



NORTH SOUTH YACHTING

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



X-Yachts
WORLD CLASS SINCE 1979

Dear [[FirstName]],

SANCTUARY COVE BOAT SHOW 2007

North South Yachting is proud to have on-board Euan MacDonald and his team from Australiawide boat sales as the new agents for Bavaria and X-Yachts in Queensland. With offices in Manly, Newport and Sandgate, Euan and his staff are actively seeking new members of the Bavaria and X-Yacht families.

On display at this years Sanctuary Cove Boat Show will be a selection of popular Bavaria Cruisers including:

- The 33 Cruiser which has been nominated for the 2007 Boat of The Year Awards
- The 37 Cruiser which received a commendation award at the 2006 Boat Of The Year Awards
- The immensely popular 42 Cruiser.
- Also on display for the first time in Queensland will be the new 44 Vision which has generated a lot of interest since its arrival late last year.

Keep an eye out for the big blue Bavaria flags in the Sail Basin at this years show or contact Australiawide on 07 3348 3177 for information on Bavaria or X-Yachts in Queensland.

BAVARIA 33 CRUISER NOMINATED FOR THE AMIF BOAT OF THE YEAR AWARDS

The AMIF 'Boat Of The Year Awards' which award excellence in the marine industry across all fields from production to imports is on again this month.

Following the Commendation award received for the Bavaria 37 Cruiser in 2006, North South Yachting are excited to have two yachts nominated as finalists in this years awards. They are the Bavaria 33 Cruiser and the X-35 in the Imported

Non-Trailerable Sailing boats division. The results are due to be announced at the Sanctuary Cove Boat Show in May.



HAMILTON ISLAND RACE WEEK 2007

This years Hamilton Island Race Week will be running from the 18th to the 25th of August and now is as good a time as ever to begin your planning for this world class sailing event.

We recommend you spend some time thinking about what you want to achieve out of the regatta and plan accordingly. If you are going up to have a good time with friends then do not enter the serious racing divisions like IRC Cruising. If it is your first time at Race Week it may help if you speak with sailors who have competed before to get advice on all aspects of the regatta from racing tactics to the best place for a cleansing ale after the race.

North South Yachting will again have a presence at Race Week and will keep you informed throughout the year as to what events we are planning.

As in previous years we would appreciate it if all Bavaria and X-Yacht owners notify us if they are attending Race Week this year so we can include you in our planning.

BAVARIA YACHTS SUCCESS IN SOUTH AUSTRALIA

Over the last few months North South Yachting have sold and landed over three new Bavaria 42's to owners residing in South Australia.

It is good to see the brand' s resurgence in Adelaide and with the current enquiry levels, we expect more sales in the near future.



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!

If you are interested, contact Eve for a new copy of the factory DVD which outlines the technology used in the production line.

NSY BROKERAGE

If you are looking for a yacht for this 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:

2004 Bavaria 42 Cruiser- \$319,000

This 2004 Model Bavaria 3 Cabin has been kept in pristine condition. With ample storage space and many extras she is perfect for family cruising. 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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