



NORTH SOUTH YACHTING

FIRST CLASS SUPPLIER OF WORLD-CLASS SAILING YACHTS
TO THE AUSTRALIAN MARKET



X-Yachts
WORLD CLASS SINCE 1979

Dear [[FirstName]],



SAIL EXPO COCKLE BAY 2nd-4th March, 2007

This years SAIL EXPO will be held in CockleBay, Sydney. This free event will be packed with sailing orientated products and is a great day for prospective buyers to do their research without the stress and crowds of busy shows like Sanctuary Cove and The Sydney International Boat Show.

The stands will be open **10am till 5pm from Friday the 2nd to Sunday the 4th of March.**

The North South Yachting team will be on hand to answer your questions and show you over our: .

- Bavaria 37/2 cabin
- Bavaria 42 Cruiser
- Bavaria 44 Vision

If you are in the area please come down and meet the team from our Sydney Harbour and Pittwater offices.

INVITATION: PITTWATER BAVARIA REGATTA (RPAYC)

North South Yachting's annual Pittwater Bavaria Regatta will be held on Sunday 1st April 2007, the week before Easter.

We invite all our Bavaria owners and their friends to come and join us in this fantastic event on the water. Please contact Natasha or Eve at our Pittwater office if you require casual berths for the event.

If we have enough interest from our owners outside Pittwater we will arrange a dinner at the Royal Motor Yacht Club (RMYC) on Saturday the 31st of March. Please let us know if this interests you so we have an idea of numbers.

Make sure you mark this fun filled day in your diaries. We would love to see you all there.

Further details and invites will follow, so stay tuned!



CHARTER INVESTMENT SEMINARS

The Charter Investment seminars held on the weekend of the 17th and 18th of February in Melbourne and Brisbane have been a great success with plenty of interested investors and positive feedback from all who attended.

The final seminar is being held in Sydney on Friday 23rd at the Royal Motor Yacht Club.

We would like to thank all that attended for making it such a successful promotion. We are now following them all up to get them started on their Bavaria Charter Experience.

If you missed out and would like more information about the lifestyle benefits of owning a charter boat, please don't hesitate to contact Stewart Key from Bavaria Charter Australia on: 0400 601 374 or skey@mconsult.com.au



X-55 European Yacht of the Year 2006/07

Designed for the Future

On Saturday the 20th January 2007, Managing Director and Owner of X-Yachts, Lars Jeppesen, was handed the Award of "European Yacht of the Year 2006/07" for the X-55 at the boot Düsseldorf in Germany.

The nominated yachts in the category "Yachts above 15 m" were

- X-55
- Dufour 525 Grand' Large
- First 50
- Halberg-Rassy 54
- Hanse 630

The jury, consisting of journalists from ten European boat magazines, had test sailed the X-55 in IJmuiden in Holland in September 2006. Among the journalists was Vanni Galgani, who test sailed the X-55 for the Italian magazine Fare Vela. X-Yachts has got the permission to publish a shortened version of the article which you can read on www.x-yachts.com

» [Read more about the X-55](#)



X-34 ANNOUNCEMENT

X-Yachts the world class producer of performance cruising and one design racing yachts has announced a new addition to their performance cruising range.

The new X-34 will be the baby sister to the very popular X-37 and becomes the entry level yacht for the performance cruising range. She will have all the comforts and performance abilities of her bigger sisters in the range and is destined to be at the top of the class in the mid 30 foot size range.

With light and responsive steering and a non-overlapping headsail, the X-34 will be a joy on the race track and easily handled by two when in cruising mode. The traditional two cabin layout will be finished in only the finest materials with special attention being paid to creating a feeling of light and space down below.

Final specifications and price lists will be available towards the end of February. Introductory pricing will be circa \$329,000.

Hull number one is due for launch in Autumn 2007 with series production expected to begin in November 2007. We expect the first boats to be rolling off the production line in early 2008.

For more information please contact our office on (02)9998 9600 or alternatively Andrew Parkes on (02) 9719 9177 from our Sydney Harbour office.

To read the full X-Yacht Press Release [Click Here](#)



Xc-45 ANNOUNCEMENT

It has been a busy month for X-Yachts with the announcement of an entirely new range designed to cater for existing clients and to attract new business. The X-Cruising Range will begin with the production of the Xc-45 and ultimately span from 37 to 50 feet in length.

Following a two year study of the cruising market, X-Yachts has developed a yacht designed to provide a high level of comfort both at sea and at anchor.

The cockpit has been ergonomically designed to provide a great deal of space with twin wheels, fold down swim platform and optional fixed windscreen. A traveller mounted forward of the companionway allows for the installation of a large bimini providing all weather protection and a pod on the cockpit table houses a GPS chart plotter providing up to date information to the helmsman.

Down below there is an option of either a two or three cabin layout each with double beds. The owners cabin is equipped with a double v-berth, large head and wardrobe plus plenty of ventilation. A comfortable wrap around saloon with the choice of a long sofa or individual armchairs plus dedicated nav station and L-shaped galley occupy the centre of the boat. Down aft, you have the option of two double cabins or a single double cabin to port and a work station to starboard.

X-Yachts entry into the cruising market will further strengthen their position at the pinnacle of quality yacht design and construction, being constantly compared to the likes of Oyster and Swan the team at X-Yachts are confident the new X-Cruising range be well received.

DUSSELDORF BOAT SHOW REPORT

The Dusseldorf Boat Show is held at the end of January every year and is the largest boat show in Europe and one of the largest shows in the world. Each year North South Yachting sends representatives from the company to attend the show to learn about all the new products the marine industry is releasing that year. It is also a great opportunity to catch up with dealers and representatives from around the world to share experiences and learn from each other.

This year the show was attended by company director Tony Kirby and salesmen

Dan Jones from the Pittwater office along with Andrew Parkes from the Sydney Harbour office.

The best way to describe the magnitude of this show is to imagine the in water display at the Sydney Boat Show all transferred into one massive hall and then times that by twelve! The sailing section alone consists of two halls or twice the size of the whole Sydney Boat Show.

With so many yachts and such a huge amount of gear it is impossible to see everything in one day. Over the five days that we attended the show it was pleasing to see large crowds and huge interest from the general public in relation to the new 50 Vision and the rest of Bavaria's range. It is clear that Bavaria Yachts are still at the top of the Europeans wish list when it comes to purchasing a cruising yacht.

Obviously it wasn't just Bavaria receiving all the attention. X-Yachts were a standout with their stunning new X-50 and European Boat of The Year X-55 on display. Many of the technical innovations designed by X-Yachts and incorporated into the X-55 have been copied by other manufactures, a credit to X-Yachts and their capabilities. A special mention should also go out to a NSY competitor Jeanneau who should be congratulated on 50 years of boat building. An impressive achievement which ever way you look at it!

Tony, Andrew and Dan passed on what they have learnt to their colleagues from around Australia at the agents conference in Sydney this week. If you are in the process of comparing new yachts please don't hesitate to contact us as we are all up to speed on the benefits of our brands.



FACTORY UPDATE

Whilst in Germany last month, both Dan Jones and Tony Kirby took the opportunity to pay a visit to the Bavaria Factory in Giebelstadt. The first thing you notice while hurtling down the autobahn at 160km/h are the trucks headed in the other direction with brand spanking new Bavarias loaded and heading for ports all over Europe. A couple of kilometres out you can see the gigantic warehouses that contain the Bavaria Yachts production facility.

Once inside, it is truly amazing to see trucks loaded with huge logs or fibreglass drive in one end, and fully assembled pieces of furniture or entire hulls of boats rolling out the other. It is clear that Bavaria is serious about their future evident by the amount of money they constantly invest back into the factory.

Whilst Tony and Dan were there, they had the opportunity to see the new furniture line that Bavaria spent \$6 million Euros on last year. State of the art technology is everywhere in this factory with CNC machines doing many of the jobs workers used to do. This saves on both time as machines can work round the clock and accuracy as the machines are programmed to make very precise cuts.

With help from their friends at Porsche and BMW, Bavaria have succeeded in creating one of, if not the most efficient yacht production facility in the world today. It is for this reason that Bavaria Yachts can continue to offer high quality products at such competitive prices.

With over 500 completed yachts in the yard and another 100 yachts on the production line, it is clear that the future is looking good for Bavaria especially considering they only build yachts that have been sold!

REMINDER: X-YACHT AND SYDNEY HARBOUR REGATTA

The X-Yacht and Sydney Harbour Regatta will be held on **Thursday 15th of March** at the Cruising Yacht Club of Australia (CYCA).

Please contact Morgan at the Birkenhead office for further details on 02) 9719 9177.

We would love to see you all there!

NSY BROKERAGE

If you are looking for a yacht for this summer/autumn don't forget to visit the Brokerage section of the NSY website. There is a number of pre loved, ex-demonstrator and display yachts listed for sale.

To view them all, continue on to this site:

<http://www.northsouthyachting.com.au/brokerage.php>

Below are our latest listings:

2000 Bavaria 42 Cruiser- \$249,900

2000 model Bavaria 42/3 cabin yacht. 3 double cabins with 2 heads. All the usual luxuries of a Bavaria Yacht. Lovingly maintained by fussy owners. Includes spinnaker pole and gear, deep lead keel, grabrail on dodger, halyard bags, drop down saloon table and much much more. To view the full listing, please visit our website.



2004 Bavaria 36 Cruiser- \$215,000

This is a great example of a 3 year old 2 cabin hugely popular model. The yacht has been well maintained by her fastidious owner who is selling to upgrade to a new Bavaria. An extensive list of extras compliment this package!



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