



**BAVARIA**  
WHAT A YACHT

**X-Yachts**  
WORLD CLASS SINCE 1979

---

**Welcome to the September edition of the North South Yachting Newsletter.**

It's once again time for the NSY annual **Sydney Harbour Regatta**. If you're thinking of joining us then time to get the entry forms in – read on below for more information. If you are not a Bavaria owner (yet!) but want to join us for the day, why not charter a Bavaria 40 Cruiser for the day from SailCorp. The perfect way to experience the wonderful Bavaria ownership community in the company of like minds.

A lot is happening over at the Bavaria factory at the moment and this month we have news on another **new model the Cruiser 45**, an exciting **new Bavaria Yachts corporate design** and we now have **interior shots of the wonderful new Cruiser 32**.

As ever we have news on what's moving and shaking in the world of **NSY brokerage** including a yacht that was on the market for mere hours before going under offer.

And finally, if **cruising the Mediterranean** is your dream then it's the perfect time to turn dreams to action plans and get ready for the beginning of the Med season. Or if the **Caribbean** sounds more like your cup of tea (or is that glass or rum punch?!) then read on for information on how to indulge your island hopping fantasy.

We hope you enjoy this month's instalment and look forward to seeing you on the water.

North South Yachting.

---



### **Bavaria and X-Yachts Sydney Harbour Regatta**

North South Yachting's annual Sydney Harbour Regatta is taking place on Friday October 2<sup>nd</sup> at Middle Harbour Yacht Club.

Always a fun event, the racing will be split into two divisions: Racing and Cruising. Racing division will feature X-Yachts and Bavaria Match Series yachts and the Cruising division will be split into two tiers based on size. All divisions will compete in a race around the harbour followed by a barbeque on the beach back at the club.

Download the Notice of Race [here](#).

It's time to get the entry forms in so please finalise and pass on to Melanie in our office: [melanie@northsouthyachting.com.au](mailto:melanie@northsouthyachting.com.au).

We look forward to another fantastic event and will see you on the water!

---

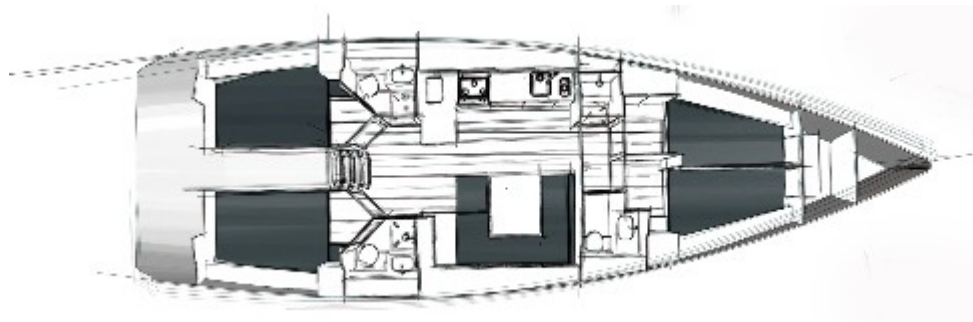
### **Charter a Bavaria 40 Cruiser for the Bavaria Sydney Harbour Regatta with SailCorp**

Why not join the Bavaria Sydney Harbour Regatta by chartering a Bavaria 40 Cruiser from SailCorp in Lavender Bay. SailCorp are offering a 20% discount for the day and the cost is as follows:

Boat - 8hrs \$1285 less 20% = \$1028  
Plus 8hrs @ \$55  
**Total = \$1470**



For more information and to book a yacht please contact Amanda at SailCorp: [info@sailcorp.com.au](mailto:info@sailcorp.com.au)



### **Coming soon: The new Bavaria Cruiser 45**

Bavaria Yachts have announce the next model in the exciting new range: The Bavaria Cruiser 45.

The Cruiser 45 will be designed and developed in cooperation with Farr Yacht Design and BMW DesignworksUSA, a subsidiary of the BMW Group, as with the new Cruiser 55 and Cruiser 32. The new Cruiser 45 will continue to keep a consistent, premium product line with high performance combined with attractive design and innovative detail solutions.

In addition to the established hull concept featuring a large cockpit, twin rudders and steering as well as massive storage space, the well-received and appealing interior design in the style of the Cruiser 55 will be continued within the Cruiser 45.

With a choice of two layouts, the four cabin version will be convertible into an owner's cabin similar to the concept of the Cruiser 55. This increases the resale value immensely and provides multiple usage options for this outstanding sailing yacht.

The Cruiser 45 will most likely be launched at the Düsseldorf Boat Show 2010 and will first be available in the four cabin version (the three cabin version will be released at a later date). Both versions can be ordered from September 2009 for delivery in the 2010 season.

This new yacht will establish a further cornerstone in the Bavaria Cruiser line with a length of hull of 13.60 metres and beam of 4.40 metres combined with a sail plan where a self tacking jib system can be included if desired.

The only information available at present is the layout but more information will be forthcoming once the design is finalised.

The starting price for the Australia base boat will be \$413,404.

[Contact us](#) to discuss this yacht in more detail.



## **Bavaria flies the flag with a new corporate Design**

Bavaria Yachts has officially launched a new corporate design this week at the Interboot boat show in Friedrichshafen.

Bavaria Yachts stands at the dawn of a new era in yacht design and production. With the recent launch of the electrifying Cruiser 55, designed by Farr Yacht Design and BMW DesignworksUSA (a subsidiary of the BMW Group), Bavaria Yachts are marking this exciting future with a new corporate design.

To meet today's modern expectations and to demonstrate Bavaria's vision and values, the new corporate design features a modern take on the logo and design concept while remaining close to Bavaria's heritage.

The concept behind the new logo is "Bavaria flies the flag". With the flag as the logo the corporate design evolves from a known maritime symbol with high impact. Whilst the colours awaken emotions of heaven and ocean, the compass is a key reference to the brand's history.

Bavaria will express a worldwide, united brand concept reflected in advertising campaigns, exhibition stands as well as other marketing and communication material.

In addition to the new brand concept, Bavaria has also come up with a new brand claim. The new claim "WHAT A YACHT" sums up the emotional connection customers make with the brand. This claim expresses Bavaria's objective to deliver to the customer a huge amount of yacht at the highest possible quality for unbeatable value.

In addition to the new Cruiser 55, Bavaria Yachts launched the new Cruiser 32 in August and have already taken more than 50 orders. It was also recently announced that a new Cruiser 45 will be launched in January 2010. Both yachts were designed in collaboration with Farr Yacht Design and BMW DesignworksUSA.

For further information please contact Jamie Millar: T: 02 9998 9600 | E: [jamie@bavariayachts.com.au](mailto:jamie@bavariayachts.com.au)

---



### **Cruiser 32 – interior photo's now online**

Bavaria Yachts launched the new Cruiser 32 at the end of August and have already received over 50 orders for this stunning new model.

New interior photos are now available on the NSY website and the first model is due to arrive in Dec/Jan. Keep an eye on the NSY news to see when the open day will be and [contact our sales team](#) for more information or to register your interest in the new model.

---

### **Brokerage – What a month!**

The positivity creeping back into the market well and truly grabbed the NSY Brokerage division this month - almost \$1,000,000 worth of yachts either went under offer or transferred to new owners. A phenomenal result, reward to the effort in maintaining contact with interested parties over the winter period. Firstly, congratulations to Neil Galbraith, who today took title of "My Dianne", a Bavaria 31 in the Club-sail charter fleet. Club-sail have operated out of Newport for over a decade, running a superb operation founded on top notch maintenance which has flowed into one of the highest repeat custom rates in the industry. Neil was impressed with the performance pedigree of the 31, but also the condition which is a credit to both Club-sail and the Bavaria brand. Also congratulations to John Lemberg, the new owner of "Too much Chat", a Bavaria 36 here in Pittwater. John settled on the Bavaria product to reflect his need for a performance orientated cruiser to offer secure sailing in his home waters of Tasmania. John plans to make the trip South early October - we wish him a safe journey home.

### **Hole in the market**

Do you own a 30-35ft modern production cruiser? Do you have an expectation to realize between \$100,000 and \$170,000? If so, we need to hear from you! NSY are currently crying out for good quality yachts in this bracket – supply is currently low, and we have buyers keen to move this season. We would love to hear from potential Vendors who would like to discuss the NSY advantage.

## New listing

### **[“Just Magic” - Swanson 38 \\$99,950](#)**

If you're looking for a sub \$100,000 long keel cruiser with all the work done, this one's for you! In excess of \$50,000 has been spent in the last 7 years to include replacement of engine, running rigging and a new sail wardrobe. The Swanson name is synonymous with solid construction and blue water cruising, and this 1981 example is ready to sail away and live the dream! Located Pittwater.

### **Price reduction**

### **[“Louee” – Adams 36 \\$99,000](#)**

Now sub-\$100,000 to reflect the owners desire to move into a chartered operated Bavaria 35 Cruiser. A well presented 1986 model with renowned performance and superb build. “Louee” is professionally finished with a full GRP construction, and to this extent a pretty unique Adams offering. Located Pittwater.

Full specifications available at

<http://www.northsouthyachting.com.au/used.php?page=nonbavs>

As always, to discuss anything brokerage related, please contact our National Brokerage Manager Tom Edgington on 02 9998 9600 or

[tom@northsouthyachting.com.au](mailto:tom@northsouthyachting.com.au)



“Just Magic” - Swanson 38 \$99,950



“Louee” – Adams 36 \$99,000



## **European Adventures – Go cruising in the Med on a new Bavaria Yacht**

It is the dream of many yachties to buy a boat overseas and cruise some of the world's exotic locations. North South Yachting 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. Andrew and Clare Payne, owners of *Eye Candy* (Bavaria 39) are now into their fifth year cruising the Med. They have been to many incredible destinations including Turkey, Greece, Croatia, Egypt, North Africa and more. You can read all about their adventures on their fantastic blog: <http://freedomandadventure.blogspot.com/>

If it is your dream to take delivery of your yacht in the Mediterranean then now is the time to put it in action. The perfect time to collect your yacht is in April/May to maximise your time. North South Yachting can advise an excellent first season itinerary where you can get your feet wet and sample the delights the Mediterranean has to offer.

North South Yachting 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. It really is like the post cards!"

With the production schedule currently in November, you could have your yacht delivered by early 2010 ready for a full season of cruising.

For more information on overseas delivery, contact NSY on 02 9998 9600 | [info@northsouthyachting.com.au](mailto:info@northsouthyachting.com.au).