

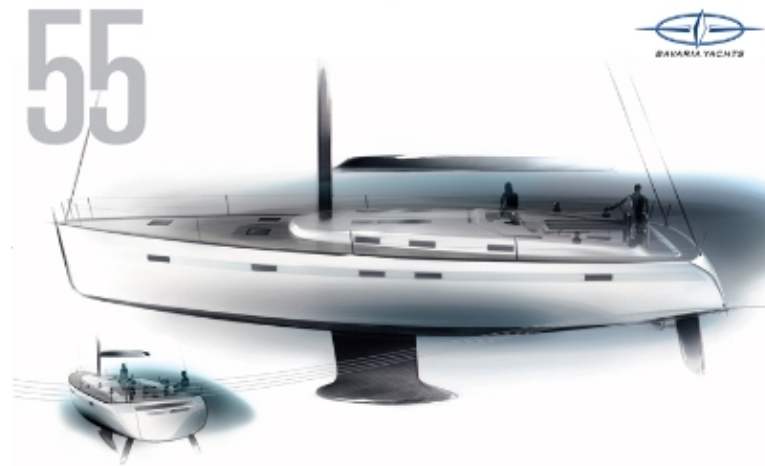


Welcome to Decembers edition of the North South yachting newsletter. As we near the end of the year we announce a radical and exciting new model from one of yachting's most electrifying collaborations, news on recent events and a taste of what's to come in 2009.

Read on for:

- The new Bavaria 55
- How you can spend New Years Eve aboard a Bavaria 40 on Sydney Harbour
- NSY Brokerage – Flying in the face of financial fallout
- Bavaria 50 *Time Lord* competing in the 2008 Sydney-Hobart.
- 2009 Melbourne Boat Show
- Skandia Geelong Race Week
- Bavaria Whitsunday Rally Report
- Bavaria Series wraps up in the Whitsundays
- X-41 The Meteoric One Design Class – Now ISAF Recognised
- X-34 2009 Boat of the Year - Racer / Cruiser
- Brokerage Yacht of the Month
- NSY Christmas opening hours

Enjoy the news and please don't hesitate to [contact us](#) for further information.



Announcing the new Farr/BMW Designworks Bavaria 55

From one of yachting's most electrifying collaborations comes the newest offering from Bavaria Yachts – the Bavaria Cruiser 55. This latest yacht has been created by combining the expertise of three distinctive specialists:

[Bavaria Yachts](#): German engineering, cutting edge manufacturing technology, maximum efficiency in production and the highest quality of construction;

[Farr Yacht Design](#): Acknowledged as the top yacht design team in the world with an unquestioned history of absolute success and a superlative performance pedigree;

[BMW Group Designworks USA](#): The peak of design creativity, diversity and quality, this internationally acclaimed firm stands out as a leader in design strategy and development.

Designed for balanced and assured cruising, the Bavaria 55 will feature a versatile interior with a choice of three, four or five cabins and an exterior styled with modern aesthetics and functional quality.

Individual features will include: dinghy garage aft large enough for a three metre dinghy with engine and accessible from the cockpit; convertible cabin configurations; twin rudders enhancing both performance and safety; cockpit seating and boarding gangway concept; five metre unobstructed deck forward of the mast with flush deck hatches affording ample space for sunbathing and relaxation; large sail storage locker on the foredeck; sport and comfort rig and sail plan options.

The new 55 represents Bavaria's ambition to continue their dominance of production yachting through unique collaboration with the best designers in the business.

FANTASTIC NEWS.....Relax on a magnificent Bavaria 40 watching the fireworks on Sydney Harbour.

We have our brand new Bavaia 40 that has now become available and ready to charter. This boat can take a maximum of 12 guests and is available on a swing



mooring in Lavender Bay (right next to the Harbour Bridge) from 5pm to 1am - Total cost is \$3940

Why not go out and sail with a skipper at the helm from 2pm to 6pm to see the action taking place for the festivities, followed by moored in Lavender Bay, safe and secure to view the fireworks till 1am - \$4225

BYO all you need for your party, arrive here at Lavender Bay and we will take you and your guests out to your own private yacht. Enjoy the festivities of the evening including fantastic fireworks at 9pm and again at 12pm. We will come and collect everyone at 1am and bring you back to shore.

Be quick to book and don't miss out on an exciting night on Sydney Harbour.

[Click here](#) to contact SailCorp now.



North South Yachting Brokerage - Flying in the face of financial fallout

October 2008. Unsettled times in the American and European economies created an uncertainty on how the brokerage market would react. Would prospective buyers choose to sit back and reassess the market in 2009? Would "vultures" start to circle expecting to steal deals at 30-40% below asking price?

We didn't have long to wait for the answer! The final quarter of 2008 has been *phenomenal* for North South Yachting Brokerage. Driven substantially by clients developed from the Sydney Boat show, record sales have been delivered across a price spectrum which many predicted would decline dramatically.

The following sales in the latter part of 2008 prove testament to the achievements:

- 1999 X362
- 2007 Bavaria 37 Cruiser
- 1999 Scan-yacht 391
- 2005 Bavaria 30 Cruiser (Sale Pending)
- 2006 Bavaria 37 Cruiser
- 2003 Bavaria 38
- 2006 Bavaria 37 Cruiser
- 2007 Bavaria 31 Cruiser
- 1999 Jeanneau 40 SO

2006 Bavaria 37 Cruiser (Sale pending)

These are all yachts which have benefitted from the right promotion mix with an average marketing period of six weeks. The 2003 Bavaria 38 benefitted in particular from a vast contact database. This boat was sold within five days without any marketing but purely from actively working with existing clients with whom strong relationships had been built. None of the above yachts were marketed prior to the middle of the year and every sale achieved between 2-10% of the asking price.

Listings Required.

What does this mean for 2009? A surge of sales has created a demand significantly higher than supply. If considering upgrading or scaling down or you simply want to move away from yachting for a period, now is the time to act. Take advantage of proven marketing expertise, a qualified customer database, solid industry reputation and national sales network, as well as excellent vendor incentives for exclusive listings in what is proving to be a superb market to sell.

Boat Show Buyers

North South Yachting and Aussie Boat Sales, NSY's Victorian agents for Bavaria and X-Yachts, will be working in conjunction to display a full list of brokerage specifications at the upcoming Melbourne Boat Show, kicking off on Friday 30th January 2009. A fantastic platform to showcase an overview of all listed boats to a huge number of pre-qualified buyers, there is nothing like a boat show to get the buying juices flowing. This is a unique opportunity to market your boat at a major boat show at no additional cost.

For further information please contact North South Yachting's National Brokerage Manager Tom Edgington on t: 02 9998 9600, m: 04222 39641 or e: tom@bavariayachts.com.au. Deadline for listings for the Melbourne Boat Show will be **15th January 2008**.



Bavaria 50 *Time Lord* competing in the Sydney to Hobart 2008

This year's Rolex Sydney to Hobart yacht race will see the Bavaria 50 Cruiser *Time Lord* flying the flag for Bavaria Yachts. Entered in the PHS division, the

crew of Kiwi's will be aiming to showcase Bavaria's offshore capabilities.

Time Lord has been set up for short-handed sailing having competed in several two-handed races. Taking second place in the 2006 New Plymouth to Mooloolaba two-handed race she also won her class this year at Airlie Beach Race Week.

On why they're entering the race, owner Keith Munro said he was "talked into it" by friend and fellow crew member, Kevin Lidgard. Once the decision was made, they had no trouble rounding up the four other crew, all of whom have sailed and raced extensively offshore and one of whom, Rod Carr, also owns a Bavaria 46 which he has campaigned offshore to great success.

When asked why he bought a Bavaria [in 2005], owner Keith Munro said: "The Bavaria 50 offered huge volume below and seemed to have the best build quality for a production yacht. I have friends who have sailed and raced Bavaria's offshore and had been utterly satisfied. They're very strong and very easy to sail which suits our needs particularly as we have done several two-handed races. And you get a lot of boat for the money."

The 2007 Sydney to Hobart saw Bavaria 44 *Namadgi* win her class and Munro is keen to have a real go with *Time Lord*.

"If we get a decent handicap then we'll certainly be aiming for top three in the class, if not the win. We're certainly not just in this for the sightseeing! We know the boat is capable and we've got a very experienced crew so let's see what happens."

Look out for Bavaria 50 *Time Lord* on the Sydney to Hobart site -

<http://rolexsydneyhobart.com/default.asp>

2009 Melbourne Boat Show – 30 Jan – 01 Feb.

The Melbourne Boat Show is on from Friday 30 January to Sunday 01 February in the Melbourne Docklands. Scott O'Hare and the Aussie Boat Sales team will be showcasing Bavaria and X-Yachts for the Victorian yachting enthusiasts. On display will be a brand new Bavaria 43 Cruiser, the superlative Bavaria 50 Vision and the scintillating X-40.

In addition, we'll also have a full range of national brokerage listings to talk about and Tom Edgington, National Brokerage Manager for North South Yachting, and Phil Grundy of Aussie Boat Sales, will be on hand to discuss all of the options available whether you're looking to buy a used yacht, trade up to a new Bavaria or if you're looking to get out of yachting for a while. With a national brokerage network, we cover a huge market for buyers and sellers alike and have recently sold several boats to buyers from all over the country. Now is a great time to take advantage of our network and vast experience.

Friday Cocktail Party

Bavaria Yachts Australia and Aussie Boat Sales will be hosting an evening of drinks, food and entertainment for Bavaria and X-Yacht owners along with VIP

guests. Invitations will be sent out in advance with details but please contact us if you would like to attend the evening function and meet the team.

Skandia Geelong Sailing Week

Aussie Boat Sales have been negotiating with the organisers of Skandia Race Week to maximise the enjoyment of the event by creating a “Bavaria owners zone” which will hopefully allow all of the Bavaria’s entered to raft up together during the event. We have booked a corporate marquee to hold a “Breakfast with Bavaria” function including guest speakers and will be offering the “Bavaria Cup” which will be a handicap placement trophy exclusive to Bavaria yachts sailing within the normal racing program. Other activities will be announced soon. X-Yacht owners will also be invited to attend all of the above but may not have enough boats to have their own trophy; hopefully things will be different in 2010.

If you have not already done so, you should get yourself entered for Skandia race week. All racing divisions are offered from Cruising spinnaker, Cruising Non-spinnaker and the usual racing categories – the event itself is the biggest yachting regatta in the Southern Hemisphere (this includes Hamilton Island) and is right on our doorstep. Apart from the racing, the socialising is brilliant and the organisers do a fantastic job with plenty of entertainment and land based activities. The spectacle of being on the water with so many yachts under sail and then rafting up at the end of the day is not to be missed! For information and to register get onto www.geelongweek.com.au or contact Dani in our office (03 9397 6977).

Go Team Bavaria!



Bavaria Whitsunday Rally Report

2008 was a highly successful Bavaria Whitsunday Rally taking over 14 Bavaria Enthusiasts to secluded bays, beach parties, dining in style and private functions all around the Whitsunday region.

The sailing program involved a combination of navigation, sailing skill and wind

and tide judgement to help the flotilla stay together circumnavigating islands and sailing in wind conditions from 5knots to 25 knots.

The time spent on Whitehaven Beach was again popular with the pinnacle of the week, the private gala dinner at Coral Sea Resort hotel.

Feedback for the group this year praised the organisers for the sailing programme, events and activities, food and value for money.

The rally will be run again next year, so if you are interested in a flotilla style of sailing adventure and wish to sail on a range of Bavaria yachts, then contact Stewart Key on 0400 601 374 or skey@bavariayachts.com.au to discuss the next planned flotilla in the Whitsundays.

Bavaria Series wraps up in the Whitsundays

Bavaria Yachts Queensland sponsors a series of ten races through out the year held on Pioneer Bay on Sunday Afternoons. These feature both offshore and off beach racing yachts and utilise Olympic, windward leeward and combined courses.

The racing is in close proximity to the sailing club, and over the year a small dedicated spectator group has gathered to watch the yachts battle it out for club championship points.

Fleet sizes over 20 have been common, and all Bavaria owners in the club have from time to time competed and in Division 2 notable taken major places. Bavaria Yachts Queensland takes pride in supporting local sailing and encouraging cruiser owners to get out on the water on a Sunday afternoon.



X-41 The Meteoric One Design Class – Now ISAF Recognised.

The X-41, with 70 boats built, has now become an ISAF recognized class in the league with her little sister the X-35 (recognized in 2006) and other prestigious one design classes as Swan 45, Farr 40, Mumm 30 and Melges 24.

These one design classes are strictly observed by ISAF in respect to conformity of construction and building and consistency in the enforcement of class rules. Only when a class has been ISAF recognized they have permission to name their cups “World Championships”.

With the recent ISAF recognition, the X-41 has high potential for becoming the future international 40 feet one design class attracting the best professional sailors in the world. The showcase was in Copenhagen this summer where the first X-41 International Championship was held with 32 boats from 16 nations.

Three major fleets have been formed – equally spread in the regions; Mediterranean, West European and North European/Scandinavian. Consequently, the X-41 has been invited by many of the most prestigious yacht clubs to form their own class at international events. In Italy the Yacht Club Italiano is organizing the X-41 World Championship 2009, in Germany the Kieler Yacht-Club is hosting the European Championship 2009 and in Spain the Real Club Nautico de Mallorca has invited the X-41 class to take part in Copa del Rey in August. Here the X-41 will be one of the largest one design classes during the event - like the X-35 class was in 2008.

They say that ‘success breeds success’. If that is true then the X-41 fleet will continue to grow as more and more yachtsmen discover this beautifully made one design that guarantees close, fast racing yet also boasts a comfortable interior that is a world away from the Spartan shells of many racing classes. The good news is certainly spreading as the X-41 was declared ‘Best Crossover Boat of the Year 2008’ by Sailing World in the USA. With ISAF class recognition this is a one-design that is clearly going from strength to strength.

X-Yachts is offering a special package to the X-41 owners-to-be. They may have their new boat delivered “race-ready” at a favourable price at one of next year’s class events.





**X-34 · Boat of the Year 2009
2009 Best Racer/Cruiser**

This dual-purpose cruiser is both easy to handle and zippy on the racecourse.

12 December 2008
By Mark Pillsbury

When *Cruising World's* preliminary judges reviewed the roster of possible BOTY candidates and set up the Racer/Cruiser category for this year's contest, little did they anticipate the semantic quandary they'd create with their grouping of performance-oriented sailboats. "Is it more racer than cruiser? Is it cruiser or racier?" asked the BOTY judges, after visiting and sailing each boat. At length, no matter how the distinctions were drawn and debated, the Danish-built X-34 emerged as the best blend of both.

On deck, the 34 is simple but all business. Discontinuous rod rigging supports a John Mast rig that carries a full-batten mainsail and full-hoist nonoverlapping jib. The sail plan is both powerful and easy to handle, thanks to ample-sized self-tailing winches and a Profurl furler recessed below the deck. The mainsail is controlled by a traveler located on the cockpit sole just forward of a wide, sporty wheel and by a double-ended mainsheet led to winches on either side of the helm. The transom is open, though a seat for the helmsman is an option. We sailed closehauled at 6.6 knots in 7 to 10 knots of wind, enjoying feather-light control courtesy of the Solimar steering system.

Below, the interior offers creature comforts for the crew, whether they be a team of grinders or a couple and their friends off on a coastal cruise. Light-colored horizontal-grain mahogany panels are found throughout the saloon and in the double cabins fore and aft. A full galley sits to port, with head and forward-facing nav station opposite. A drop-leaf center-line table and two sea-berth-worthy settees complete the saloon.

The X-Yachts design team, according to the U.S. importer, intended the X-34 to

be "easy to handle for a cruising family, yet a sharp competitor on the racecourse." After sailing the boat last October on Chesapeake Bay, the BOTY judges determined that for either purpose, the designers hit their target spot-on.

JUDGES' NOTES

- Amenities include a good V-berth, lots of storage areas, and bookshelves in the saloon.
- Even with the spinnaker flying, the X-34 was easy for two to handle.

An optional windlass can be added to the sizable anchor locker.



Brokerage Yacht of the Month

"Amity" – Bavaria 49 \$359,000

A 2003 flagship of the Bavaria range, currently located Brisbane but travelling South over Xmas to be presented for Sale in the Sydney market. A wonderful opportunity awaits to purchase a blue water cruiser fully equipped to carry a new owner on to further adventures, or simply enjoy home away from home comforts in luxurious style. Trade in options will be considered.

Full specification available at:

<http://www.northsouthyachting.com.au/used.php?de=40831>

Please contact our National Brokerage Manager Tom Edgington on 02 9998 9600 for further information.

North South Yachting's head office at Church Point will be manned with reduced staff and hours during the Christmas and New Year period. Jamie Millar will be in the office Saturday 27, Monday 29 and Tuesday 30 December and Tom Edgington will be in the office Wednesday 31 December, Friday 2 and Saturday 3 January.

Both Jamie and Tom will be available from Monday 5 January and the rest of our staff will be back on deck from Monday 12 January.

See below for North South Yachting's Christmas hours.

Date	Hours
Monday, 22 December 2008	Office hours - 9:00am - 5:00pm
Tuesday, 23 December 2008	Office hours - 9:00am - 5:00pm
Wednesday, 24 December 2008	Office closed
Thursday, 25 December 2008	Office closed
Friday, 26 December 2008	Office closed
Saturday, 27 December 2008	Office hours - 10:00am - 1:00pm
Sunday, 28 December 2008	Office closed
Monday, 29 December 2008	Office hours - 10:00am - 4:00pm
Tuesday, 30 December 2008	Office hours - 10:00am - 4:00pm
Wednesday, 31 December 2008	Office hours - 10:00am - 4:00pm
Thursday, 1 January 2009	Office closed
Friday, 2 January 2009	Office hours - 10:00am - 4:00pm
Saturday, 3 January 2009	Office hours - 10:00am - 1:00pm
Sunday, 4 January 2009	Office closed
Monday 5 - Friday 9 January 2009	Office hours - 10:00am - 4:00pm
Saturday, 10 January 2009	Office hours - 10:00am - 4:00pm
Sunday, 11 January 2009	Office closed
Monday , 12 January 2009	Office hours - 9:00am - 5:00pm trading as usual
Urgent after hours contact - Jamie 0434 764 411 (from 24 - 29 December) or Tom 0422 239 641 (from 30 December - 4 January)	

If you live outside NSW and would like the Christmas trading hours for our interstate offices, please contact the local agent in your area.

From everyone at North South Yachting we wish you a safe and prosperous Christmas and a Happy New Year.

Happy sailing!

