which 11 are catamarans, are moored in Biograd in 2017. The models go from 32 to 56 feet. The star of the fleet is not the largest, but the new Bavaria Cruiser 51 Style. „Style“ stands for the noble materials that have been used to refine the interior and a luxurious charter feeling. Notable are also the large bathing platform, the 4 cabins and also the generous owner suite situated in the front. A cool boat for cool clients.

LOOK HIM IN THE EYE.

The quality of fish you see in its eyes: If they are clear, brilliant and domed outwards, the fish is guaranteed to be fresh. Fresh fish like this you can get at the restaurant Opat on the island of Kornat (picture left). – The Caribbean flair of this bay, called Sakarun, is on the island of Dugi Otok.

A Contrast up in the North

PITTER BASE PULA-VERUDA. In between the Venetian-looking towns of Istria and the roughness of the Kvarners.

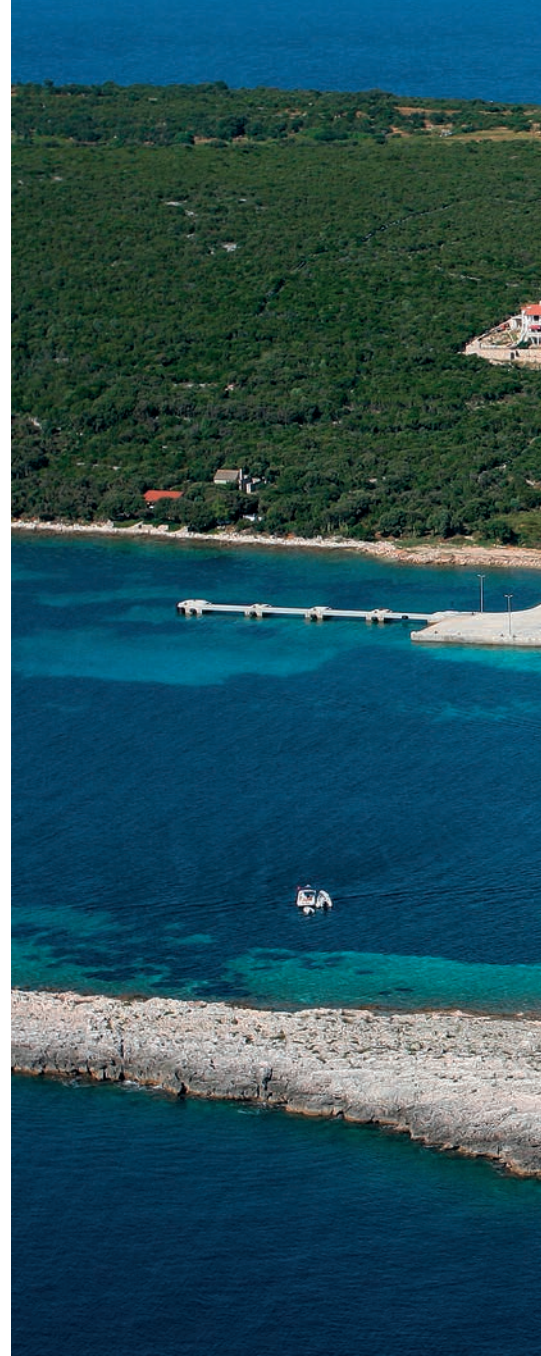
One Jahr year after having opened Pitter's base in Biograd in Croatia, a further base was opened in the Marina Veruda in 2002. Like the base in Trogir it belongs to the Pitter d.o.o. The yachts are moored at the edge of Pula, in a deep and well protected bay. The local airport is only 10 Km away. Using the motorway, which starts in Pula, one can reach Slovenia or the Italian border in only 2 hours. It takes a few minutes to reach the historical centre of Pula from Veruda. It has an imposing Roman amphitheatre.

It is 2000 years old, in perfect condition – and well worth a visit!

Those who wish to stay for a while, visit the old town centre and the newly opened swimming pool in the Marina Veruda, open to all charter guests.

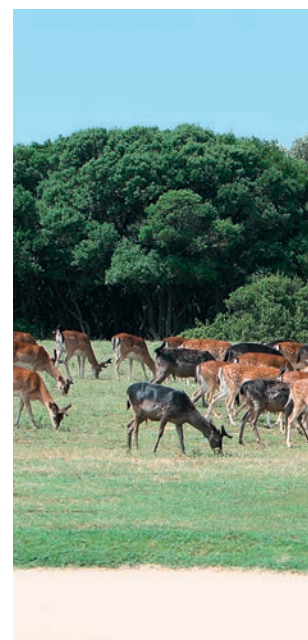
The destinations

Many charter clients turn south, but one ought not to forget the beautiful nature reserve of the Brioni Archipelago. During the time of the Romans, this group of islands was a sought after place, due to its



FACTS & SERVICE

- Number of yachts 2017: 41, of which are 4 catamarans; 30 to 56 feet
- Largest model: Bavaria Cruiser 56
- Service: Pitter d.o.o. is contractual partner of Raymarine and Bavaria and also service partner for Garmin, Eberspächer, Simrad, Selden, Volvo and Yanmar.
- For complicated technical work, assistance will be ordered from the main base in Biograd.





SHARP CONTRASTS.
 One should not miss the Venetian town of Rovinj in the North, with its mighty cathedral of St. Euphemia and the Brioni Archipelago where deer watch you play golf. The no-car town of Premuda (large picture), is also worth a visit, as it is a place for adventures.

location in between Venice and the Orient. Numerous ruins of Roman villas still can be found. It is quite remarkable what the Austrian business man Paul Kupelwieser did for these islands 120 years ago. They were covered by swampy marshland and were malaria infested. Kupelwieser had the main island cleaned up, imported plants and animals and created a wonderful park, which, for many years, was a meeting point for jet-setters. After the Second World War, Tito invited heads of states, actors and royalty to visit Brioni, to enjoy what Kupelwieser had left behind. The elegant and elitist charm is no longer, but the park with its flora (1600 year old olive tree!) and fauna (tame deer) are still awesome.

If one is on Brioni then it is not far to Rovinj. Its old town centre is shaped like a peninsula. Once you have enjoyed a champagne cocktail sundowner, sitting on the rocks at Valentino's, you will never want to leave.

The islands around Lošinj are wonderful, but is a real contrast to Brioni and Rovinj. Unije and Susak are remote islands, without cars, and one gets the feeling of them being out of this world. Car free places

EXPERIENCED.

Mile Mandić (middle) manages the Pitter base in the Marina Veruda, Mario Kapelari (left) is responsible for technical issues, and Miljenko Miličević is responsible for electric issues.



to visit are also Silba, not far from Premuda, which is well protected by cliffs. Mali Lošinj is a great place, and was a spa town many Austrians went to, 120 years ago.

The team

Mile Mandić is 34 years old and studied economics. He has been working in the charter industry for 10 years. Since 2009 he is the base manager for the most Northern of Pitter's Croatian bases. Mandić's right

hand man is Marko Butković, who also has been part of the team in Veruda since 2009.

There are ten people in the Pitter team in Veruda, not counting the cleaning personnel. Mario Kapelari and the electrician Miljenko Miličević provide the technical service. A fast dingy will bring necessary help to any customer who might need it.

The yachts

From the small Bavaria Cruiser 30 to the





THE POOL. The new pool in the elongated Marina Veruda is near the Pitter jetty. Enjoy a dip during waiting hours for check-in

imposing Cruiser 56er; there is a whole array to choose from, including four catamarans. One of which is the superb Nautitech 46 Open. This 14 meter, spacious cat was created for warm climates and has a large roofed cockpit, which seamlessly runs into the lounge area. On this boat there is an amazing ambience, ideal for Mediterranean evenings and it offers shade when the sun is too hot. Luxurious sailing for up to 10 people.



„On the boat there is an amazing ambience, ideal for mediterranean evenings and it offers shade when the sun is too hot.“



FABULOUS. This is the best cat for sailing in warm regions. The large and roofed cockpit is the centre of the Nautitech 46. It can be closed and is rain and wind tight.



REMOTE. The bay Jorja, on the south coast of Šolta, only has space for a few yachts and only when the weather is nice – that is no disadvantage.

„Suddenly one is so far away from the noise of life. One is grateful to God that one may be here.“



DIOCLETIAN

was a Roman emperor who had a summer palace built during the 4th century. The town Split slowly was built up around the palace and morphed into its walls – breathtakingly beautiful.

Traces from Thousands of Years

PITTER BASE TROGIR. Double base in the south: Exit point for a cruise to the big islands and the old towns.

For a few years now, Pitter d.o.o. has bases in the middle of Dalmatia. These are in Trogir, on the island of Čiovo in the ACI-Marina as also in the neighbouring Marina SCT. Čiovo is connected via a bridge with the old town centre of Trogir. Trogir old town centre is an island. The international airport of Split is only 5 Km

away, and the motorway is only 20 Km by car. The magnificent old town centre of Trogir is a UNESCO world heritage site. This is an absolute must-see!

The destinations

South of Trogir the sailing estuary is surely one of the most incredible, world-wide.

Notable is the palace in Split that was built by the Roman emperor Diocletian during the 4th century. The town slowly morphed with the palace walls and this is truly incredible to see.

If the islands of Brač, Hvar or Korčula are part of the cruise one might want to avoid the loud but famous town Split and



FACTS & SERVICE

- Number of yachts 2017: 57, of which 15 are Catamarans; 32 to 56 feet
- Largest model: Bavaria Cruiser 56
- Service: Pitter d.o.o. is contractual partner of Raymarine and Bavaria and also service partner for Garmin, Eberspächer, Simrad, Selden, Volvo and Yanmar.
- For complicated technical work, assistance will be ordered from the main base in Biograd.

ON THE OTHER SIDE. Both Pitter bases in Trogir are opposite the old town centre, famous for its architecture and classified a UNESCO world heritage site.



LEO NOVAKOVIĆ has 15 years of experience and is the manager of the Pitter base in the Marina SCT.



ANA DEBAK from 2017 will manage the Pitter base in the ACI-Marina.



take course towards the many, beautiful and sheltered bays.

In this part of Dalmatia the sea is more open and the distances are further which some charter guests might prefer. One should not miss the island and town Hvar, which was famous for being a spa town in the 19th century under the Austrian monarchy, and has now turned into the „St. Tropez of the Adriatic“. Here it is important to see and be seen, which some might find desirable. Mooring spots are few and difficult to get during high season. During off season it is much easier to moor and visit the town. The contrast between the picturesque town of Hvar and the quiet Archipelago of the Pakleni Islands is very noticeable. Suddenly one is so far away from the noise of life. One is grateful to God that one may be here.

If one has time one can go further south, to visit the wonderful Korčula and the remote islands of Lastovo or Mljet. The highlight is Dubrovnik, were Bernard Shaw found „Heaven on Earth“ in 1929. The old town centre is surrounded by a massive walls. On the inside there are numerous cultural and architectural sights that give this town the feeling of being one great museum.

The team

A multilingual group of 17 people are responsible for keeping the two neighbouring bases going. Leo Novaković was born in Germany and knows all about regattas. He has been working in the charter industry for 15 years and for Pitter since 2013. In 2017 he is taking over the lead in the Marina SCT, while Ana Debak will be responsible for the base in the ACI-Marina. Both have been in this line of work for 15 years and speak Croatian, English and German.

To top that, there is Ivana Palada who also speaks Dutch. She is always in a good mood and likes to infect others with it too. She studied economics and knows how to organise the cleaning staff in the SCT-Marina, while the Italian speaking Barbara Šalov does the same at the ACI-Marina.

The yachts

In Trogir most of the Bavaria cruiser models can be found, from 32 to 56 feet and most of them recently built models. There are 15 cats, including the infamous Nautitech 46 Fly and Lagoon 450. Remarkable are the two 17 meter Bavaria Cruiser 56 types, with teak decking and with 5 double cabins, plus skipper cabin in the front. These 18 ton, 110 horse power yachts, are still very easy to handle and offer luxury and comfort.



LUČICE. On the way to Hvar (in the background) on the island of Brač, the bay Lučice with numerous buoys (to rent) and two restaurants.



BAVARIA CRUISER 56.
Top notch: 17 meters of luxury, teak deck, five double cabins. For a skipper there is a small cabin in the front.

Sport and Fun

REGATTAS. From the mass sport event Kornati Cup to the hardcore long distance event The Race: Pitter Yachtcharter offers something for everyone.

Zeljko Jerat, charter partner of Klaus Pitter, originally had the idea to name the mother of all sailing regattas, the Kornati Cup. This is an Adriatic sailing regatta, which was called Murter Kornati Cup between 1985 and 1992 and which was famous in Austria and Croatia. In 2001 Klaus Pitter redesigned it, called it Kornati Cup. This was a fresh start, and it „exploded“ in the following years, growing exponentially and inspiring Klaus Pitter to create further regattas that can be sailed using charter yachts. The Kornati Cup has become one of the most prominent Adriatic regattas. In 2005, 99 yachts were partaking, in 2008 there were a nearly unmanageable 112; this being the reason why since 2009 the number of participating boats has been limited to 100. It is hardly possible to logistically handle more than 650 sailors. Unbelievable: In 2016, the participants came from 19 different nations!

The reasons for its popularity, are the great mixture of short and middle distances, which take sailors through the Archipelago of the Kornati islands. Adventure, vibe and atmosphere, is what

you get on these islands. The Kornati Cup is famous well beyond the German and Croatian speaking zone and is the showcase for the Pitter business. Susi Deimling and her regatta organisation team, deal with this monster project every year, and very successfully too!

This event is present in – it's own – press as well. The Kornati Cup Revue is a 12 page daily magazine that is produced on sight. A short film is also made during this time.



Kornati Cup, present in the press: daily, 12 page reviews

In the first years sailing was always without spinnaker, then Klaus Pitter acted as pioneer, and introduced one design sailing and sailing with spinnaker. Pitter also stood for the replacement of the inadequate yardstick handicap system. The international ORC club standard is now part of all Pitter regattas.

Since 2013, 20 Bavaria Cruiser 40 S with Spi are part of the regattas. This fleet will be coming to Split in 2017, while in Biograd there will be 21 new models of the type Bavaria Cruiser 41 S – one-design-sailing at its best!

The social and fun aspects are of course also very important, even during sporting

events like the Business Cup in May. This event was started back in 2011 and is the perfect symbiosis of sailing and business, due to the short racing stretches. „This combination is a recipe for success that does not fail“, explains Klaus Pitter.

Hardcore in autumn

In autumn things get a little wilder. First of all, there are the International Offshore Championships with the Austrian Sailing Federation, in one design sailing. The prize is the title of the national champion. As with all Pitter regattas there is also one class without Spi, for the smaller or lesser experienced crews.

Those who like to watch the sun rise, there are the mid-range regattas, Offshore Challenge and the Croatia Coast Cup. These are one week events, which start in Biograd and end up 100 or 150 miles away, and return in a second stage. This calls for team spirit and resilience.

A special challenge is the newest event signed by Pitter; The Race – 1000 miles, which was started in 2015. This was a long range regatta, from Biograd non-stop to Lefkas in Greece, and in a second stage back to Biograd. This is not for the faint hearted; sailing with the spinnaker during the night, at 30 knots of wind. The next The Race will be taking place in 2018, with the stage goal being Venice!



	KORNATI CUP	BUSINESS CUP	AUSTRIAN OFFSHORE-CHAMPIONSHIPS
Characteristic	Largest Adriatic charter regatta, short- and mid-range	Short range classic reach (plus 1 mid-range)	High level sporty event
Since	First time in 2001	First time in 1994; Pitter since 2011	First time in 2006, Pitter since 2009 (together with OeSV)
Dates	End April/Beginning May	Middle/End May	Beginning October
Place	Biograd – Kornati Archipelago	Biograd	Biograd
Number of yachts	(limited): 100	(approx.): 45	(approx.): 35



SOMETHING FOR EVERYONE.

The event Kornati Cup takes one through the Kornati Archipelago (top); in the National Off-shore Championships the one design race is for gold, silver and bronze (left); similar is the sporty Business Cup (spinnaker picture), and the long range regattas call for navigational skills.

Left is the Bavaria Cruiser 41 S, which is the one design class for 2017.



FOTOS: GOTSCHIM, SCHMIDLEITNER/SPORT CONSULT, PITTER

Link to all Pitter regatta events: www.kornaticup.at

CROATIA COAST CUP

Long range regatta, 2 stages,
2 short ranges, approx. 220 Nm
First time in 2011 (2013/2016)

October
Biograd, variable goals
(approx.): 42

OFFSHORE CHALLENGE

Long range regatta, 2 stages,
approx. 300 Nm
First time in 2008 (2010/2012)

October
Biograd – Dubrovnik – Biograd
(approx.): 50

THE RACE – 1000 MILES

Ultimate long range challenge,
2 stages, total approx. 1000 Nm
First time in 2015, next event 2018

End October
2018: Biograd – Venedig – Biograd
(approx.): 40

All Pitter regattas can be sailed with charter- and owner yachts; certain limitations do exist for pure racers. Evaluation under ORC Club.

The Charter Partners

PITTER PARTNERS. Pitter has four own bases and six partner bases in Croatia, which offer Pitter Yachtcharter programmes. Further three partners are in Greece and Turkey.

The programme offered by the four Pitter bases in Biograd, Pula-Veruda and the twin base Trogir in Croatia also cooperate with five companies that are situated between Zadar and Split. All bases are easily reached by car, also the one on the island of Murter. The yachts of these companies, Jarušica (Betina, Jezera), Niva (Split), Adventure (Sukošan), Prosper (Zadar) and

Mare Yachting (Šibenik), are bookable via the Pitter booking programme.

Two of the other companies, Gena and Sail with Friends, offer chartered sailing along the south coast of Turkey from Turgutreis near Bodrum and from Göcek another three exit points. The Greek partner Multihull Yachting operates from Lavrion near Athens.



Jarušica

PARTNER BASES BETINA & JEZERA. Željko Jerat, charter legend from the island of Murter, is Klaus Pitter's oldest partner.

Željko Jerat and Murter, they are inseparable and most German speaking charter guests know this. The 60 year old was already famous in the charter industry in the 80s and founded his own charter company called Jarušica, which means „young olive tree“. Klaus Pitter became his partner in 1999 and has since been a reliable force to be reckoned with on the island of Murter. Jerat was the one who put the idea in Klaus Pitter's head, to redesign

the Kornati Cup. This regatta soon „exploded“ and has since become a prominent fixture in the Austrian charter yacht regatta world. (More on page 26). Jarušica manages two bases on the island, which is connected via a bridge with the mainland, in the north west in Betina and in the south east in Jezera. The main town Murter, in former times also a base of Jarušica's, is not far from Betina and is known for its fabulous food. Starting with the legendary Tic Tac to the

elegant Fabro and the charming Račić by Gianni Kozulić – go and try them all!

Jarušica & Jerat is a Kornati specialist and often organises tuna fishing expeditions (big game fishing) during the off season, or offers alternative holidays in the small village of Vruļje on the island of Kornat. Fish for Squid, pick Olives or just let your mind wander.

The destinations

The island of Murter is the gate way to the Kornati islands, a unique archipelago. It is nature that fascinates here, and it is not further away than 8 Nm. If one prefers to go south, one can stop in Tribuni, whose old town centre is situated on an island with a bridge. Over the last years this newly discovered beauty has become quite a destination, sporting nice bars and restaurants to enjoy a sun downer at the end of the pier. From here it is not far to Šibenik and into the canyon of the Krka.

The famous water falls of the river are a real sight to see, which one could also go and see by car.

The team

„Here every body is important“, Željko Jerat says, when he is talking about his 25 staff. He can fully rely on them; most have been with him for many years. Ante Turčinov, 28, is the base manager at Betina and has

ŽELJKO JERAT.

Knows the charter industry in Croatia like no one else. He is Pitter's oldest partner and is also responsible for the Kornati Cup.



FACTS & SERVICE

- Number of yachts 2017 (Betina and Jezera): 40, of which are 3 Catamarans and 6 motoryachts; 30 to 50 feet
- Largest model: Beneteau Sense 50 (Jezera), Bavaria Cruiser 50 (Betina)
- Service: own equipment shop in the Marina Betina; main agent for Mastervolt, merchant for Raymarine, Sidepower, Exturn, Webasto; specialised on electric-, glass fibre plastic- und wood-repairs; alternative holidays in the Kornati, big game fishing



There is not much more than water, cliffs and the daily breeze in the Kornati, but there are wonderful restaurants in many bays, konobas as they are called in Dalmatia.“

been helping Jarušica since the age of 14. Draženka Mudronja has been with him since 2000. Today she manages the store in Jezera. Kristina Ježina was born in Germany and manages the supply shop in Betina. Nearly all of them speak English or German; Draženka also speaks Italian.

The yachts

Jarušica charts sailing and motor yachts. The pride of the fleet is the Beneteau Sense 50. It has an innovative layout, an especially generous cockpit and a one-level passage in to the lounge area, which is great for families.



BIG BOAT. Top model at Jarušica is the Beneteau yacht Sense 50.



MUST SEE. Two hot spots, one cannot miss. Tribunj (top) a picturesque spot near Murter, while Ravni Žakan (large picture) is great for a first stop in the Kornati area.

WORKING TOGETHER.

Draženka Mudronja (middle) organises „her“ team in Jezera (left picture), while Kristina Ježina (right picture) runs the shop in Betina. Next to her Betina boss Ante Turčinov.



Niva Charter

PARTNER BASE SPLIT. The gate-way to the South in the Dalmatian metropolis

Niva was founded 1992 by the Dalmatian Tomislav Akrap. Since 2003 he joined the charter industry and since 2004 he has been a partner of Pitter Yachtcharter. The base is in the ACI-Marina in the large port of the town of Split, and is thus the most southern Pitter base in Croatia. It is not far to the colossal palace of Diocletian,

which practically enfolds the entire centre of the old town. This site dates back to the 4th century and is must-see. One must go and see this historic edifice before one continues on to the southern islands Brač, Hvar or Korčula.

In 2017 the company will be taken over by Nikola, Akrap's 39 year old son. He is a

FACTS & SERVICE

- Number of yachts 2017: 21, of which 4 Catamarans; 31 to 56 feet
- Largest model: Bavaria Cruiser 56
- Service: in cooperation with specialised companies all service and maintenance

successful star regatta racer who used to be in the Croatian national sailing team. This family run business has 13 staff. Petra Akrap organises the cleaning team, Snježana Buljać is the receptionist. In 2017 Niva will be mooring 15 Bavaria Cruiser 40 S, which have previously been part of the one-design regatta fleet in Biograd.



TOMISLAV AKRAP will be handing the running of his company over to his son Nikola (right picture, on the far-right) in 2017.



The Niva team is experienced. Niva was founded in 1992, is part of the charter industry since 2003 and since 2004 a partner of Pitter Yachtcharter.

Mare Yachting

PARTNER BASE ŠIBENIK. In the D-Marin Mandalina

On a former industrial estate in the Dalmatian port town of Šibenik is the spacious site that belongs to the Dogus group. Its development started a decade ago. In the lower part of the river Krka lies the marina, perfectly sheltered, away from the open sea, only reachable through a small canal. Many super yachts moor here. Andreas and Lana Schinner have been operating their base with 10 staff since 2010. They started their charter business in 2006. Mare Yachting have specialised in catamaran charter. Their fleet of catamarans is extensive.

Andreas Schinner was a former car mechanic in Germany, electrician and has sailed around the world. He knows what it takes, also technically. Josko Kulušić, a successful regatta sailor, manages the technical service side of things.

FACTS & SERVICE

- Number of yachts 2017: 37, of which are 22 Catamarans and 6 motoryachts, 30 to 53 feet
- Largest model: Jeanneau 53
- Service: Merchant for Raymarine, Webasto, Efoy, Plastimo etc.; glass fibre plastic and wood - maintenance, electric- and motor service; care for owner yachts

Team Mare: Andreas and Lana Schinner (middle) have been in the charter business since 2006.



Adventure

PARTNER BASE SUKOŠAN.

The vast Marina Dalmacija, south of Zadar, belongs now to the Turkish Dogus group and is called D-Marin. The company Adventure, created in 2015, operates this partner base. Miro Medić leads a small and invested team of 7 staff. Maja Skočić is the front woman. 33 yachts, one of which is a motor boat, are in the programme; nice quality, quite well equipped, and excellent price-quality ratio.

FACTS & SERVICE

- Number of yachts 2017: 33, of which 1 motoryacht; 32 to 51 feet
- Largest model: Bavaria Cruiser 51



SPLIT. A must-do: a stroll to the palace of Diocletian (behind the palm trees), then sail from the Niva base in the ACI-Marina (far right) to the hot spots on Hvar or Korčula.

Charter Prosper Yachting

In the D-Marin Dalmacija

PARTNER BASE ZADAR. The marina in the middle of town



Adventure Charter was founded in 2015. The team around Miro Medić operates the partner base Sukošan.

There is no better protected marina in the entire Mediterranean than the one in the port of Zadar. The marina Tankercomerc is nestled in street canyons, within the large and closed port of Zadar. Even during stormy weather, mooring is child's play. This special location has the advantage of being in close proximity to the impressive old town centre of Zadar. It is well known for its pulsating night life and its numerous cultural sites and monuments. Don't miss this.

Njegomir Bjelić leads a small team, which operates 19 yachts, including the cat Lavezzi 40.

FACTS & SERVICE

Number of yachts: 19, of which 1 Catamaran; 33 to 49 feet

Largest model: Bavaria 49



Njegomir Bjelić (glasses) and his team operate the partner base in Zadar.

Gena Yacht & Charter

PARTNER BASES TURGUTREIS & GÖCEK VILLAGE PORT.

At the edge of the southern Aegean and the Mediterranean

Gül and Taner Gümüş manage their company Gena Yacht & Charter. They are official partners of Bavaria Yachts and have been selling, servicing and chartering yachts since 1995. Since 2015 Gena has been NauticAlliance partner of Pitter – a strate-

gic partnership which offers advantages to yacht investors and charter clients. Gül and Taner Gümüş used to live in Germany, operate their business successfully and have very high standards.

Gena operates two Pitter partner bases on

the southern Turkish coast. The base in Turgutreis lies near Bodrum on the Aegean in the very pretty D-Marin. There is also a swimming pool and a variety of restaurants all along the marina. The lively old town centre is directly behind the entrance, with its numerous shops.

From here one can easily reach the Greek islands: In the south the Dodekanes right up to Rhodes or sail to the Cyclades, it depends what one wants. One must know, the strong Meltemi wind is the ruler here, reaching up to 8 Beaufort. This is an estuary for sailors of strong winds, and not the ideal place for skinny dipping, like along the south coast. For family sailing it might be better to go east, to the gulf of Gökova, 50 Nm away, where the Meltemi loses its strength. At the end of the gulf there are idyllic bays, „behind the seven islands“ (Yedi Adalari).

The second Gena-Pitter base is, starting from 2017, in the Marina Village Port in Göcek; read more about the sailing estuary in Göcek in the article „Sail with Friends“ (right side).



ENJOY strong sailing winds? Then exit from the Gena base in the pretty town of Turgutreis (right) – the Meltemi is the ruler of the Aegean in summer! If one wishes a relaxing cruise, exit from Göcek (top, Village Port) to the incredible gulf of Fethiye.



Gül and Taner Gümüş, owners of Gena Yacht & Charter, founded NauticAlliance together with Klaus Pitter.

FACTS

Number of yachts 2017:
Turgutreis: 8; 33 to 56 feet;
Göcek Village Port: 10, of which is 1 Kat, 40 to 55 feet

Largest model: Bavaria Cruiser 56



Sail with Friends

PARTNER BASE GÖCEK D-MARIN.

The most beautiful gulf in the Mediterranean

In the north western part of the most beautiful gulf of the Mediterranean is the picturesque town of Göcek, with its wonderful D-Marin. 52 year old Volkan Ahmet Ceylan, born in Germany, and his wife Judith have been managing the base Sail with Friends for the past 12 years. In 2015 they became partners of Pitter Yachtcharter. Volkan and his wife speak German and English. Both the yacht caretakers, Ekrem Zengin and Serkan İçöz, speak English and German, an important aspect in Turkey.

Sailing with friends: The team of Judith und Volkan Ceylan (standing, middle and right).



Volkan has been in the charter business for 20 years and manages 18 yachts with his team of five. Judith manages the office and organises the charter side of things. The business also offers after-sales service and maintenance for private yachts.

Exit from Göcek and one's options are endless: This is the edge of the 15 Nm broad gulf of Fethiye, which has numerous bays to choose from. The vegetation is impressive, the forests reach the water's edge and at every corner there is a restaurant. What a wonderful place to dive with turtles. The water temperature is warm right into autumn. One could also sail along the Lycian coast and follow the traces of the past; historical sites galore.

FACTS

Number of yachts 2017:
18, of which are 3 Kats; 32 to 53 feet

Largest models: Jeanneau 53 and
Lagoon 500 (bareboat)

Thirty
YEARS



UNFORGETTABLE. In the gulf of Fethiye there are more turtles than yachts. Big picture: in the idyllic Wall Bay.



LAGOON 560. The top of the range at Multihull Yachting exclusively only with skipper, chef and hostess. (Right) The Olympic Marina, the perfect exit point for any cruise in to the Cyclades.




Multihull Yachting

PARTNER BASE LAVRION. Comfortable sailing with large yachts and not far from Athens.

Multihull Yachting Greece has its base in the private Olympic Marina, which is strategically based: the airport of Athens is a 30 minute car ride away. Athens' centre is 50 minutes by car. Kea, the first island of the Cyclades, is only 17 Nm away. From there one might want to cruise amongst the islands, visit the jet-set islands of Mykonos and Naxos and then on to the volcanic island of Santorin. The



wind can be very strong in this area, so the catamaran is the best boat to cruise on, including crew if one wishes to go all out. The mighty Lagoon 560 is offered only including the skipper, chef and hostess, which makes this experience truly luxurious. The largest monohull boat, a Hanse 54, is also on offer with crew only. For the less experienced, smaller vessels with a deck hand, a co-skipper,

or a hostess or chef can be chartered. Multihull Yachting was founded in 2001, and has been located in Lavrion since 2014.

Vasilis Podiadis has a team of 12 people, and in the high season he adds a few more. The base is also a service point for Lagoon owners and is also a permanent Lagoon show „room“ for models ranging from 38 to 63 feet. 



FACTS

-  Number of yachts 2017: 23, of which are 10 cats; 33 to 56/63 feet;
-  Largest models: Lagoon 560 (only with Crew), Lagoon motor cat 630

MULTIHULL YACHTING

was founded in 2001 and located in Lavrion near Athens.

Convincing Arguments

ADDITIONAL VALUE. Charter is not charter: Pitter offers an extraordinary programme in three countries.

High Flexibility

- Short charter.** Special offers for short holidays (Croatia).
- 10-day-charter.** A week is too short, two are too long.
- Wednesday-Wednesday charter.** Possible in Croatia, starting from Pula-Veruda, Zadar, Biograd, Murter or Trogir.
- One-Way.** Ideal in Turkey: sail with the Meltemi to the east.
- Charter world-wide.** The Pitter agency offers charter sailing in all areas, world-wide.

Quality & Safety

- Equipment level.** Croatia: 40 yachts built 2017; WIFI, dinghy and the final clean are included in the price for charter.
- Secure down payment.** Pitter charter clients receive a certificate made out by the German insurance company Yacht-Pool, with the amount of the down payment, in case of an unlikely insolvency of the business.
- Skipper.** If you want a stress free time: sail with a skipper, who knows all the best places and restaurants. This is possible from virtually any exit point.
- Skipper training.** In Croatia, Pitter offers intensive skipper courses, for monohull yachts and catamarans.
- Strict guidelines.** The four Pitter bases in Croatia carry the NauticAlliance label for highest quality standards.



NauticAlliance

Strategic partnership between Pitter and Gena Yacht & Charter: Cross-national charter platform, composed of yacht dealers, service and charter businesses. Advantages for investors: Yacht buyers can rely on the fact that their boat will be integrated directly into a well-functioning system, marketed by a competent charter company and serviced and maintained by specialists – solid return on invest guaranteed. Advantages for end customers: consistent high quality at any NA partner.

Yacht Invest

Yacht owner programme with approved and secure buy-charter system; owner realises the dream of owning a yacht: charter revenue covers the running costs.



In one boat:
Marin Katičin & Klaus Pitter