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**Welcome to the August edition of the North South Yachting newsletter.**

With the recent glorious weather, Pittwater and Sydney Harbour were awash with boats making the most of recent summery conditions. This is what it's all about!

If you were one of the many people looking wistfully out at this thriving community then it's time to talk to North South Yachting so we can help you realise your dream and get you on the water. With options for new **Bavaria and X-Yachts** as well as **good quality used boats** in a multitude of sizes and prices, North South Yachting is perfectly placed to help you through the buying process.

If you are thinking of selling or looking to upgrade then **now is the time to get your current boat on the market**. With a positive Sydney Boat Show and **enquiries increasing by the day**, it's the right time to expose your yacht to a hungry market.

Speaking of enjoying your yacht, read on for news of the forthcoming **Bavaria and X-Yachts Sydney Harbour Regatta**. The annual event will be held at Middle Harbour Yacht Club on Oct 2. While the racing is tight, it's all about a **fun day on the water** with like-minded owners all wrapped-up with a BBQ on the beach.

Sydney Boat Show was a great success this year and in particular, **Syndicate enquiries saw a marked increase**. Progress has been made on several models and you can read more about **owning a share in a Bavaria Syndicate** below.

The **50% Government Investment Allowance** is still in effect and there are one or two charter yacht fleet spaces available in the Whitsundays, Pittwater and Sydney Harbour so read on to **learn how you can take advantage through charter yacht ownership**.

Hamilton Island Race Week begins this weekend with many Bavaria's and X-Yachts taking part. Good luck to those of you heading up to the Whitsundays to participate.

And finally, find out about Pete Wilson of Smart Sail and his **Bavaria 39 Cruiser** who will be participating in the **Around Australia Ocean Yacht Race and Rally** in 2011.

We look forward to seeing you on the water.

North South Yachting



### **Bavaria and X-Yachts Sydney Harbour Regatta – 02 October 2009**

North South Yachting has announced the date for the annual Bavaria and X-Yachts Sydney Harbour Regatta. This year it will be held at Middle Harbour Yacht Club on Friday October 2 with racing during the day and prize giving and barbeque on the beach at the club afterwards.

Always a fun event, the racing will be split into two divisions: Racing and Cruising. Racing division will feature X-Yachts and Bavaria Match Series yachts and will involve two races and the use of spinnakers. The Cruising division will be split into two tiers based on size and will involve one longer race around the Harbour.

If you are not Harbour based, it's probably worth contacting MHYC or Ferguson's Marina in advance to ensure you can get a berth for the event.

Notice of Race is being finalised and will be sent out to all owners next week but to register your interest, please contact Melanie Major:  
[melanie@northsouthyachting.com.au](mailto:melanie@northsouthyachting.com.au).



**Last chance for boat show deals – offer closing on August 24.**

North South Yachting Sydney Boat Show special offers are due to close on Aug 24. Hurry to take advantage of the exceptional pricing on all Bavaria models. With savings ranging from \$5000 to \$35,000 this is a chance not to be missed.

Call North South Yachting now on 02 9998 9600.



### **Sydney Boat Show Round-up.**

The 2009 Sydney International Boat Show was a huge success. With more visitors than 2008 and perfect weather, the North South Yachting stand was packed throughout the show. In particular the new Bavaria 35 Cruiser was a resounding sensation, widely received as *the* yacht of the show. With such a high quality of interior finish in the new stylish design and class leading light and ventilation, boat buyers made repeated visits to the stunning new model.

The Bavaria 40 continued to demonstrate Bavaria's superior quality while the X-43 led the way in the high-end performance cruiser models on display.

Thanks to all of you who took the time to visit us and the yachts and we look forward to welcoming many of you to the Bavaria and X-Yacht family in the near future.

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**Yacht Charter Investment – 50% investment allowance still available but time and fleet spaces running out.**

The Government stimulus package is still in effect with the 50% Investment Allowance for small businesses available up to Dec 31 2009. With a correctly structured business plan, you can own a new charter yacht and may be able to claim this benefit.

With a few fleet spaces remaining in The Whitsundays, Pittwater and Sydney Harbour, it's a golden opportunity to have your dream yacht while enjoying the many additional benefits for charter ownership, such-as: no monthly overheads, access to your yacht in a superb location, tax benefits through depreciation, full-time professional maintenance and more.



For more information, contact Jamie Millar. [jamie@bavariayachts.com.au](mailto:jamie@bavariayachts.com.au) | 02 9998 9600



**Yacht Share with Bavaria Syndication**

North South Yachting is currently syndicating our demonstrator Bavaria 43 Cruiser. Featuring an extensive inventory, this yacht is priced at a significant discount to the current new yacht pricing. Fifth shares are available for \$76,000 and full Syndicate details can be obtained from Mel at our head office

[melanie@northsouthyachting.com.au](mailto:melanie@northsouthyachting.com.au)).

We are also syndicating a new 34 Cruiser and 38 Cruiser here at Pittwater as well as a new 38 Cruiser in conjunction with Boat Syndicates International at Spit Bridge in Sydney Harbour.

If you are interested in learning more about Bavaria Syndicates or would like to make an expression of interest in any of the available shares above please don't hesitate to contact us.

T – 02 9998 9600 | [info@northsouthyachting.com.au](mailto:info@northsouthyachting.com.au)



### ***On the Edge - Brokerage news with Tom Edgington.***

*Brokerage – Sydney boat show round up*

*What was on offer?*

Once again, a display of quality used yachts at the Sydney Show has allowed NSY to capture a number of excellent leads on many of our current listings, with test sails already completed and the expectation of a

number of sales being concluded over the coming weeks.

*Why does it work?*

The advantage of the Brokerage Show display was there to see – public numbers hit 71,000 during the 5 day event, 1000 up from last year despite the 2009 show being a day shorter, and providing a healthy outlook for the season ahead. The display generated a fantastic response – it was fascinating to see the seasoned brokerage buyer “zone in” on the display without giving the new yachts a second glance, whilst it provided potential new boat buyers an excellent comparison to support the residual values against the new models.

*The season awaits new listings.....!*

NSY have taken away well over 200 leads from the Sydney Show, all qualified customers with a keen interest to move into a modern production yacht. Many will develop their interest in the new range of Bavaria and X-Yachts – however, it is inevitable that as budgets are assessed and the decision to purchase is made, a high percentage of these customers will look to the second hand market to realize their yachting dreams. All of NSY's current listings are experiencing excellent interest with the number of viewings accelerating as spring starts to creep into buyer's minds.

So, if you are considering the sale of your yacht, our National Brokerage Manager Tom Edgington will be more than happy to discuss the NSY advantage, offer valuation and market advice, and discuss why now may be the best time to present your current vessel to the buying fraternity.

*New Listings*

### **Bavaria 50 Vision \$490,000**

STOP THE PRESS! The first of Bavaria's stunning flagship Deck Saloon yachts to enter the second hand market. Fully loaded with all the options, to include electric winches, high-tech sail sets, generator and top end electronics, this sought after model is now available with little more than 200 hours to her name.

### **Bavaria 38 \$229,000** - fresh on the market, call for full spec

Superb 2004 model, fastidiously maintained with all the goodies - lead keel, 55hp engine and upgraded autopilot to name but a few of the extras. Feel the love.....

### **Adams 36 \$105,000**

Renowned performance and sea-keeping combined with an excellent cruising layout – this well presented Adams 36 offers an excellent opportunity to move into a professionally finished GRP version marketed to reflect the owners desire to move into a new yacht. Now lying at Pittwater and available for immediate viewing.

*Price reductions*

### **Jeanneau 39i \$265,000**

Absolutely immaculate 2007 model offered in the highly desired two cabin configuration, offering a huge head with separate shower, phenomenal galley space and excellent headroom. With little more than 100 hours on the engine and an electronics package worth approximately \$25,000 on its own, this yacht should not be passed by anyone considering a new yacht purchase. Full specifications available at

<http://www.northsouthyachting.com.au/used.php?page=nonbavs> , or call Tom Edgington on 02 9998 9600 to discuss your requirements further.



**Around Australia Race and Rally – by Peter Wilson (Smart Sailing School)**

I was speaking to a fellow Coastal Cruising Club of Australia member recently and he advised me of a Race and Rally that was happening in 2011: Around Australia Race and Rally.

Many of us want to cruise the coast and get more sea miles under our boats and belts, enjoy the breeze in our hair and the invigorating salt air in our lungs, not to mention the whales, scenery and the cruising friends you will make on your voyage. This is the perfect way to do all of that and in the company of likeminded sailors who are part of the fantastic sailing community here in Australia.

I was intending to sail north in 2011 and can't think of a better way to do it. I have reserved my slot for the Around Australia Rally for only \$100.00. If you then decide not to go you have not broken the bank. As I write, I believe that in the first seven weeks there are 45 yachts in the race fleet (3-4 months) and 66 yachts in the rally division (12-14 months). You can join and leave the rally anywhere around Australia. Whether you wish to go as far as the Whitsundays, Cairns, Broome or all the way around, you can choose to do as much or as little as suits you, your time and your experience.

There is no limit on the size of the boat as I understand, but one must be sensible as to the minimum length. I have a Bavaria 39, (three cabin, two head over 3 years old) and over the next period of time till the rally starts I will be preparing a little at a time. I currently use my Bavaria for sail training so she's reasonably well decked out but there are a few more things I think I'll need before heading off.

For anyone interested in participating but without cruising knowledge, I will be advising on what I believe is needed and what I am doing to my Bavaria. It will be mostly spares, safety items and catering but the best start anyone can have is a sound boat that can handle everything thrown at it.

If you are reading this then you will more than likely have a Bavaria or be interested in them. To me that is a great start. Before I started the sailing school I spent two years at boat shows, reading boat tests on all boats in the 40 foot range and examining construction, benefits and features (as I wanted to cruise after teaching and wanted a boat that can take a hiding from students). I wanted a yacht that was stable and comfortable at sea, with good speed (I won the non spinnaker division in the 2006/07 RPAYC, sailing with my wife only) and had proven resale value. And that's what I got in my Bavaria 39.

It would be great to have a fleet of Bavaria's within the rally fleet so please feel free to contact me to chat or share ideas and hopefully I'll see you on the start line in 2011.

Peter Wilson, "Splash". Smart Sail Sailing School.

For more information, go to: <http://www.greataustraliarace.com/wordpress/>