

August 2012

Edition 8

Latest BAVARIA News



vision
FORTY | SIX



VISION 46 nominated as European Yacht of the Year 2012/13

The Vision 46 has been nominated in the category "Family Cruiser" for the "European Yacht of the Year Award". When you look at the elegant interior along with the ease of handling you can understand why. Combine this with Farr Design giving fast and comfortable passages and the premium build quality and finish found in

all Bavaria Yachts and we think we're in with a good chance of winning. The yacht now competes against four other sailing boats for the title "European Yacht of the Year 2012/13" which will be announced at Dusseldorf "Boot" show in January next year. We've all got our fingers crossed! Priced from \$399,000, GST & duty paid *



Our Brokers

Christine Bird
021 0220 5398

Colin Rees
029 969 1221

Or both can be reached on
09 302 1220



* subject to exchange rate fluctuations

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**BUSFIELD
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BAVARIA

Vision
FORTY | TWO

We are pleased to announce that Bavaria Yachts have just released a new model, the Vision 42, following the extremely positive response that the Vision 46 has received since its successful premiere at the boot trade fair in Dusseldorf at the start of the year. This next model in this new luxury sailing yacht collection benefits from the same features and innovations as her big sister and ordered today will be available here in NZ this coming summer. Both the Vision 46 and this new model the Vision 42 set a new standard in the owner's cruiser category, with a focus on high-end elegance, comfort and easy handling. The new Vision Series offers features that were, until now, only seen on mega yachts. The unique cockpit design

with offset companionway allows for a large port cockpit table that is electrically lowered and convertible to a day/lounging bed – a truly versatile and stylish cockpit, not yet seen in another production cruiser class. The optional push button self tacking system makes single and short-handed sailing a pleasure. Additionally, Bavaria's docking system employs drop-down bow and stern thrusters, coordinated with the main engine for complete control and accuracy in tight quarters. All combined, the Vision 42 is a stunning boat. The perfect yacht for owners with high expectations. The price is also bound to please ... remarkable value at only \$329,000, GST & duty paid here in NZ, subject to exchange rate fluctuations.



Cruiser 45



Cruiser 45



Cruiser 45



OWNERS required for DEMO Models

We think that the new Vision series have great potential here in New Zealand and are very keen to get a 42 and 46 here. To this end we are looking for owners in the Auckland area that would allow us to use their boats for Boat Shows and to show to potential clients. Any interested parties can expect a very favourable deal on their new boat. First come, first served. Please contact Christine or Colin on 09 302 1220 to discuss how we can help you achieve the yacht of your dreams.

**BAVARIA
CRUISER 45**



WINNER 2012 Best Boat
CRUISING MONOHULL UNDER 50'

US Sail Magazine thinks our Cruiser 45 is the best. Here's what they say The twin rudders on this beamy cruiser ensure excellent helm control even when hard on the wind at an aggressive angle of heel. The wide transom incorporates an enormous flip-down swim platform that is raised and lowered with an electric motor and will undoubtedly make you the envy of the anchorage. The full review can be found on our website www.busfieldmarine.co.nz in the Cruiser 45 details.

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There's never been a better time to buy ...

I am sure that you are all aware that with the current strength of the NZ dollar European production yachts are great value for money and they don't come better value than Bavaria ... combining German engineering with expertise from Farr Design to produce a range of 32' to 55' yachts. However as well as the exchange rate at the moment we are offered a very generous discount structure from Bavaria in Germany as they come to the end of their summer, which we have decided to pass on to our clients. As you will see our new prices are extremely competitive reflecting this, however this is a very limited offer which we will lose at the end of September.

The Avantgarde model is also still available. Great value with loads of lovely extras for a fraction of what it would cost to put them all on. You get great savings and great goodies including in-mast furling, bow thruster, electronic & multimedia packages as well as the lovely silk grey hull.



Bavaria Cruiser 55



NEW BOAT PRICES

CRUISER 33	\$181,030
Avantgarde 36	\$269,550
CRUISER 36	\$258,590
Avantgarde 40	\$295,220
CRUISER 40	\$270,950
CRUISER 40S	\$290,810
Avantgarde 45	\$386,180
CRUISER 45	\$345,710
Avantgarde 50	\$498,070
CRUISER 50	\$483,090
CRUISER 55	\$588,850
VISION 42	\$328,650
VISION 46	\$399,300

All prices include GST & duty and are based on current exchange rates as at 21/08/2012

Partners Wanted

We currently have two partnership deal prospects:

1. A client interested in either a Vision 46 or Cruiser 45 is looking for a partner to purchase a half share. Located in Auckland, the investment would be in the vicinity of \$200,000.
 2. A number of 10th shares in a Cruiser 36 are also available. Again located in Auckland, & managed by a professional company, investment would be \$34,600 plus an annual fee.
- For further details please email bavaria@busfieldmarine.co.nz or phone 09 302 1220.

It's boat show time of the year again and the NZ Marine Industry Association is promising a bigger and better show than ever before with a new name, new branding and new dates. It will now be known as the Auckland On Water Boat Show. "The branding has a more modern look featuring a range of images that reflect our world class industry, with products and services ranging from superyachts to trailerboats, engines to electronics and watercraft to chartering," says the show CEO, Michelle Khan.

The Auckland On Water Boat Show prides itself on exhibitions featuring the boats and equipment and the passionate, expert peo-

ple from the leading edge of NZ's marine industry - making the show a must-see for anyone interested in marine recreation, or a day out to enjoy the sights, sounds and spectacle of the show.

Busfield Marine will be there on the dock in front of the VEC, Marina 14, with the new Cruiser 32 and 36 on display as well as information on the whole range. We have a limited number of complementary tickets for Thursday & Friday available which we would be happy to share. They will be available from our office from September 13th and will be offered on a first come, first served basis.



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BAVARIA



Cruiser 36



Cruiser 40



Cruiser 55

Enquire now for full details on all our used boats.

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Visit from Bavaria Yachtbau Sales Manager



Bavaria's Domenico La Marte with Busfield Marine Managing Director Bill Rutherford

Earlier this month we had the pleasure of hosting Domenico La Marte from Bavaria Yachtbau in Germany. He is the Sales Manager responsible for New Zealand and Australia. He had just been at the Sydney Boat Show and was able to report that it had been a very profitable one for Bavaria there with a new Vision 46 and Cruiser 33 being ordered at the show. He had some interesting and informative insights into the direction that Bavaria is headed including the continued involvement of the Farr Yacht Design team with a new design partner in the form of the British boutique firm Design Unlimited.

NEW WEBSITE: www.busfieldmarine.co.nz

As Busfield Marine Brokers moves into a new phase of growth, it needed a fresh internet presence to reflect the company's market leading position, and provide relevant information to our clients, and so a new website was developed. There are some invaluable pages with advice relating to both selling and buying boats in today's rather difficult market as well as those featuring all our listings, along with details of the full range of the new Bavaria Yachts available.

The site has been built by the award winning website developers Zeald. This software facilitates user-friendly editing, which will allow Busfield Marine to continually update and develop the site. It has been set up with Search Engine Optimisation in mind and over time will maintain a high ranking. It recognises that both simplicity and speed of load are important so that everybody can easily find what he or she is looking for. Busfield Marine Brokers understands the

importance of the internet in today's world and to this end is continually expanding to give every boat excellent online exposure as well as in the more traditional print media. It is a global economy and the use of various websites, including this new site to reach the global market connecting boats with buyers is vital.



Home page of our new website — check it out!

USED BAVARIA NEWS



Bavaria 49, 2004, huge volume, owner version, reduced to \$290,000



Bavaria 44, 2002, just listed, 1 owner pristine private yacht, \$265,000



website www.busfieldmarine.co.nz



USED BOATS NEEDED!!

Help

Summer is coming and people are starting to think about getting out on the water.

We require good used Bavarias for existing clients.

We would welcome the opportunity to sell your yacht.

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USED BAVARIA NEWS (continued)



Bavaria 46, 2005, off-shore equipped and proven, \$360,000



Bavaria 39, 2007, much loved and well spec'd, \$275,000



Bavaria 38, 2004, new engine, rigging, sails, upholstery etc., \$198,000



Sistership

Bavaria 32, 2010, as new in tip-top condition, price reduced \$179,000

Bavaria Owners' Evening

So much has happened in the world of electronics and multi-media in recent years that we thought that it might be helpful to have William Rutherford from our sister company Navstation give a talk about the various options that are presently available. So come along and hear about the latest developments and meet other Bavaria owners. Prospective purchasers are also most welcome.

**Details: 16th October, 6.30—8.00pm,
Busfield Marine Brokers, 23b Westhaven Drive, Auckland**

For catering purposes RSVP: christine@busfieldmarine.co.nz. Thanks.

AHOY from Christine

I can't believe how fast time is flying by ... but it's good news as the days are definitely growing longer and warmer. Having spent many years in the tropics I am looking forward to summer and am starting to think about sailing again. While I'm definitely more of a cruiser at heart I've decided its about time I started doing some racing so if any of you have space onboard for an extra hand just give me a call—021 0220 5398. And lots has happened in the 4 months I've been here. We've added three great photos of Bavarias to the top windows of our show room—check them out next time you're in Westhaven. As I write this we have a new Cruiser 40 under construction in the factory, another 32 on its way on the ship and, fingers crossed, a 45 about to be signed up for

as well. Enquiries for quality secondhand listings have also seen an increase recently ... think the warmer weather is working it's magic ... so if any of you are thinking of selling we'd love to hear from you. I hope to see some of you at the Boat Show next month and again at the Bavaria Evening on October 16th. We're also soon to be launching a Facebook page so hopefully some of you will be friends with us when we do.



New show room frontage

