



Dear ,

Welcome to the October 2008 Newsletter from Bavaria Yachts Australia and X-Yachts Australia. In this edition we have news of recent events, current pricing for yachts and new yachts to come from Bavaria.

Read on for:

- The new Bavaria 35 Cruiser;
- Finalised layouts for new models - 47, 51 and 35 Cruiser;
- Secured pricing on new Bavaria Yachts - and it's a good rate!
- Why buy Bavaria - good reasons to stick with a sound and secure brand;
- 2008 Bavaria Yachts Sydney Harbour Regatta;
- 2008 X-Yachts Australia Cup;
- Report on the 2008 Club Marine Mandurah Boat Show;
- Finance rates have fallen - news from Finlease;
- Report on the Bavaria Cruise in company - Pittwater to Sydney;
- Why sell your boat through Bavaria Yachts - reason to employ our services in the used yacht market;
- Bavaria Syndicates news;
- Bavaria Charter news;
- Service tips of the month;
- Brokerage Yacht of the month.

Enjoy the news and please don't hesitate to [contact us](#) for further information.

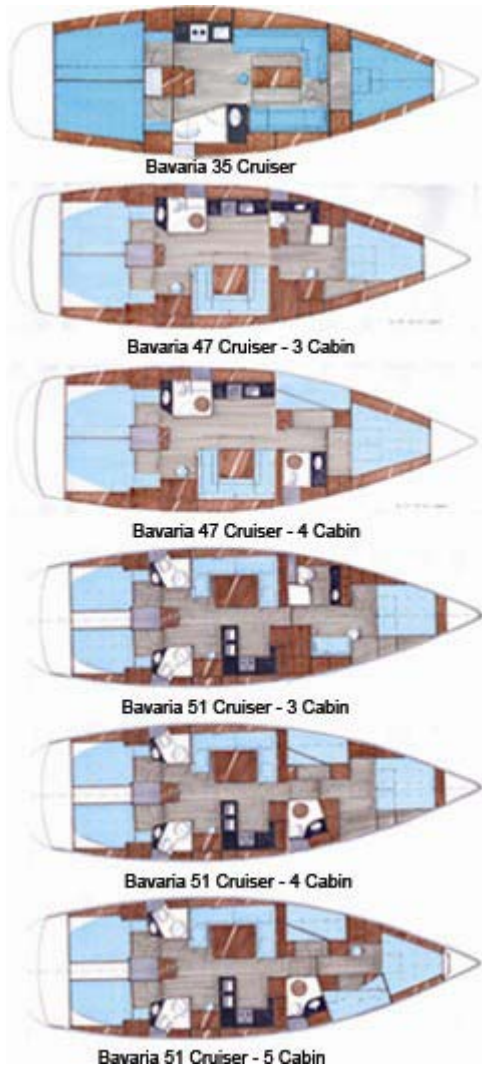


BAVARIA YACHTS ANNOUNCE NEW MODEL
New 35 foot yacht joins the Bavaria Cruiser range.

Bavaria Yachts is delighted to announce the latest model to join the Cruiser family: the Bavaria 35 Cruiser. Based on the hull and deck of the current popular Bavaria 34 Cruiser, this new model is a three cabin version. Named to reflect the true size of this yacht, the new 35 Cruiser will have the fresh interior design recently introduced with the stunning Bavaria 43.

This magnificent yacht comes with many new and innovative features designed to maintain Bavaria's market leadership.

To read on [click here](#).



New layouts now available online

With the recent announcement of several new models – Bavaria 35, 43, 47 and 51 Cruisers – all of the layouts had not been finalised. We now have the final versions available and you can see them by following the links below (then click on Photo Gallery):

- [Bavaria 35 Cruiser](#)
- [Bavaria 47 Cruiser](#)
- [Bavaria 51 Cruiser](#)

Secured prices at Bavaria Yachts

Bavaria Yachts Australia is delighted to announce that they are holding Standard Australia spec'd yacht prices at an improved exchange rate of 56 cents. What does this mean? Using a Bavaria 40 Cruiser with Australian base spec as an example, we are selling for \$339,190 – this is an actual saving of \$25,252 on today's equivalent retail price.

See the table below for current prices and actual savings:

Boat	Actual price	Our price	Saving
31C	\$205,485	\$191,205	\$14,280
34C	\$256,620	\$238,500	\$18,120
38C	\$320,460	\$298,200	\$22,260
40C	\$364,442	\$339,190	\$25,252
43C	\$423,313	\$393,867	\$29,448
47C	\$509,020	\$473,154	\$35,866
51C	\$623,853	\$579,512	\$44,341
40V	\$423,934	\$394, 830	\$29,104

44V	\$501,028	\$478,825	\$22,303
50V	\$626,646	\$598,558	\$28,088

To take advantage of this spectacular deal, contact us to get a quote on any of the above models. New builds will be ex-factory by early-mid December and delivered in time to catch the best of the summer.

Why buy Bavaria?

In amongst the well documented rough economic waters, Bavaria Yachts Australia has buoyant expectations. With a successful Mandurah Boat Show behind them (one Bavaria 40 sold at the show), a well supported factory with no stock anchoring them down and an outstanding national network of agents, this is the time to buy into stability and a well supported brand with a solid future.



With worldwide market rationalisation happening on a daily basis, the same is very likely in the yacht manufacturing sector. The big manufacturers are set to continue to dominate the market while companies burdened with stock and fragmented dealerships are likely to close-up or be absorbed.

Bavaria Yachts was bought out by private capital investment firm Bain Capital approximately 18 months ago. Bain Capital is currently in the process of negotiating the purchase of aspects of Lehman Brothers bank for several billion dollars. Also currently investing €10m in new production facilities at their factory in Germany, Bavaria Yachts is positioning itself for the inevitable upturn. The investment is also into new product design and Bavaria recently announced four new models - Bavaria 35, 43, 47 and 51 Cruisers – featuring new innovations and a complete interior redesign.

To read on [click here](#).



Sydney Harbour Regatta

2008 Bavaria Yachts Sydney Harbour Regatta

On a fine Friday in Sydney Harbour, 16 Bavaria Yachts jockeyed for position at the start of the annual Bavaria Yachts Sydney Harbour Regatta. The day dawned sunny and with light, cool easterly breezes, a relief following the three preceding days of weather mayhem!

With boats ranging from 31' to 49', the fleet sailed fixed courses starting outside the CYCA just off Clarke Island. The beat took the fleet north past the Sow Pigs and as far up as Manly for the big boats. Fluky conditions saw positions change often as the yachts searched for the best wind to gain an edge. Downwind, a port reach past Shark Island, the lighter boats saw the biggest gains with the fleet applying themselves to the task of making the boats lighter as the race progressed.

To read on [click here](#).



X-Yachts Australia Cup.

The day of the X-Yachts Australia Cup dawned, beautiful and sunny, with a gentle, warm breeze wafting over Sydney Harbour. Stark contrast to the freezing southerly that had been howling for the previous three days.

An impressive 10 X-Yachts lined-up at the start off the CYCA in Rushcutters Bay. Racing got underway on at 1330 with the first race being sailed over a windward leeward style course of approximately 6 NM. The light easterly breeze of 6-8 knots was difficult to read and the lead changed often.

To read on [click here](#).

The 2008 Club Marine Mandurah Boat Show was a great success for Bavaria Yachts and Martin Box Marine. With one Bavaria 40 Cruiser sold at the show and many very good and credible leads taken, the quality of enquiries was evident even though the attendance numbers were down. Club Marine did a fantastic job putting the show together and it was great to see a strong turnout of yachts amongst the record 170 boats on display.

Martin Box said: "I've been selling boats for forty years and this has been one of the best Mandurah shows in my experience. Overall, it was very positive and hopefully representative of continuing strength in the marine industry in Western Australia. As long as there is a better effort made to provide more pens for vessels in this region, there's no reason why sales should not thrive."

Good news. Finance rates have fallen!

Did you know that the average boat owner changes their boat every 4 years? Today, most boat loans have minimal early termination costs so, if you're considering upgrading, there are finance solutions available where you can buy the new boat before selling the old one. The proceeds from the sale can then be used to reduce the new loan. In the current buyers market this might give you the edge you need to get the boat you want whether it's a new Bavaria or one of our many brokerage options. Alternatively, if you were waiting to liquidate some stocks, you can finance the boat now and pay it off when the market returns to form.

Finlease can finance everything from boats to cars, fit-outs to factories, equipment to computers. As an independent finance broker, they can offer many options and have access to more than 20 lenders. In fact 99% of the time purchases don't have to be secured against real estate. It works like this: Tell Finlease what you want and how much it costs, they will take the time to understand your requirements and find the right finance arrangement for you.

Contact [Bavaria Yachts](#) and [Finlease](#) for more information.



Bavaria Cruise in Company

On Saturday 18th October under a clear blue sky, a fleet of Bavaria Yachts set out for a cruise in company to Sydney Harbour. Perfect conditions with light NE winds and smooth seas greeted the fleet as they rounded Barrenjoey Head and set sails for Sydney.

To read on [click here](#).

Why sell your Bavaria through Bavaria Yachts Australia?

It is Bavaria Yachts Australia's aim to offer a highly professional service for the sale of any production yacht. The company prides itself on its level of marketing, which includes a full on-line program on all major Australian websites, exposure in the National monthly publications and a superb marina location offering high customer through flow.

But what additional advantages come when you are looking to either upgrade or simply sell your Bavaria Yacht? What can Bavaria Yachts Australia offer that other brokers can't?

To read on [click here](#).



Bavaria Syndicates

“Fractional ownership is one of the fastest-growing global lifestyle trends. An increasing number of time-poor individuals can no longer justify the expense or the worries of spending millions on assets they hardly use” - Pinnacle Magazine {Aug 2008}.

Whilst Bavaria's might not run into the millions, the principle of 'sharing the costs & sharing the time' is certainly growing in popularity within the Australian yacht market. Bavaria Syndicates is starting to receive a number of enquiries from people who own yachts in the \$100-150k range who are wishing to pull some equity out of their lifestyle investment while remaining on the water and sailing each week.

To read on [click here](#).



CHARTER INDUSTRY IN FINE SHAPE

As the global financial wobble continues to play out on stock markets around the world and intrude into family lounge rooms each night on the news, one sector of Australian business is sailing well, the bareboat charter industry.

Never has there been a better time to charter a yacht. No expensive overseas currencies to worry about. The food and language is familiar. Travel time and airfare costs are modest in comparison to heading overseas.

To read on [click here](#).

Service tips of the month - Keep your hatches watertight and your motor running

Sadly, it's a fact of life that at some stage all boats leak – from somewhere. And with many boats being closed up for winter, early in summer is when we get those annoying leaks around opening hatches. But you can do some preventative maintenance on your opening hatches that will keep them watertight for longer.

To read on [click here](#).



Brokerage Boat of the Month – *Fordified*- Bavaria 35 Match

“Presenting to the market arguably the most competitive Bavaria 35 Match in the country. Proven on the race course, the yacht is unusual in that the cruising specification is second to none, providing a wonderful mix of twi-lighting capabilities and family sensibilities. Want to be first at the bar after the race? This could just be the boat.....” Now located Pittwater, and available for immediate viewing. \$199,000.” For full specification, please visit <http://www.northsouthyachting.com.au/used.php?de=44641>