



BAVARIA
WHAT A YACHT

X-Yachts
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2009 NSY Christmas Message.

'We live in interesting times' is a well used and ancient proverb. This year has certainly been the toughest for North south Yachting and the marine industry in general.

We were not alone in dealing with the events that effected the global economy and the impact was felt in all levels of our industry from manufacturers to those at the coal face customer sales and service. Despite, rather than because of, the unfolding world economic melees, all our suppliers, factories and staff pulled together to help see us through the multiple challenges we faced. To survive at all costs became our motto, and whilst it was hard work it was rewarding to see the teamwork and resolve of all our partners to meet the challenges and pull through. It possibly brought out the best in all of us. Our main supplier, Bavaria, is a good example. They restructured their shareholding, introduced new designs and new designers and were relentless in meeting each and every challenge they faced during the 2009 year.

2009 has also been a year of key achievements and in particular, Bavaria have a new model in the finals of the prestigious European Yacht of the Year awards. The Bavaria Cruiser 32, nominated for this award, is the second of the new partnership of Farr Yacht Design, BMW DesignworksUSA and Bavaria. I will be in Dusseldorf in January for the announcement of this award.

At NSY we are moving in new direction s in 2010 and adding more products to our distribution network. Opportunities arise during crisis, and our objective is to broaden our market with marine products that fit our benchmarks: Quality, Performance and Value. Announcements can be expected early in the New Year.

We are honored at the support and testimonials that we have received from our customers, all due to the relentless pursuit of excellence by our suppliers, interstate agents and hard working staff during what has been a challenging year for all. It is with great pleasure that I can now sign off on 2009 and wish you and your loved ones a very happy and relaxing Christmas. Bring on 2010, we have lots to now look forward to after building the foundation to meet the challenges of what is now truly the GLOBAL Marine Industry in 2010 and beyond.

Bob Mulkearns



Bavaria Cruiser 32 – Coming Soon.

The new Bavaria Cruiser 32 will be launched in Australia in February 2010 in Pittwater and Brisbane. Designed by Farr Yacht Design and BMW DesignworksUSA, the Cruiser 32 is the second in the new line of yachts from this electrifying collaboration.

The new Cruiser 32 demonstrates Bavaria Yachts' market leading design and technical innovation while underlining the core values of high-quality construction, dynamic sailing performance and exceptional value. Features include a fold-down bathing platform spanning the width of the transom and a

huge sociable cockpit. Sailing controls are simplified with a mainsheet system centred in the cockpit (more akin to dinghy sailing) and jib winches forward of the wooden cockpit table for ease of tacking. On deck, the hatches are flush mounted and the balanced sail plan provides a 106% jib and large mainsail.

Below decks the 32 makes excellent use of space and features a modern design and luxurious finish. The head area has a full stand-alone shower, previously unheard of in a production yacht of this size. With the option of three alternate colour finishes and ten upholstery choices, the 32 can adapt to suit all tastes.

Showing unparalleled success, over 150 yachts have been sold since the model was announced in June 2009. This exciting model has also been nominated for European Yacht of the Year.

North South Yachting will shortly announce the dates for the Cruiser 32 launch - check press and NSY website for details.

The Bavaria Cruiser 32 is available for a sail away price of \$180,232.

For further information please contact North South Yachting. E – info@northsouthyachting.com.au | T – 02 9998 9600



Brokerage News - NSY need more listings!

One glance at the brokerage web page will tell the story – NSY have moved a huge number of brokerage yachts during the Spring and early Summer period. Steady Sales late Winter have made way for an exceptional last couple of months, as many buyers who have held back to further

assess the market have been sprung into action by the positive global position and the improving weather.

Whilst this is great news for our Vendors, it leaves NSY in the frustrating position of having too many buyers and not enough listings! A recent customer actually muttered a statement not heard for a while – “I’m getting to the position where I’ll just pay asking price to make sure I guarantee the yacht I want”. When a customer says that to a broker it’s pretty certain we’re in an improving market! So, whether you’re looking at upgrading to a new yacht, a used yacht or moving away from the sailing scene altogether, NSY are confident we can offer the service that will see you to your goal quickly and efficiently.

As always, our National Brokerage Manager Tom Edgington would be delighted offer a market appraisal of your yacht – please contact Tom on 02 9998 9600 or tom@northsouthyachting.com.au

New Listings:

[2006 Bavaria 42 Cruiser \\$300,000](#)

IMMACULATE! Maintained by a fastidious owner looking to move into a larger model, this beautifully specified yacht defines the quality and finish associated with the Bavaria product.

Pre-marketed, this yacht will be available to a new owner late January 2010. Call our National Brokerage Manager Tom Edgington to arrange as we expect this example to have a holding deposit in place prior to late January 2010!

[2003 Bavaria 44 \\$289,000](#)

A well presented example of the highly regarded 44, considered by many to be one of the best yachts to come out of Bavaria's prolific yard this decade.

Benefiting from a marina location and a monthly maintenance program, the current owner has initiated a number of upgrades over the last 2 years on the already excellent basic specification, to include a fully integrated electronics package of upgraded autopilot, AIS system and radar.

[2002 Bavaria 40 \\$240,000](#)

Highly sought after 2 cabin, 2 heads version of the Bavaria 40, offered to the market in superb condition with all the comforts for offshore sailing.

A trade-a-boat review upon the models launch into Australia described the yacht as being "built like a panzer tank" with a finish that will "stand the test of time." This example was imported with the upgraded 55hp engine and deep lead keel, which supported the exceptional sailing characteristics with an excellent cruising speed and stability.

Owned from new by the same meticulous owner, additional options such as autopilot, AIS system and inverter are all included, and the yacht is ready to sail for the forthcoming season.

[2006 Bavaria 30 Cruiser \\$149,000](#)

Immaculate 2006 model, offered with low engine hours and extravagantly specified to include davit system, full boat covers, autopilot and more. Owners moving away from cruising yachts for the time being so included with all gear needed for immediate sail away.

[1999 Bavaria 36 \\$140,000](#)

A well maintained example of the Bavaria 36, located Whitsundays, ready to move out of its current charter commitments into private ownership.

With an LOA of almost 38ft, this is a BIG volume yacht, and includes many modern production features to include a walk through transom, designated chart table area and a large fractional rig with adjustable backstay. Bavaria have proved time and again to be one of the most durable and rugged charter yachts and this example is no exception. Benefitting from a new engine and sail-drive in 2008, this example is superbly priced to sell.

Full specifications now available at

<http://www.northsouthyachting.com.au/used.php?page=nonbavs>

New Owners Join the Bavaria Family

There has been a lot of activity at North South Yachting recently and we're delighted to welcome several new owners to the Bavaria fold.



Michael and Colleen Croft have just taken ownership of their new Bavaria 38 Cruiser and Ross and Maureen Wannell and Graeme and Jan Wards are due to receive their Bavaria 38 and 34 Cruisers respectively.

On the brokerage front, Gordon and Cheryl Wellham recently bought a 2007 Bavaria 42 Cruiser and subsequently sailed it from Pittwater to Port Douglas. And congratulations to Doug Coombes, John Brennan and James Cook who became a new syndicate on a 2007 Bavaria 37 Cruiser 'Sloop John B'. The obvious music theme will this an easy boat to find out on a dark night.

We are also looking forward to welcoming John Deniet to the family on a new Bavaria 40 Vision in Adelaide and will have many more in early 2010.



A Cruising Adventure by Racing Sailors (or was it a cruise?).

In October this year some of our racing crew and their wives, (not all racing enthusiasts), embarked on a cruising adventure from Hamilton island to Port Douglas and return to Hamilton Island, all planned for 12 days. 700 miles was calculated and it all fitted the agenda with three to four days at Port Douglas relaxing by the pool drinking champagne.

A good plan it seemed. In reality we were breaking all the Cruising rules, and embarking on what can best be described as a TARGA rally (Aka Targa Tasmania for sports cars).

On reflection the racing sailors enjoyed the experience, but it was not a leisurely Cruise. So I thought I would reflect on what we did right, what we learned for our next adventure as it may assist others planning similar adventures. Perhaps some well travelled Cruisers would think we should have known better. So just in case there are others planning similar voyages we will share our experiences.

I have coined a new word that perhaps represents the essence of cruising: FIAT.

It stands for: F (flexible) I (itinerary) A (and) T (timetable). We broke this fundamental rule. This was clearly evident as we arrived in Port Douglas, one night ahead of time, with SE trades pushing us along at 9 to 10 knots. Not bad for a Cruising Bavaria 42 charter boat. On arrival we met other Bavaria owners from FNQ, John and Betty and Terry and Rhonda. They were half the way through a similar 6 week adventure and relaxing at Port Douglas Marina. John asked us on arrival when we were leaving? "In four days" was the reply. We then asked John, when he was leaving, "when the northerlies arrive" was the answer. My wife Anna's ears pricked up. What does John mean? Sadly I had to confess that going to windward in 25 to 30 knots was not going to be as comfortable as our ride up. She took the plane home, a sensible option for a

social sailor.

So we have now resolved to only cruise when we have the time to practice FIAT.

We also broke another basic rule. Your best crew member never complains provided the batteries are fed twice a day - the Autopilot. We did not have one, so we needed more crew and a whole lot more patience, stamina and persistence. I have promised my long suffering wife that on the next cruise we will have an autopilot (or I suspect she won't be coming).

What we did have in abundance was chart plotters. I counted four, so we were never going to get lost. We would have willingly traded several chart plotters for an autopilot on the black windy nights at around 2am. Racing sailors can get it wrong when they go cruising and forget the obvious. Apart from the important and somewhat obvious lesson, we had a most enjoyable Targa cruise.

What made the Cruise enjoyable despite the above shortcomings, was an adherence to the four P's of Cruising:

Planning, we met in Sydney several times to meticulously plan every aspect of the cruise, charts, safety, using all the skills we developed from racing and applied them to the cruise plan.

Preparation, We made lists, allocated tasks, and checked everything and made sure the boat was adequately equipped for the voyage.

Participation, Like racing, cruising is a team effort, so we involved the whole crew in the planning and preparation so everybody knew what to expect and were involved from the start. By the time we reached Hamilton Island we were a team who knew what was expected from each crew member.

Persistence. Yes persistence is still needed for cruising and, despite the weather, time of day or night, relentless pursuit of a timetable is sometimes needed. This was evident when we twice negotiated the Hinchinbrook channel southern entrance. Tides do not wait, and safety denotes adherence to a timetable sometimes.

Overall we really enjoyed the trip, even the return trip which was certainly challenging at night. We met our tight timetable, but missed some of the Cruising highlights on islands as we anchored at dusk, and left in the dark, not ideal cruising.

For our next adventure we will recall the lessons of this voyage and ensure we have more time to adjust our timetable to the weather and prevailing wind. We will remember FIAT and will always continue to adhere to the four P's of Cruising.

NORTH SOUTH YACHTING CHRISTMAS OPENING HOURS

Wednesday 23 December 2009	9:00am – 5:00pm
Thursday 24 December 2009	9:00am – 12:00 noon
Friday 25 – Monday 28 December 2009	CLOSED
Tuesday 29 December 2009	10:00am – 4:00pm
Wednesday 30 December 2009	10:00am – 4:00pm
Thursday 31 December 2009	10:00am – 4:00pm
Friday 01 January 2010	CLOSED
Saturday 02 January 2010	10:00am – 4:00pm
Sunday 03 January 2010	CLOSED
Monday 04 – Saturday 9 January 2010	10:00am – 4:00pm
Sunday 10 January 2010	CLOSED
Monday 11 January 2010	9:00am – 5:00pm trading as usual

For assistance outside office hours or if the office is unattended please call 9998 9600. If you are unable to reach anyone on the above number please call 0412 378 627.

MERRY CHRISTMAS FROM ALL OF US AT NORTH SOUTH YACHTING

