



Welcome to the June edition of the North South Yachting newsletter.

We have a packed newsletter this month starting with the news of the latest new Bavaria model from the exciting collaboration between **Farr Yacht Design and BMW Designworks USA – the New Cruiser 32**. We're also very excited about the Australian launch of the new **Bavaria 35 Cruiser** making her national debut at the **Sydney Boat Show** in July/August. We have a round-up of recent **Brokerage News** and we remind you of the fantastic opportunities to commission your new yacht overseas in the **Mediterranean or Caribbean**. Sanctuary Cove Boat Show was certainly a challenge this year due to adverse weather but we round-up this year's show and say thanks to those of you who came to our recent open evening in Sydney Harbour. Finally, there's news on courses to obtain your **VHF operator's licence with Smart Sail**.

Enjoy the newsletter and we look forward to seeing you on the water.



Bavaria Yachts Announce the New Cruiser 32

Bavaria Yachts is delighted to announce the introduction of the new Cruiser 32. Continuing the exciting collaboration with Farr Yacht Design and BMW Designworks USA (part of the BMW Group), the new [Cruiser 32](#) will retain the market leading benefits of construction quality, performance and value while introducing new and innovative design aspects.

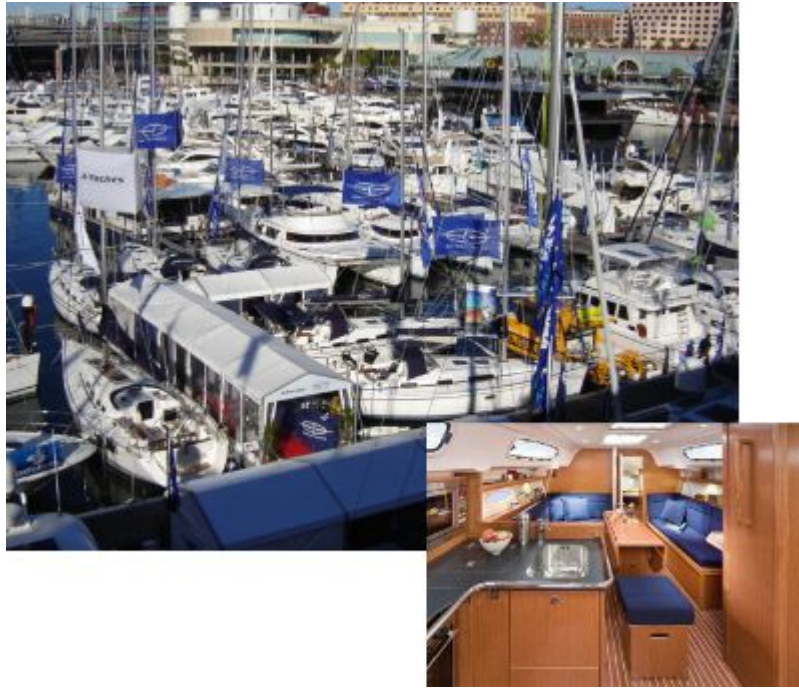
The new model offers an “optimised, modern bow with sportive performance along with a spacious interior concept.” Many of the features have been taken from the Cruiser 55 and will ensure the 32 is another success story for Bavaria Yachts. More details and pricing will be released by mid-June with factory completion scheduled for September 2009.

“We are very proud to present our new development and are looking forward to introducing the new [model] into the market,” says Andres Cardenas, CEO Bavaria Yachts. “The boat concept expresses beautiful details with new features and is an evolution from our current Bavaria series, reflecting a higher standard.”

Bavaria Yachts have been making waves since the recent introduction of the new [Cruiser 55](#). The combination of three of the strongest partners in design and manufacturing (Farr Yacht Design, BMW Designworks USA and Bavaria Yachts) is being lauded as one of the most electrifying and far-reaching partnerships in modern yacht production.

Since 1978 Bavaria Yachts have been synonymous with premium quality, solid and lasting values as well as an outstanding price-performance ratio. More than 3000 sailing and motor yachts are produced each year ranking the yard among the world’s largest and most successful yacht manufacturers. Through a strict no stock policy, Bavaria Yachts maintain a secure workforce and lean organisation while continuing to develop new products in line with market trends and advancements.

Bavaria Yachts has one of the most state-of-the-art production facilities for sailing yachts worldwide. All new designs will be produced to comply with the GL (Germanischer Lloyd) Yacht Plus Certification.



Launching the Brand New Bavaria 35 Cruiser at Sydney International Boat Show. 30 July – 03 August

North South Yachting is very excited to be launching a brand new model at Sydney Boat Show. The [Bavaria 35](#) Cruiser will be making her Australian debut just days after she's commissioned. The Bavaria 35 Cruiser is a stunning three cabin yacht featuring the new interior first seen on the 43 Cruiser and fantastic new innovations like the adjustable aft cabin dividing wall, optional interior finishes and adjustable saloon seating configuration. Currently shipping from Europe, this new model will arrive in Australia in early July for commissioning.

While we're still finalising the exact yachts we're taking, our current expectation is to also have the Bavaria 43 Cruiser and X-37 on display.

Please let us know if you want more information ahead of the show launch and if you're planning on visiting the new yacht at Sydney Boat Show. info@northsouthyachting.com.au.



Brokerage News

Quality enquiries continued to strengthen through the month with NSY securing sales on three yachts and a fourth likely to complete in the next week.

Congratulations to Stephen and Natasha Owen Conway, who purchased "Quick Decision" (2005 Bavaria 46 Cruiser) after being wowed by an exhilarating test

sail. The yacht recently left Pittwater to head North on passage round to her new home in WA. Unfortunately, Stephen and Natasha's work commitments prohibited sailing the yacht all the way back themselves, so they have had to make do with a leg up the east coast. The yacht is in excellent hands though as she's being sailed back by renowned skipper John Saunders!

Follow up from a major boat show often shows indecision in customers choosing between a new or used yacht and the best fit for their requirements. It is a time of year where "near new" second hand yachts generate huge interest and can garner an excellent re-sale price. As always, we are keen to offer the NSY advantage of a full used yacht display at major boat shows to any interested Vendors – please contact our National Brokerage Manager Tom Edgington to discuss further: tom@northsouthyachting.com.au.

New Listings

"Jive Talkin" – Davidson 10.6 \$235,000 + GST

A 35ft carbon construction power house built for offshore racing and capable of reaching speeds in excess of 20 knots! Located Pittwater.

"Too much Chat" – Bavaria 36 \$189,000

A fastidiously maintained 2004 model, offering exceptional upgrades to include ST6002 S1G autopilot last year and Frederick ball-bearing mainsail car system. Located Pittwater

"Solero" – Jeanneau 39i \$270,000

As new 2007 twin wheel Cruiser offering a complete cruising spec and a desirable two cabin layout with separate shower stall, moveable chart table and enormous storage space. NOW IN PITTWATER.

Price reductions

"Shot of Courage" – Bavaria 42 Match NOW \$249,000

"Voodoo" – Catalina 310 NOW \$129,500

All specifications available at www.northsouthyachting.com.au.



Photographer: Armando Jenik

Overseas delivery - Cruising the Mediterranean or Caribbean.

It is the dream of many yachties to buy a boat overseas and cruise some of the world's exotic locations. NSY has helped many people do this in the Mediterranean and have a proven system enabling that dream to be realised. The Mediterranean has such a wealth of beautiful ports and cultural variations that it has kept many sailors occupied year after year without ever seeing the same place twice.

You can read about one yachts Mediterranean adventures by following Andrew and Clare Payne's blog as they continue into their fifth year aboard *Eye Candy* their Bavaria 39: <http://freedomandadventure.blogspot.com>

We can now also boast the Caribbean as a jumping off point for new Bavaria's. NSY is delighted to be able to offer yachts commissioned in the British Virgin Islands, the perfect place to begin a Caribbean cruise.

Jamie Millar, NSY Brand Manager, previously worked in the British Virgin Islands for six years (two and a half years with the Bavaria importer) and knows the ins and outs of getting started in this beautiful region:

“The best time to have your yacht delivered to the Caribbean is towards the end of the year. The trade-winds kick-in around November/December and the temperature is at its best through the first part of the year. The cruising season generally runs through to July but as long as you have a hurricane bolt-hole organised or plan to be far enough south, you can pretty much cruise all year round. Sailing between the islands is mostly just a matter of day sailing with the occasional overnight. There’s so much to see and so many stunning places to drop the hook that you could spend a lifetime there.”

We can also provide information on chartering Bavaria’s throughout the Caribbean if you wanted a taster first.

For more information on overseas delivery, contact Jamie on 02 9998 9600 | jamie@bavariayachts.com.au.



Sanctuary Cove Boat Show – The show must go on (and it did)!

The 2009 Sanctuary Cove International Boat Show was quite possibly one of the hardest shows NSY has ever exhibited at. From 60 knot gusts and torrential rain during set-up, to a cancelled first day and regular rain and wind throughout the three remaining days, Sanctuary Cove was entertaining to say the least. But we loved it!

Over all, the show was very positive and Bavaria Yachts stood out as the best sailing yachts on display. This show was the debut for the new 43 Cruiser which had a fantastic reception while the popular 38 Cruiser turned many a head.

With dedicated pontoons and a marquee for shelter, North South Yachting’s

stand proved a safe haven for many when the rain came down and proved an excellent display with our factory production DVD running and a full display of brokerage yachts from around Australia.

X-Yachts also received many enquiries with the new XC Cruising series brochures being in hot demand.

A big thanks to all of you who attended the show and we look forward to talking to you further about Bavaria and X-Yachts and hopefully welcoming some new members to the family.



SailCorp, Finlease and North South Yachting Open Evening

Our recent open evening in Sydney Harbour with SailCorp and Finlease was a great success and we wanted to thank all those who came along. The Bavaria 34 and 40 both looked fantastic, lit up on a clear night with the Harbour Bridge as a back-drop. Sydney harbor truly is a fantastic place to enjoy yachting and has to be one of the most spectacular settings for sailing in the world.

A big thanks also to Fraser Vickers of SailCorp and Mark O'Donoghue of Finlease for taking time to discuss all things charter from operations to finance and charter ownership as a business.

If you want more information on charter yacht ownership in Sydney Harbour, give Jamie a call at the office – 02 9998 9600.



VHF Courses – Smart Sail

In the May edition of Cruising Helmsman it was brought to our attention that the Radio Police will now be enforcing the legal requirement to hold a VHF Licence to operate a VHF radio. The radio licence held by pilots is not acceptable.

Peter Wilson of *Smart Sail Sailing School* will be holding VHF radio courses in June. The cost of the course is \$160 (normally \$199.00) and includes the VHF book (retail \$19.99) and the VHF exam marking in Tasmania

(\$48.20).

The following dates are available for a maximum of six students per day to allow personal teaching for your success: June 17th, 20th, 21st and 24th

If you're keen to do the course but can't make any of these dates then please let Peter know and he will look into one-on-one tuition (\$199).

Places are limited and the class will be held aboard Peter's Bavaria 39 Cruiser *Splash* at the Royal Prince Alfred Yacht Club, Newport, which will allow all students to handle the actual equipment. The day will take approximately six hours and Peter will send out the VHF book as soon as your place has been confirmed.

To book please contact Peter Wilson, Smart Sail. T: 0418 296738 | E: smartsail@bigpond.com