



NORTH SOUTH YACHTING

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



X-Yachts
WORLD CLASS SINCE 1979

Dear [[FirstName]],

SYDNEY INTERNATIONAL BOAT SHOW

From the 2nd to the 7th of August the Sydney International Boat Show in Cockle Bay will again showcase some of the best that the marine industry has to offer the Australian market. North South Yachting will again have a considerable display of Bavaria and X-Yachts on show this year from the very popular Bavaria 37 Cruiser to the ultimate in cruising comfort the Bavaria 50 Vision.

The announcement of the new 31 and 34 Cruisers from Bavaria and the new 34 from X-Yachts have boosted the level of interest in the 30-35 foot size range. "We are once again looking forward to building upon our market share with two great brands, both Bavaria & X-Yachts are highly respected here in Australia and worldwide" said Bob Mulkearns the Managing Director of North South Yachting.

The on water displays will be between 10am – 6pm and the entire North South Yachting team will be looking forward to assisting you with your enquiries.



HAMILTON ISLAND RACE WEEK

With new divisions and plenty of shore based activities planned, Hamilton Island Race Week 2007 is set to be a fantastic week of fun filled sailing. If you plan on taking your Bavaria or X-Yacht to this year's regatta please don't forget to contact Melanie (02 9998 9600) from the North South Yachting head office in Sydney. There will be a number of evenings we will be holding over the week and would love for you to be part of the fun. We will try to plan the grouping of Bavaria and X-Yachts marina berths so if you could provide Melanie as much notice as possible we will be able to accommodate you.

BOAT SWAP IN NEW ZEALAND

North South Yachting in conjunction with International Marine Brokers has a great opportunity for owners of Bavaria Yachts in New Zealand and Australia. If you have ever wanted to cruise New Zealand but could not afford the time and effort of getting your boat over there we have a small number of Bavaria owners in New Zealand who are interested in a boat swap. If this sounds like a good holiday idea to you please contact Melanie at our head office to register your interest.



AIRLIE BEACH BOAT SHOW

Those in the know were spending their time recently at the Oceanic Insurance

Whitsunday Boat and Leisure show held on a glorious weekend on the 9th to 10th June at Airlie Beach.

To read on [click here](#).

PHOTO OF THE MONTH

Want everyone to see your favourite sailing moment? All you have to do is send us your favourite sailing photo of you enjoying your Bavaria or X-Yacht. The winning image will be posted in next months newsletter and the winner will also receive a prize!

Send a photo and small caption by email to melanie@northsouthyachting.com.au by Friday 27 July and you may be the first Photo of the month.

LIVING PROOF THAT BAVARIA'S CAN TAKE IT!

Recently Bavaria Charter Australia chatted with Frank Tennyson the owner of *Manteca* a 2000 Bavaria 38 two cabin that has been in charter in the Whitsundays for the last three years.

Frank purchased her from North South Yachting in Sydney as a pre-loved boat and put her directly into charter in March 2004.

She has averaged two weeks of charter work each month, and now has over 2000 engine hours of trouble free operation. Everywhere on the boat, things are in immaculate condition. *Manteca* is a credit to Frank's attention to detail, his maintenance regime and also Bavaria's robust, high quality fittings, equipment and finishes.

"The high point of owning a boat in charter is the comments you get from returning guests who have had a wonderful time with the boat in the pristine World Heritage marine park" says Frank. Also he admits that financially, charter has helped him buy a larger boat for cruising than he could have otherwise – so the business has worked to help him realise his ambition and pay the bills.

When asked why a Bavaria, Frank indicates that for him the Bavaria is so well built and has such great sailing performance for a cruising vessel, that it was a simple and natural decision to buy a Bavaria as against one of the other production boats. He has been proven right given the "as new" look and feel of *Manteca* from the minute you step aboard.

Manteca has operated in the Whitsunday Escape fleet.

If you are keen to buy a boat and put her into charter, then there is no need to be concerned about how the Bavaria might fair. Wear and tear does not have to be an issue provided you keep the maintenance regime under control. They are built to take it. Just have a look at the photos below.



FREEDOM AND ADVENTURE 32 Athens to Croatia June 07

We last wrote when in the North Aegean Sea heading south to Athens and warmer weather. At that time the weather was cool enough for winter clothes, sea boots and the sea temperature was 17 degrees. Now a month later we are in Croatia wearing as little as possible and relaxing in 33 degrees with a water temperature of 28 degree – this is more like it!

To read on [click here](#).

BAVARIA FACTORY ANNOUNCEMENT - CHANGE

OF OWNERSHIP

A press release send out on the 28th of June announced exciting changes arising from the acquisition of Bavaria by Canadian group Bain Capital. The new owners of Bavaria also have related interest with Bombardier (the producer of skidoos, sport boats and outboard motors). The price paid shows confidence in Bavaria and sets an industry standard unlikely to be surpassed. It is not entirely unexpected as Bavaria have long been setting industry standards on labor content, factory quality, profit and growth for more than a decade. To read on [click here](#).

FREE CHARTER SEMINARS IN THE WHITSUNDAYS

We will be running some free seminars in Queensland to promote private, syndicate, shared and charter business ownership. These seminars will provide information on ways to make it affordable and get you sailing in paradise.

Come to this seminar to learn the many exciting ways you can own a Bavaria Yacht.

There will be two seminars running in Queensland the first is in Makay on Saturday July 14 and and second in Bowen on Sunday July 15.

If you would like any more information on Bavaria Charter or would like to attend a seminar please contact Stewart Key of Bavaria Charter Australia on 0400 601 374 or email investment@northsouthyachting.com.au



NSY BROKERAGE

Bavaria Match 35 \$229,500 *Under contract*

The Match 35 is the liveliest of the Bavaria Match series, whilst offering comfortable accommodation for cruising. Barnstormer is a very competitive club racer with series wins at Sandringham YC, she rates well on AMS and competitive on IRC in the right conditions. For more details please visit our website <http://www.northsouthyachting.com.au/brokerage.php>



Bavaria 36 Cruiser \$206,500

A popular mid-range model, the Bavaria 36, proves to be a splendid boat for modern sailors. The fabulously roomy interior is comfortable, provided with generous stowage, and finished in smooth mahogany. Her well arranged layouts and her excellent sailing characteristics make the Bavaria 36 not only a solid and comfortable yacht, but a real pleasure to sail. For a full inventory and more information on this popular model please visit our website <http://www.northsouthyachting.com.au/brokerage.php>



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 again.

She 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/brokerage.php>



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