



Dear [[FirstName]],



MERRY CHRISTMAS FROM THE TEAM AT NORTH SOUTH YACHTING

North South Yachting would like to wish everyone a very Merry Christmas and a safe and Happy New Year.

It has been another successful year for both the Bavaria and X-Yacht brands and we would like to thank all our clients for your support throughout the year.

We look forward to seeing you in 2008.

Bob Mulkearns
Director



AN EVENING WITH ANDREW AND CLARE PAYNE LIVING THE DREAM

On Friday the 30th of November North South Yachting hosted an evening with Andrew and Clare Payne about their experiences of cruising in the Med. Andrew and Clare have been kind enough to provide us with regular updates which we publish in our newsletter as they make their way from port to port in their Bavaria 39. The evening was a great success with a full house of around 50 people listening and learning about how easy it is to own and cruise a yacht in the Med.

A wide variety of topics were discussed from communication systems and how it is possible to continue doing business and stay in touch with loved ones while abroad, to what to expect when visiting new and exciting destinations around the Mediterranean. The evening was an informal occasion giving guests the opportunity to raise and discuss topics of interest to them and use Andrew and Clare's extensive knowledge and experience to learn from.

North South Yachting would like to thank all those who came along and participated in the evening and especially Andrew and Clare for giving us all such an enjoyable and informative evening.



FIRST PHOTOS OF THE NEW BAVARIA 38!

Interior shots of the new Bavaria 38 are now available.

The first Bavaria 38 is scheduled to arrive in Sydney early next month. North South Yachting will have one on display at our Head Office in Pittwater.

Contact us now to find out more about this exciting new model!

BAVARIA AND X-YACHTS IN THE SYDNEY TO HOBART

One of the top three ocean races in the world the 628 nautical mile race from Sydney to Hobart is regarded as the pinnacle in many ocean racers careers. This year there are three yachts in particular that we would like to wish well. They are the skippers and crew of:

- **Patrice Six** an X-41 skippered by Tony Kirby
- **Namadgi** a Bavaria 44 Cruiser owned by the Canberra Ocean Racing Yacht Club
- **Sextant** an X-412 skippered by Dennis Doyle

We wish you all a safe and enjoyable trip!



FIVE BAVARIA 34 CRUISERS IN ONE MONTH!

The hugely popular Bavaria 34 Cruiser is going from strength to strength with five boats delivered into Sydney this month alone. Demand for this spacious new model is high and North South Yachting is busy placing orders for more to keep delivery times down. Both the Sydney Harbour and the Pittwater offices now have demonstrator 34's on display and a list of interested clients lining up to go for a test sail.

Dan Jones from NSY has sailed the 34 and commented on how easy it is to sail short handed. 'I was sailing solo in 12kts of wind and found trimming the mainsheet and tacking the gib a breeze as the sheets now run back to within easy reach of the helm.' Sailing the 34 with crew is also loads of fun with the extra space in the cockpit making it easy to move around.

Alan Pearce who previously owned a Bavaria 34, 2000 model and upgraded to the current model commented 'With the high tech sails and in wind gusting at 22 knots the 34 is well balanced with no weather helm. Just a great boat.'

Please contact your nearest representative to arrange an inspection of this popular new model from Bavaria.

NEWS FROM NORTH SOUTH YACHTING

NEW SERVICE MANAGER

Cameron Percival who many of you would know from our sales team over the last two and a half years has recently been promoted to the position of National

Service Manager. With over 30 years of experience in yachts and boating including participating in many of the top racing regattas around the world, Cameron is more than capable of the job ahead.

Since starting in his new role just over two weeks ago we have already noticed the improvement in service. A new facility will be opening in early 2008 downstairs from our Sales Office with increased storage capacity for spares and a dedicated full time staff in charge of commissioning and servicing your Bavaria or X-Yacht. Headed by Cameron you should look forward to an even higher level of professionalism provided by the NSY service team.

Good luck Cam!

NEW NATIONAL BROKERAGE MANAGER

Tom Edgington is the newest member of the NSY team. Tom has travelled to Australia from England where he was working for Opal Marine. Tom brings his brokerage skills and wealth of product knowledge to begin as our new Brokerage Manager in charge of finding new owners for pre loved Bavaria's.

On starting his new role within the company, Tom commented "after 7 years with Opal Marine, arguably Europe's top Marine dealerships, the opportunity to join the team at North South Yachting as National Brokerage Manager was a challenge too good to miss. A week into the role, I have been immensely impressed with the team here at Pittwater – my goal is to develop the structure already in place and offer Bavaria customers an unrivalled service in the brokerage market. I look forward to meeting you all over the coming months, and would be delighted to hear from any owners past and present who are considering brokering their vessels to discuss what benefits my experience may bring."

Tom will be working closely with Dan Jones who will be continuing in the role of new yacht sales and together their aim is to provide you with the full spectrum of sales support for your new or pre loved Bavaria Yacht.

Below is a photo of Tom, the newest member of our team.



BAVARIA WHITSUNDAY RALLY A GREAT SUCCESS

Last week a group of 24 Bavarians and friends took a week to explore the pristine Whitsundays in a flotilla of new Bavaria yachts. The group left with varying sailing experience, yet all enjoyed helming and crewing on new yachts ranging from the Bavaria Cruiser 33 to a Bavaria 50 cruiser. All participants had the opportunity to sail on all yachts in the fleet during the rally and therefore experience the difference between the big and small, the power winches and the manual.

The rally visited Nara Inlet, Butterfly Bay, Whitehaven Beach, Hamilton Island, Happy Bay and ended with a gala dinner at the Coral Sea Resort at Airlie Beach and was a mixture of adventure and really good fun times.

To read on [click here](#).

FREEDOM AND ADVENTURE 36 Return to Marmaris Marina

We left the Island of Kithnos after having plenty of "fun" (which we would rather forget) being tied to a tree for five days in howling winds. The weather had deteriorated, the sea water was cooler and the presence of cruising yachts had diminished. We have been in the Aegean Sea in autumn for three consecutive years and we are learning to expect gales as normal. We were due in Marmaris Marina in a month's time so we slowly retraced our steps across the Aegean Sea through the Greek Isles to Turkey.

To read on [click here](#).



BAVARIA YACHTS NORTH QUEENSLAND OFFICE NOW OPEN

With the opening of our new office, conveniently located in the marina village at Abel Point Marina Airlie Beach, we combine one of the best selling production yacht brands on the market with the leading charter investment organisation selling yachts into charter and a dynamic sales team for private yachts in our region.

To view the video footage please visit <http://www.channelwhitsunday.com/ch/events/default.asp?niid=86>

To read on [click here](#).



NEWS FROM BAVARIA YACHTS IN SOUTH AUSTRALIA

To welcome the arrival of the first Bavaria 31 cruiser into Adelaide Haese Marine and North South Yachting held a cocktail party on the 23rd November at the Haese Marine office. It was a great chance for owners, prospective buyers and boating friends alike to meet and see the first Bavaria 31 sold into Adelaide which was on display for the evening. Bob Mulkearns, CEO, from the Head Office in Pittwater attended the night to answer the many questions people had about Bavaria's new range. The night was a great success and enjoyed by all.

Graeme Haese will have three to four similar nights per year as part of his commitment to the Bavaria brand and as an agent for North South Yachting in South Australia.



Above is a shot of Limelight, a Bavaria 42 Cruiser sent in by Alan Husband. 'At the time this was taken we were leading the fleet in RSYS Div 2 SIS race. The Bavaria 42 really gets along well with the new Kevlar sails and we manage to get a place most weeks.'

Thank you Alan for sharing this great photo.

BAVARIA YACHTS NORTH QUEENSLAND ON BOATIQUE

Sunday 23 December at 4:30pm on Chanel 9

This week on *The Boatique* we join Stewart and Shirley Keys aboard their home, a Bavaria 44 Vision Yacht as we sail to a couple of their favourite destinations within the 74 Islands that make up the Whitsunday Island Group including the beautiful Butterfly Bay, a perfect anchorage just off Hook Island. Esther also gets to dive with the some of the locals, Maori Rasse and Bat Fish to be precise

To read on [click here](#).

Bavaria 44 Cruiser \$318,000

Professionally maintained since new this Bavaria 44 Cruiser still presents in top condition. This is the perfect boat for ocean voyages or family cruising.

Twin wheels make for easy access through the cockpit and great visibility at the

helm. While down below the three spacious cabins will comfortably sleep six adults. The entire interior upholstery has been replaced with macro suede giving the boat a warm and luxurious feel down below.

Relax on deck around the large cockpit table with built in esky or retire below to watch a movie on the flat screen in the spacious saloon.

If you are a new yacht buyer looking for a boat this summer then you should seriously consider this yacht!

For more information please visit our website
<http://www.northsouthyachting.com.au>



Bavaria 30 Cruiser \$170,000

The Bavaria 30' an ideal first boat for a family or a couple in that it has two cabins, large volume interior and is easy to sail. This is virtually a new boat, with only 220 gentle hours on the engine. The boat has over \$15,000 worth of extras and is in as new condition. If you're considering a new Bavaria come and see this one, it could save you all that waiting time.

For more details please visit our website <http://www.northsouthyachting.com.au>



Bavaria 42 Cruiser \$315,000

Current model Bavaria 42 Cruiser with a long list of extras. Just listed with more detail coming soon. Available from 1st of November. Owner trading up to a larger Bavaria.

For a full inventory and more information on this popular model please visit our website <http://www.northsouthyachting.com.au/>



2003 Bavaria 49 Cruiser \$385,000

This yacht returned from a Pacific cruise in 2006 and is equipped and ready to take her new owner on another voyage of adventure.

It is a big volume boat and would make a great platform for couples or families

on an extended voyage. Easily handled by one or two thanks to an even sail plan, autopilot and electric primary winches.

Imagine yourself enjoying sunset drinks in the fully protected cockpit with ice box and stereo.

For more details please visit our website <http://www.northsouthyachting.com.au>



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