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### **August 2008 Newsletter**

#### **Seminar dates**

During the Sydney Boat Show we had announced some dates for Seminars to be held on a variety of subjects from Charter Ownership to Syndicated Ownership. The original dates will change from advertised so if you were intending to come, please wait for an announcement for new dates. Sorry for any inconvenience caused.

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#### **Sydney International Boat Show 2008**

Thanks to all those who kindly took the time to visit the Bavaria Yachts and X-Yachts stand at the Sydney Boat Show. We had a fantastic time and, amidst a 13% decrease in visitors overall, Bavaria Yachts barely noticed the drop in visitors and sold four new boats during the show. With a few more sold since including a couple of pre-loved Bavaria's, this was our most successful Sydney Boat Show to date.

With dreadful weather for the set-up, our team braved rain, lightning, gusty cold winds and a bridge that doesn't open until 11.30pm to let boats move in. But we got there and were lucky to have pretty much perfect weather for the remainder of the show.

Thanks also to all of our Bavaria and X-Yacht owners who made it to our cocktail party on the Friday night. A good time was had by all on the stand.

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## Brave new world

The Brave new world of Bavaria has arrived. What was expected to slowly emerge over the next few months has arrived all at once and all Cruiser models have specification changes and a vast array of factory options and packages.

We now also have a new look, higher quality timber finish throughout the boats, matching grains and colour. In addition, two alternate colours will be available as options on the new 43, 47 and forthcoming 51 models. The two additional colours along with the current *Mahogany* are *Walnut* and *Light Oak*, with matching floorboards (see picture). In typical Bavaria style, it was all done and ready for production after the factory summer holidays.

What does this mean for the prospective buyer? Firstly you have more choices starting from a more basic platform on which you can individualise your yacht. We will still have our standard Australian *Lifestyle Package*, but this can be discarded and you can select from twelve factory packages or from the individual options that number in excess of 80 items. All options and packages come priced with the buying power of Bavaria and efficiency of the factory process. As we become more familiar with the options and applicability to our market we will reduce the time to assimilate all these changes.

As with most things in life, the new timber finish comes at a cost. And inflation, added to the rising cost of fuel, freight and raw materials has meant a price rise will occur on all new orders after end of August. The price rise is modest and partly offset by very attractive packages offered at a discount of up to 30% of normal retail.

All the Bavaria standards are retained: outstanding sailing performance, superlative build quality and unsurpassed value, now with more options and individual choices.

For more information please [contact us](#) and let us introduce you to the Bavaria Lifestyle.



### **New Bavaria 43 – Australian debut**

The latest new model Bavaria is currently at sea on her way to Australia. Due to arrive in late September, the exciting new Bavaria 43 will be available for viewing early October. With a provisional date for an open day on Saturday October 04, this boat is going to be a popular addition to the spectacular Bavaria range. The new 43 is a proven sailor already as her hull and rig are based on the successful 42 Cruiser. But with a whole new interior concept and design, she's set to continue the tradition of leading from the front for innovation, quality construction, design and value.

Please call (02 9998 9600) or [e-mail](#) to register your interest in the new Bavaria 43 open day. We look forward to seeing you there.



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### **Bavaria Syndicates Australia – The launch of a new programme**

With the recent launch of Bavaria Syndicates Australia, Bavaria Yachts Australia is now able to accommodate a wide variety of potential yacht owners from the experienced but time-lacking sailor to the first-time families who want “walk on walk off “ convenience.

Simply stated, syndicated ownership of a yacht is multiple people owning and sharing a boat which they each collectively don't use 100% of the time. In fact the reality is that most people use their sailboat 3-4 times per month. If each trip is an average of 6 hours then the real percent time being used is 3%! Therefore, it's financially savvy to allow other portions of that 97% free time remaining to be used and paid for by other owners of the yacht.

In designing a shared ownership program, Bavaria Syndicates considered the following variables on behalf of potential owners:

- How many days on board the boat do we need and importantly, when do we want to use it?

- How do we keep the boat pristine and clean?
- How is the boat maintained and what is the incentive to have the boat managed by Bavaria Syndicates?
- How is the financial management of the yacht structured and what are the auditing procedures?
- What is the legal structure of the shared ownership system?
- How and when is the boat sold and what is our exit strategy?
- How do we ensure new owners will look after the boat and what do we do if they don't?

In considering the importance and the relevance of these variables to owners of Bavaria Syndicates boats, we arrived at a unique ownership system being offered for the first time in Pittwater:

- A FIVE person syndicate;
- Trade-in and trade-up options;
- Dedicated yacht manager;
- Full three year warranty;
- Competitive finance options.

Currently Bavaria Syndicates have new Bavaria 34, 38 & 40 Cruisers on order for shared owners, so if you are interested please contact Matt Bromhead – T: 02 9998 9600 / M: 0408 408227 / [matt@bavariayachts.com.au](mailto:matt@bavariayachts.com.au)



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## **New Bavaria Agent Appointed in Victoria**

Bavaria Yachts Australia is delighted to announce the appointment of our new Agents in Victoria – Aussie Boat Sales.

With the aim of having the very best agent network in Australia, Bavaria Yachts Australia feel we have hit gold with Aussie Boat Sales.

Aussie Boat Sales is a continuation of a long line of boating-related enterprises from a family of devoted boating enthusiasts and is currently based in two outstanding locations:

*Melbourne (Williamstown):* The Anchorage Marina - a 100+ berth state of the art marina facility which includes the renowned Anchorage Restaurant. Perfectly positioned near the mouth of Melbourne's Yarra River... 'Where the river meets the bay'.

*Gippsland (Morwell):* A two-acre premises where the well respected Crawford Marine business has existed for over 40 years. Servicing the immense Gippsland Lakes region and beyond.

Please [contact Aussie Boat Sales](#) for more information on the outstanding Bavaria range and what they can do to introduce you to the Bavaria Lifestyle. T: 03 9397 6977.



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## **X-Yachts Australia Cup – 24 October 2008.**

The 2008 X-Yachts Australia Cup is to be sailed on the beautiful waters of Sydney Harbour, organised by the Cruising Yacht Club of Australia and X-Yachts Australia.

Robert McClelland, X-Yachts Australia Brand Manager, recently had the privilege of sailing in the X-Yachts Gold Cup which was held in Copenhagen Denmark. Over 120 yachts competed in the regatta including 32 X-41 Racers, 18 X-35 Racers as one design classes.

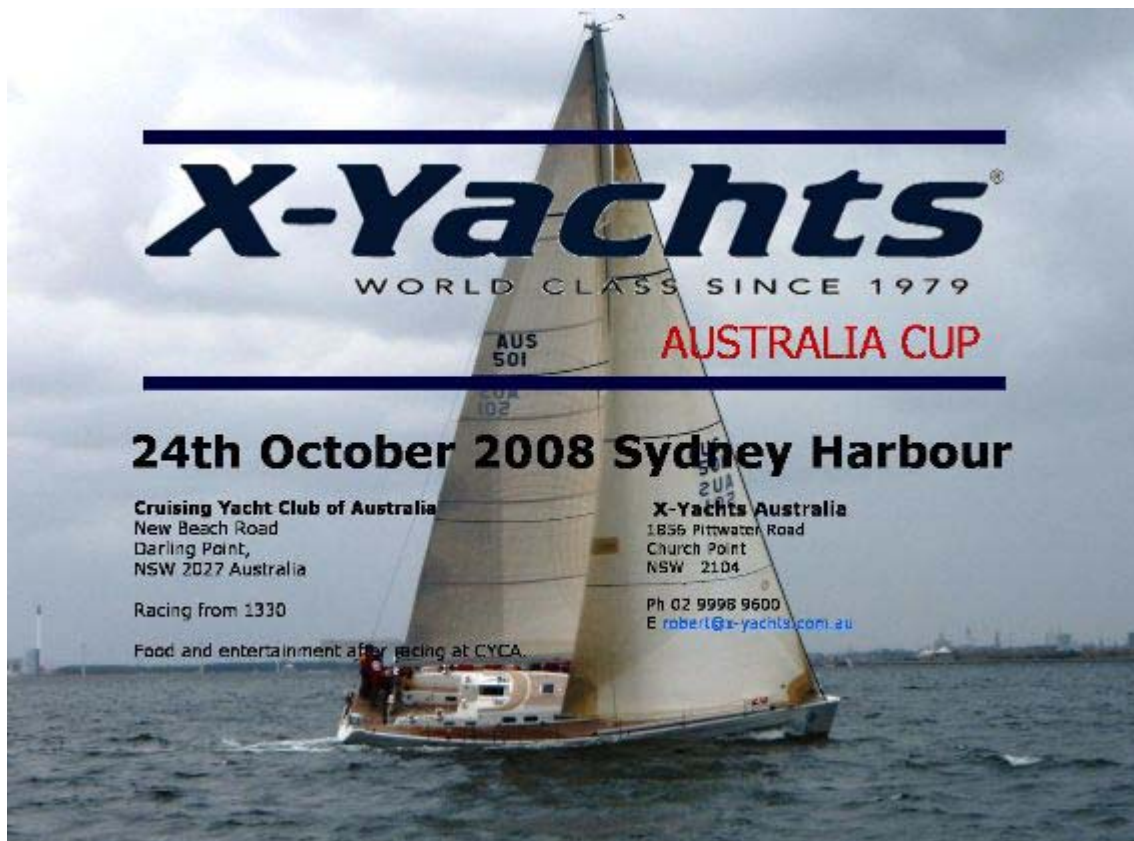
Entries are already flowing in and the latest X-Yacht to come to Australia the X-50 "Xscape" has entered. She will only arrive in Australia late September and commissioned early October. Besides entering the X-Yachts regatta, her owners Andrew and Lee have already scheduled their first Australian cruise, from Sydney to Lord Howe Island in November.

Actually Xscape has already been sailing, having been launched in Haderslev Denmark in July and cruising the 180 miles or so from the X-Yachts boatyard to Copenhagen. She then competed in the X-Yachts Gold Cup finishing a very close 4<sup>th</sup> place in the Family Class.

X-Yachts Australia has arranged for drinks, food and entertainment after sailing to be held at the CYCA along with a range of fabulous prizes and of course the presentation of the X-Yachts Australia Cup.

With the continued growth of the X-Yachts brand we are encouraging all X-Yachts to sail this year and make 2008 the biggest regatta so far in Australia.

To register your interest in the Regatta, please contact Robert McClelland – [robert@x-yachts.com.au](mailto:robert@x-yachts.com.au). T: 02 9998 9600



**X-Yachts**  
WORLD CLASS SINCE 1979

**AUSTRALIA CUP**

**24th October 2008 Sydney Harbour**

**Cruising Yacht Club of Australia**  
New Beach Road  
Darling Point,  
NSW 2027 Australia

Racing from 1330

Food and entertainment after racing at CYCA.

**X-Yachts Australia**  
1856 Pittwater Road  
Church Point  
NSW 2104

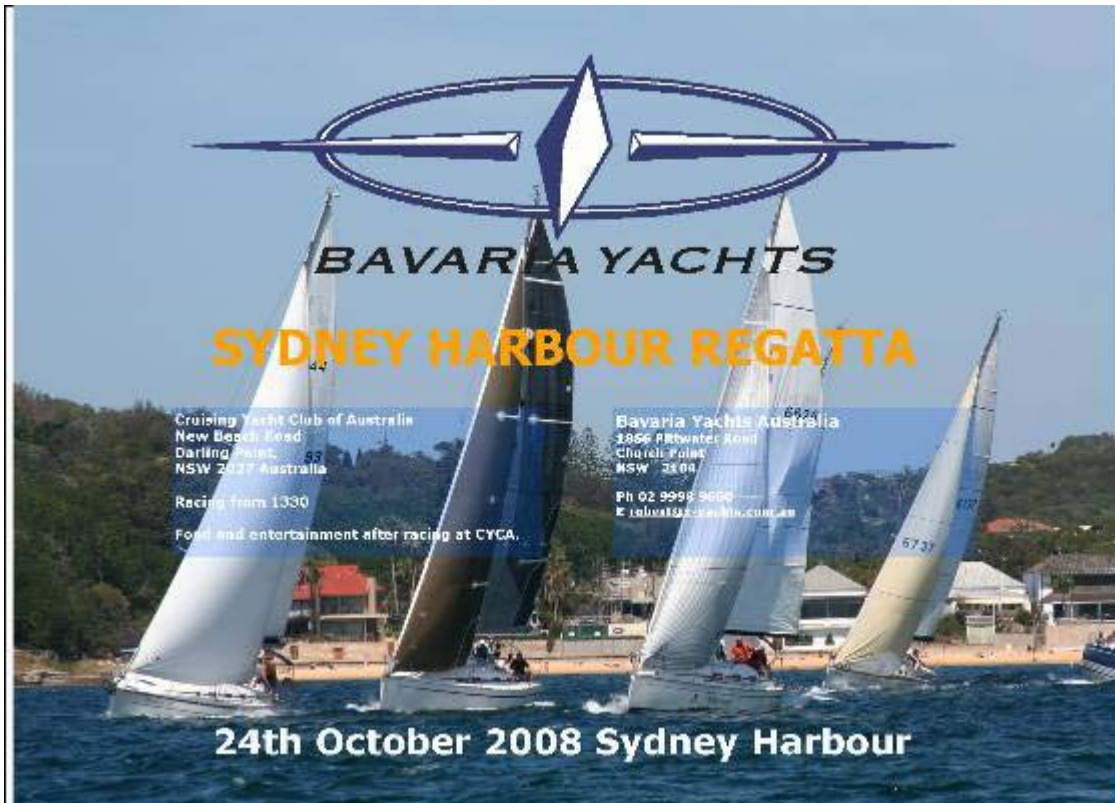
Ph 02 9998 9600  
E [robert@x-yachts.com.au](mailto:robert@x-yachts.com.au)

## Bavaria Sydney Harbour Regatta – 24 October 2008.

Bavaria Yachts Australia is once again organising the Bavaria Yachts Sydney Harbour Regatta along with the Cruising Yacht Club of Australia. With a variety of classes and a two part race during the day, we'd love to see as many Bavaria's in the regatta as possible for a fun day's racing.

Food, drinks and entertainment have been organised for post racing at the CYCA.

To register your interest in the Regatta, please contact Robert McClelland – [robert@x-yachts.com.au](mailto:robert@x-yachts.com.au). T: 02 9998 9600



## CRUISE TO SYDNEY HARBOUR – ATTEND THE BAVARIA & X-YACHTS SYDNEY HARBOUR REGATTA

With the days set to get longer and warmer it's time to start thinking about more sailing! As the Sydney Harbour Regatta will be held on Friday the 24<sup>th</sup> of October we are looking for Bavaria & X-Yacht owners who are interested in doing a cruise in company from Pittwater to Sydney the weekend before the regatta. The general plan is set out below:

Sat 18<sup>th</sup> Oct – Depart Pittwater, cruise in company to Sydney Harbour

Sat 18<sup>th</sup> Oct – Evening raft up on the harbour

Sun 19<sup>th</sup> Oct – Take yachts to a berth in the harbour for Sydney Harbour Regatta

Fri 24<sup>th</sup> Oct – Participate in the Bavaria & X-Yachts Sydney Harbour Regatta

Sat 25<sup>th</sup> Oct – Cruise in company back to Pittwater

Please call or email Dan Jones [danjones@bavariayachts.com.au](mailto:danjones@bavariayachts.com.au) 02 9998 9606 to register your interest. When we have numbers we will contact marinas around Sydney regarding berthing costs for that week.



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### **Airlie Beach Race Week**

105 entrants, a race record, competed in near perfect conditions in the Whitsunday Islands for this year's Airlie Beach Race week event. Known as the friendliest regatta on the east coast, this week long event brought seven Bavaria Yachts ranging in size from 36 to 50 feet together into racing contention. The Bavaria battle flags were prominent on the Marina before the racing commenced. All were primed to go fast.

Congratulations go to all the Bavaria skippers and crew who competed and the race organisers who ran a faultless regatta in the sun and wind of the World Heritage Marine Park.

AFRICA (Another Flaming Regatta I Can't Afford) a Bavaria 42, braved the performance racing division and finished seventh overall against a fierce field of 16 high performance racers.

In the cruising non spinnaker division, Time Lord, a Bavaria 50 helmed by Keith Munro with a NZ number plate, claimed first place sailing a near perfect regatta and showing that Bavaria do sail extremely well in all points of the wind. Crescendo, a Vision 44, came 6 overall in this division and Capricorn, a Bavaria 42, 11 overall out of a mainly large boat field of 14.

Bavaria Yachts did really show their class in the non spinnaker division racing on the "heavy" day. With 25-30 knots and double white caps in the passage, the fleet was sent out across the Molle Channel and around the islands. Bavaria Yachts came home 1, 2, 3

on the day on corrected time in a day where 9 retirements were recorded.

Most of the Bavaria Yacht fleet have now made their way across to Hamilton Island race week where 14 Bavaria Yachts are competing. Stay tuned for more news from the most beautiful racetrack around.



### **Hamilton Island Race Week**

The 2008 Audi Hamilton Island Race Week is now underway and once again a large turnout of Bavaria & X-Yachts is being supported by the service team from NSY. The NSY van has travelled north to Hamilton Island packed with all the essentials one might need during a regatta such as race week.

Special mention should be made for David Bell in his Bavaria 49 "Four Bells" and Ray & Fran Hudson in their Bavaria 42 "Northern Moment" who have both achieved a 5<sup>th</sup> place in their respective races in a division with over 40 boats.

The Bavaria & X-Yachts Bar has again been the meeting place for thirsty sailors with NSY picking up the tab on a number of evenings. It's always a great opportunity for owners and crew alike to gather at the end of a day's racing to discuss tactics and talk over the day's activities.



### **Slam clothing**

Bavaria Yachts Australia and X-Yachts Australia are delighted to announce a new partnership with SLAM Clothing. Although in its early stages, you will soon have the opportunity to buy branded SLAM sailing gear (X-Yachts and Bavaria Yachts) to wear proudly while out sailing or on shore. Keep an eye on future newsletters and the website for more information.

### **SPECIAL OFFER FOR BAVARIA & X-YACHTS OWNERS**

North South Yachting in conjunction with the Quays Marina on Sydney's beautiful Pittwater has arranged a special offer for all Bavaria & X-Yacht Owners in the lead up to the summer sailing season.

- 10% off Slip & Antifoul
- For all Bavaria & X-Yacht owners
- Offer expires 30<sup>th</sup> October

Contact Andrew at the Quays Marina (02 9997 2800) and mention this offer to receive the discount. Subject to availability.



### **A Sweet Escape**

When Bill Hili decided to take his Bavaria Vision 44, 'The Sweet Escape' north to warmer climes this winter, and to participate in the Hamilton Island race series, he enlisted Bavaria Yachts to assist him in finding experienced crew to help out on the delivery north.

Also needing to move a Bavaria 49 north to Manly (Brisbane), Peter Bruen, Bavaria Yachts' new Service Manager, along with Roger Lavel and Justin Mulkearns (Bavaria service team), organised a crew for the journey.

"It was an opportunity for me to reacquaint my self with the new Bavaria range, but also an opportunity for the guys to gain first hand experience of these boats in real usage by the owner", said Peter. "We also took along Eric from Boatworks (Electrical and Electronic installation specialists) who does much of the Raymarine installs on the new boats to demonstrate how his work is put into practice"

So with a crew of Bill, Peter, fellow Vision owner, Brian Liddell and Eric on The Sweet Escape, and skipper Damien, Roger, Justin and Sue on the Bavaria 49, the boats set sail on a delightful July morning. Perfect motorsailing weather north – light winds, and small following sea meant a fast trip to Coffs Harbour for a quick refuelling and rest stop for those not used to long distance Five Star travel, and then on to the Gold coast.

Bill had the opportunity to try out his new cruising Gennaker – easily set and retrieved two handed – which boosted boat speed significantly, as well as the comprehensive instrumentation on his boat.

Following a brief lunchtime raftup at Tiplers Passage, it was fingers crossed to get

through the shallow patch at Jacobs Well (not a touch despite the depth sounder reading zero for a while), dinner and the rugby at the Irish pub and an early morning arrival at Manly Boat Harbour via the main channel inside Stradbroke Island.

A safe fast fun passage was completed. “It was good to have the Bavaria guys along, and we all learnt a lot about passage making from the two skippers, said Bill.

“Both boats performed really well, and it was great to see two Vision owners really enjoy the passage”, commented Peter. “Enjoying your boat is what its all about”