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**Welcome to the September 2008 Newsletter from Bavaria Yachts Australia and X-Yachts Australia.** In this edition we have all that's new in the world of Bavaria Yachts and X-Yachts. Read on for news of the arrival of the new Bavaria 43, special offers for new brokerage listings, the Bavaria Whitsunday Rally, the X-Yachts Australia Cup, the Bavaria Harbour Regatta, Bavaria Syndicate offers and new faces at Head Office.

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

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## Bavaria 43 Open Day

She's here! The first Bavaria 43 Cruiser to reach Australian shores is now being commissioned and will be ready for display on our open day at Quays Marina in Pittwater – Oct 4. Please come and join us to celebrate the new arrival.

Time: 10am – 4pm  
Date: Saturday 4<sup>th</sup>  
October  
Location: Quays Marina, 1856  
Pittwater Rd, CHURCH POINT, NSW

With a whole new interior design along with many new and innovative features, the 43 is set to wow yachting enthusiasts. Based on the hugely

successful 42 Cruiser hull and rig plan, we know this boat will be fast and assured in any sailing environment whether it be racing round the cans or serious ocean passages. With three 43's already sold from plans, we have a feeling she's going to be a very popular yacht indeed.

A selection of new and pre-loved Bavaria Yachts will also be on display with staff on hand to show you over the boats.

We would be grateful if you could register your interest in advance - please phone head office on 02 9998 9600 or email [info@bavariayachts.com.au](mailto:info@bavariayachts.com.au)

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## 2008 Club Marine Mandurah Boat Show – WA

The third largest on-water boat show in Australia kicks off from Oct 9-12 in Mandurah, Western Australia. Martin Box Marine, Bavaria Yachts Australia's WA Agent will be at the show with a Bavaria 40 Cruiser and Bavaria 50 Cruiser. Please come by to talk about what Bavaria Yachts Australia has to offer on the West coast.

**For more information, call Martin Box Marine on – 08 9336 1466.**

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## Pittwater to Sydney Cruise

We will be holding a cruise in company from Pittwater to Sydney Harbour to encourage as many yachts to participate in the Sydney Harbour Regatta as possible. The plan will be as follows:

Saturday 18th Oct -	Cruise in company from Pittwater to Sydney Harbour
Sunday 19th Oct -	Raft up in the harbour that evening (location to be confirmed)
Friday 24th Oct -	Take boats to berths in the harbour for the week
Saturday 25th Oct -	Participate in the Sydney Harbour Regatta
	Cruise in company back to Pittwater

Even if you can't make the regatta we would still love to see as many boats participating in the

cruise as possible. Please contact Jodie on 02 9998 9600 or [info@bavariayachts.com.au](mailto:info@bavariayachts.com.au) to [register your interest in the event.](#)



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## **X-Yachts Australia Cup / Bavaria Yachts Sydney Harbour Regatta**

We're getting excited about the upcoming X-Yachts Australia Cup and Bavaria Yachts Sydney Harbour Regatta. With over \$8000 worth of prizes to be won, the racing should certainly be competitive. The class divisions are as follows:

### **Grand Prix (Spinnakers)**

X-Yachts and Bavaria Match  
One windward leeward course  
One round the buoys race

### **Family Class 1 (No Spinnakers)**

Bavaria Yachts  
30-39 feet nominal  
One race round the buoys

### **Family Class 2 (No Spinnakers)**

Bavaria Yachts  
40+ feet nominal  
One race round the buoys

At the end of the days racing we'll have prize giving, entertainment and some food and drinks at the CYCA. Please contact us for an entry form or to register your interest as a participating yacht or keen crew.

Regatta Entry Costs:

\$90 per yacht  
\$40 per crew (for food and drink)

**EARLY BIRD SPECIAL** – For all participants who enter the regatta by 5pm on Friday 10 October, food and drinks will be discounted to \$25.

Please RSVP to Jodie on 02 9998 9600 or [info@bavariayachts.com.au](mailto:info@bavariayachts.com.au) by no later than **Friday 17th October**.

We look forward to seeing you on the course!



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## **Bavaria Whitsunday Rally**

**WHITSUNDAY RALLY 4-11 DECEMBER 2008  
FILLING FAST!!!  
REGISTER BY 31 OCTOBER TO SECURE YOUR PLACE**

\$1600 for a fun filled week of sailing, on a range of Bavaria Yachts. Includes airport pickups and most meals.

To secure your place contact Jane on 07 4948 0206 or email: [janeraphael@mconsult.com.au](mailto:janeraphael@mconsult.com.au)

**COME ALONG AND HAVE SOME FUN WITH US!!!!**



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## Spring Incentive for Brokerage listings

There is nothing like a couple of 30 degree days and the eager anticipation of daylight saving to bring prospective purchasers out of the woodwork in the search for good quality brokerage yachts. With a marked increase in the number of enquiries in the last couple of weeks, we would like to take on more quality listings and as such are delighted to offer a **Premium Vendor Package** for all new EXCLUSIVE brokerage listings signed up prior to October 31<sup>st</sup> 2008.

Presentation in the first month of listing is critical. To make an impact in a competitive market, it is imperative to ensure the presentation of the yacht is maximized to provide a cutting edge. Driven by this, we have put together three options which will allow a Vendor to choose a package that suits their yachts specific requirements:

### **Option 1. Complete Professional detail**

- Internal clean
- Stainless cut and polish
- Deck wash and pressure clean
- Deck clean and Brighten
- Final Wash and detail

### **Option 2. Out of Water Preparation for Sale**

- Slipping of Yacht
- Clean of hull and topsides
- Antifoul of hull and legs (as applicable)
- Topside cut and polish

### **Option 3. Sales berthing**

- 6 months berthing/mooring at Sales location in Pittwater, Sydney. (subject to availability)

Please contact our National Brokerage Manager Tom Edgington on 02 9998 9600 for further details. Terms and conditions apply.

Please [click here](#) for our full listings of brokerage yachts.



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## Syndicate Shares Available Now!

Bavaria Syndicates Australia is delighted to offer FIVE equal shares each in two new fully-equipped Bavaria yachts - a 38 Cruiser and a 40 Cruiser. Fully managed at The Quays Marina at Church Point, these luxury yachts are available NOW with no need to wait for the syndicate to be fully subscribed. Get sailing this weekend on your own boat for the discounted price of \$60,000 for the 38 or \$69,000 for the 40. For more details email [syndicates@bavariayachts.com.au](mailto:syndicates@bavariayachts.com.au) or call Matt Bromhead on 0408 408 227.

## Want to sell but still want to sail?

Are you thinking about selling your yacht but hate the idea of not owning a boat? Do you want to release some equity from your boat yet remain on the water? If the answer to either of these questions is yes then Bavaria Yachts can help.

We can list or trade (subject to conditions) your existing boat through our national brokerage network and you can use part of the proceeds to purchase a share in a new luxury Bavaria. You benefit from:

- Releasing equity;
- Funding a yacht purchase;
- Reduced running costs;
- The same amount of sailing days per year!

Too good to be true? On the contrary, just look at this example: sell your second hand 32' (e.g. \$150,000 for an eight year old 32' production yacht – hypothetical estimate) and purchase a 25% share in a new Bavaria 34' for \$62,000 or a 20% share in a 38' for the same amount. The boat can be kept on your mooring/berth or we will help find a new one for you. Bavaria Syndicates can also take care of all the maintenance and servicing for you should your syndicate wish. You will have the opportunity to take 75 days on the water and you'll save money while owning a new

boat!

For all EXCLUSIVE listings signed up with Bavaria Yachts Australia who's owners buy a share in a Bavaria syndicate, we will offer a Premium Vendor Pack (see article above) of your choice to help optimise the boats potential to sell (excluding trades).

Call Matt Bromhead on 0408 408 227 for more details on this exciting new opportunity or email [syndicates@bavariayachts.com.au](mailto:syndicates@bavariayachts.com.au)



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## New Pricing for Bavaria Yachts

Bavaria Yachts Australia has released the new pricing of the Brave New World of Bavaria.

The key features of the pricing are the factory package options now available. The packages are designed to create more choice in customising your yacht while generating significant savings through grouping useful items together. The packages cover options for cruising comfort, entertainment, performance and electronics. Savings range from 15%-30% of normal option pricing.

In order to maximise the flexibility of the packages and options, we have revised our Australian base boat specifications. By starting from a more fundamental level, and by increasing the range of options to choose from, Bavaria has created greater opportunities for the customer to personalise the boat with options and packages that appeal to their type of sailing. And, while the packages cover many primary sailing needs, single items are still available and there are many more of them.

To get a feel for the package options or to get a quote on a new model Bavaria, please don't hesitate to [contact the sales teams](#) around the country.



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## Use of your onboard VHF radio.

Did you know that to legally operate your VHF or HF radio, you have to hold a license (called a Marine Radio Operators Certificate of Proficiency)? It's a perpetual license – probably the only one around.

While many owners are proficient in radio use and may have been for many years, the law is the law and some aspects and operation of marine radio technology have changed over time. For example: we now ship all Bavaria Yachts with VHF Digital Selective Calling facilities, for which you have to register your radio and vessel details with AMSA and be granted a registration number.

As a result of some recent discussion with some Bavaria owners and in the interests of safety (and to ensure compliance with the law), Bavaria Yachts Australia plan to run a Marine Radio Operators course for applicable Bavaria owners before ahead of the busy sailing season. The aim of the course is to provide the necessary training to sit the exam for your license. The course will be run in conjunction with one of the prominent sailing schools around Sydney, but at a discount to their normal pricing. It will run over three evening classes (two theory, one practical + exam).

The course will cover:

Your obligations

- Ship Station Operation
- Use of Ships Radio Station

Coast and Limited Coast Station  
Operating Procedures for Routine Communication  
Distress, Urgency and Safety  
Digital Selective Calling Communications  
EPIRBs

Search and Rescue in Australia  
Marine Radio Communication Equipment incl. Troubleshooting  
Practical  
Examination

A text book (required to be held on your boat) and the exam cost is included  
To enable firm dates and venues to be set, please register your interest either with Peter Bruen  
02 9998 9603 / [peter@bavariayachts.com.au](mailto:peter@bavariayachts.com.au) or call the office on 02 9998 9600.

Course venues will be based on demand.



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## **New and old faces.**

Bavaria Yachts Australia has a new face in the Pittwater Head Office. Jodie Williams has joined the family as our part-time administration support and office manager. She'll be one of the chirpy voices on the end of the phone when you call and is there to assist owners, customers and passers-by alike.

In October, we'll also be pleased to welcome back Melanie Major from her three month traveling break. Mel has been exploring Europe from the glamour of Paris to sunny (!) England, as well as Bavaria's home country of Germany and the wonders of Switzerland. Mel will take up the role of Sales and Marketing assistant and Events Coordinator.