



## NORTH SOUTH YACHTING

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



**X-Yachts**  
WORLD CLASS SINCE 1979

Dear [[FirstName]],



### THE VISIONS ARE HERE!

The first 40 and 44 Visions from Bavaria have finally arrived. We were pleasantly surprised with interior layouts of both boats. The L shaped galley has plenty of working space and two large refrigeration units. Storage is easy with cupboards and draws conveniently placed throughout both boats. The cockpits of both 40 and 44 Vision are another stand out feature for the new range and the twin wheels and contoured floor provide heaps of space to move around with somewhere to clamp your feet when the boat is at a heel.

Our excitement with the new boats was replicated by our clients with the new 40 Vision selling within 3 hours of its arrival at Church Point! Photos of each boat are now up on our website and you can personally inspect the new 40 and 44 Vision at our **Open Day on the 14<sup>th</sup> of October.**

### INTRODUCING MARTIN BOX - BAVARIA AGENT FOR WA

This year North South Yachting appointed Martin Box the official Bavaria agent for Western Australia. Martin has been heavily involved in the boating industry for the past 40 years. He is the foundation member of the BIA in WA and also the foundation member and current president of the Ship and Yacht Brokers Institute of Western Australia.

With so many connections in the boating industry in Western Australia, Martin is capable of offering the service and support that boat owners need. Martin has a growing fleet of current Bavaria Yachts that he is now able to show to clients in WA and with an average of one new Bavaria coming into Perth every month that fleet will no doubt keep growing.

If you are in Western Australia and would like to inspect a new Bavaria Yacht contact Martin Box Marine on 08 9336 1466 or visit his website at [www.martinboxmarine.com.au](http://www.martinboxmarine.com.au). Martin can always be found on the Swan River on any Wednesday racing his Bavaria 37, and regularly rings the bell back at the club after winning a race .

## **CASUAL TWILIGHT RACING**

If you have always wanted to get into twilight racing but did not want to risk your pride and joy on a busy and often aggressive start line you might want to consider participating in the Tuesday night informal twilight races with BYRA.

For these skippers and their crews the emphasis is on fun. They run a very informal race over a selection of 10 different courses on beautiful Pittwater every Tuesday night during summer. At the conclusion of the race most of the 8 regular boats head over to TowlersBay for a raft up and social BBQ.

BYRA is currently on a recruiting drive and would love some Bavaria's or X-Yacht's to get involved. For information on how to join BYRA and be part of this weekly social event please contact Fleet Captain Greg Douglass on 0409 845 792. A pre season BBQ will be taking place on the 15<sup>th</sup> of October and BYRA would like to extend an invitation to all new and prospective members to come along and meet some of the other crews.

## **WHAT'S NEW AT BAVARIA & X-YACHTS**

Both Andrew Parkes and Bob Mulkearns visited Europe in the last two months. Andrew toured the X-Yachts factory in Denmark and was a spectator at the X-35 Gold Cup in Medemblik, Holland with 24 boats competing.

X-Yachts have increased their production to cater for the huge demand of the X-35 and soon to be released X-41 One Design race boats. North South Yachting have ordered one X-41 for delivery in July 2007, this boat will be on display at the Sydney Boat Show next year. Andrew reported an upgrade on the specification of the X-37, X-40, X-43 and X-46 has now been introduced to make the package more appealing. Please contact Andrew Parkes for more information on X-Yachts 02 9998 9605.

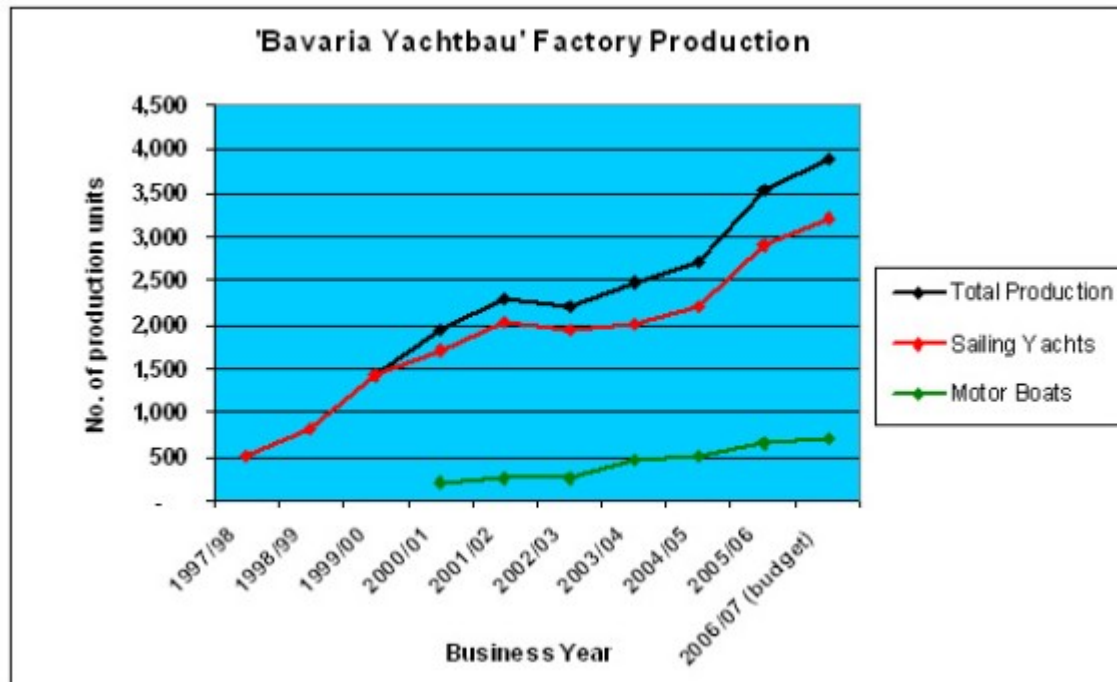
Bob attended the worldwide launch of the new Vision Series from Bavaria in Spain and also toured the Bavaria factory in Germany. Geoff Middleton from Trade A Boat went along for the ride and has published an interesting review on the new Vision Series and the Bavaria factory in this months Trade A Boat issue # 355.

Once again Bavaria has shown why they are one of the worlds leading

production yacht builders with the release of the new Vision range. Bob Mulkearns, director of North South Yachting and Geoff Middleton the Editor of Trade A Boat noted that the new yachts perform very well and have many new features that will impress current and future Bavaria owners.

Evidence of Bavaria's strong growth and success can be seen in the graph below which has been supplied to us from the factory during Bob's last visit. At near 20 Yachts and power boats coming off the line daily the logistics are quite amazing .

Click on the link below to view a 3D video walk through of your favourite Bavaria Yacht <http://2bavaria-yachtbau.com/index.php?id=472&L=1>



## **WILL YOU CHARTER YOUR BAVARIA FOR NEXT HAMILTON ISLAND RACE WEEK?**

We have an interested party from Western Australia who noticed the Bavaria's performing well at this years Hamilton Island Race Week. As a result of this they have made contact with us and asked if we know of any Bavaria's that will be available to charter for next years race week. They are looking for a Bavaria between 39-42 feet long and preferably fitted with racing sails. They would be happy for the owner to join the crew if that was going to make it more attractive to charter. If you are interested in arranging something for 2007 please contact Dan (02 9998 9606) from North South Yachting for more information.

Whilst on this topic NSY are arranging options on several Charter Bavaria Yachts in the Whitsundays for Hamilton Island Race week. If you are a Charter owner or potential Charter customer please contact Dan or Eve and register your interest .

The cost for the 10 day charter is between \$6,000 to \$12,000 dependent on the size of the Yacht. Dan and Eve can help with ideas on how to maximise your fun, share costs amongst friends and like minded adventurous sailors.

**LIVING THE DREAM...**

Please send us your living the dream shots so we can publish them in the newsletter. This is a lovely shot taken by Tristram Denyer of a Bavaria 44 enjoying the sights of Sydney.

Tristram and Gail owners of a 37 in Townsville were enjoying a day on the harbour with Terry and Julie Clark on their Bavaria 34. They met as guests on the NSY/Denyer 37 in the Hamilton Island Regatta, and were catching up with their fellow Bavaria "living the lifestyle" friends.



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