

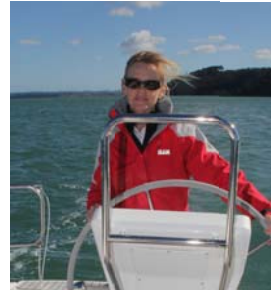
June 2012

Edition 7

Welcome to our new Sales Manager

It is always positive to be able to start a newsletter with positive news.

Busfield Marine Brokers would like to welcome Christine Bird who has joined the company as Sales Manager/ Yacht Broker. Her wealth of experience in the Charter Boat and Brokerage Business as well as a circumnavigation of the world makes her a valuable asset to Busfield Marine.



Colin Rees, who has been with Busfield's for 16 years, is helping Christine settle in. Peter Broadhurst has left Busfield to take care of his wife Robyn, who is recovering from major surgery. Peter had been with Busfield Marine Brokers for some 10 years.

Latest BAVARIA News

vision
FORTY | SIX



January 2012 saw the announcement of the new Bavaria Vision 46.



Our Brokers

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**BUSFIELD
MARINE BROKERS**



BAVARIA

Vision
FORTY | SIX

Continued

The development process for the Vision started with consulting cruising sailors from around the world about what would make the perfect sailing cruiser. Bavaria then combined the expert power of Farr Yacht Design and the British boutique firm, Design Unlimited. The result is a boat that will 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 – which creates a true living cockpit,

not yet seen in the 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. The Vision's many unique comfort and handling features combine with elegant interiors, Farr Yacht Design engineering for fast and comfortable passages, and the premium build quality and finish found in all Bavaria Yachts. All combined, this stunning boat is sure to draw attention wherever she drops her hook.



Cruiser 32



Cruiser 40



Cruiser 55



The Vision 46, the first in the series, can be customized with two or three cabins, one or two heads and each floor plan includes a separate shower room. And as always with Bavaria Yachts, each boat is built to an owner's specifications, including an array of wood and upholstery options to choose from. She is featured in the new boats in the June issue of Boating NZ—why not check it out and then give us a call to discuss the various options available. We really want to get one of these beauties in NZ so are offering a really good package to the first buyer here.

**Priced from \$440,000,
incl. GST/duty**

Vision
FORTY | SIX

Subject to exchange rate fluctuations

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BAVARIA

Latest BAVARIA News Continued

AVANTGARDE MODELS— re-released

Bavaria has just this week announced that they are now offering for a limited period of time the Cruiser 32, 36, 40, 45 and 50 as the very popular Avantgarde model. Essentially for a little over the basic model price you receive a whole load of extras, including the hull being that beautiful silk grey rather than the standard white, the high-tech sails with mainsail furling, electronic and multi-media packages, a bow thruster ... again give us a call and we can give you the full details. It really is a very attractive package.

Cruiser 50 Avantgarde



NEW BOAT PRICES

Avantgarde 32	\$200,160
CRUISER 32	\$185,930
Avangarde 36	\$293,582
CRUISER 36	\$258,591
Avantgarde 40	\$330,259
CRUISER 40	\$298,048
CRUISER 40S	\$323,112
Avantgarde 45	\$428,361
CRUISER 45	\$383,255
Avantgarde 50	\$556,943
CRUISER 50	\$528,726
CRUISER 55	\$633,763
VISION 46	\$440,092

All prices include GST & duty and are based on current exchange rates as at 01/06/2012

NEW BAVARIA CRUISER 36— sail away today



We have a Bavaria Cruiser 36 available in stock, ready and looking for an owner. Masterfully designed by Farr to maximize interior volume and a spacious cockpit, by carrying the beam well aft, the new Cruiser 36 feels like it is on steroids. Below decks, the headroom immediately impresses, as does the L shaped starboard galley and spacious salon seating around a proper salon table.

On deck, reefing the sails can be swiftly executed by a single-handed sailor whilst under sail. This powerful yacht is a stylish blend of interior comfort, functional design, and state of the art craftsmanship. The new Cruiser 36 enjoys all of the innovative features of the new range, and has space comparable to the competition's 39 footers. She'd make a fantastic family or charter boat with her three double cabins and good sized saloon, galley and cockpit

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New Bavaria Cruiser 36 Continued

Have a look at Trade-A-Boat's June issue for a boat review done onboard a couple of weeks ago. She's sitting on the hard in Swashbucklers car park these days so come and take a look. And if you are thinking about trading up then come in and talk to us – we'd be willing to accept a smaller Bavaria in part exchange.



\$260,000

**Available
Now -
Sail
Away
Today**

USED BOATS NEEDED!!

Help

We require good used Bavarias for existing clients.

We would welcome the opportunity to sell your yacht.

Used BAVARIA News

Generally sales for the brokerage in both new and used boats have been slow but with Christine's enthusiasm and a lift in enquiries hopefully things will regain their momentum.

In addition to having a list of second hand Bavarias for sale we have a database of clients looking for boats that we are not able to provide at present, so if you are thinking of selling come in and talk to us. We'd love to have a chance to help you sell yours.

At present we have the following pre-loved Bavarias on offer:



Sistership

Bavaria 32, 2010, as new in tip-top condition, \$189,000



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



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



Bavaria 49, 2004, huge volume, luxury owner version, \$325,000

Enquire now for full details on all our used boats.

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Used BAVARIA News Continued

Sistership



Bavaria 38, 2004, just listed, with a new engine, rigging etc., \$198,000



Bavaria 42, 2005, well priced in the Med, \$220,000



Cruiser 36

Skin Fittings

It has been brought to our notice by a Pine Harbour owner that he has had a major deterioration of his bronze skin fittings and other Pine Harbour boat owners have also noticed fittings showing signs of deterioration.

Bill Rutherford has been in contact with the Bavaria factory who claim their supplier and the composition of the fittings has been the same for years and apart from vessels that have had electrolysis caused by other factors there has been no notification from the dealer network that would indicate an inherent problem.

There are many theories and options with regard to this issue, especially the fact of a neighbouring vessel in a marina causing an issue relating to the electrolysis.

Whilst we do not want to cause alarm amongst the fleet we believe it is our duty to pass on information such as this so during your next maintenance haul out any below water bronze fittings should be checked.

As Bill has already mentioned there are many experts and theories about the problem of electrolysis in boats. For many years we have referred owners of yachts and launches to Mr Vern Linkhorn. Vern is viewed by industry members as an expert in Sistership this field and if owners want to contact Vern and engage his services he can be contacted on 520 0052.



Cruiser 45

Ahoy from Christine

It is with great pleasure that I introduce myself to you all. Having worked for many years in brokerage in Europe it's great to be home in New Zealand and I am thoroughly enjoying being part of Busfields. I think it is fair to say that I am passionate about boats - having recently completed a circumnavigation, and lived on and worked with them since the mid 80s. I love my job and love sharing that passion with my clients, though be warned this can be infectious!

This position is an exciting new challenge for me. While I do know Bavarias having sold a number of them in Turkey & Spain I am sure I also have a great deal to learn. I look forward to meeting as many of you as I can and listening to some of your experiences from sailing your Bavarias - there's almost nothing I like more than swapping sailing stories. If you are in Westhaven come in and introduce yourselves to me and if there is anything I can do to assist you in any way the door is always open and my phone switched on—021 0220 5398.

While it is early days yet hopefully over the next few months you will see a number of positive changes within the company. So far the office and window displays have had a much needed facelift; next on the agenda is a new website ... but I'll tell you more about that next time.



Cruiser 55

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