

December 2012



Our Brokers

Christine Bird
021 0220 5398

Colin Rees
029 969 1221

Or both can be
reached on
09 302 1220

Busfield Marine Brokers
23b Westhaven Drive
Westhaven
Auckland 1010

PO Box 90 141
Auckland Mail Centre

Ph (09) 302 1220



Merry Christmas from Busfield Marine Brokers

Edition 9



We have come to the end of a busy year for Busfield Marine, and like all of you we are looking forward to the Christmas break. This is the one time of the year most of us get maximum use of our boats, enjoying time on the water with family and friends.

Bavaria Yachts due to their versatile nature make fantastic cruisers, and we enjoy hearing of owners Christmas plans. Some of the New Zealand fleet are very experienced have completed circumnavigations, but their owners still enjoy their Kiwi Christmas Cruise. Many of you will have big plans, making use of the time to visit new cruising grounds, while others on their new boats might be spending their first night at anchor in a quiet bay.

With well over one hundred Bavaria's now in New Zealand, one thing is certain in that you will likely see many other friendly Bavaria's in different anchorages around New Zealand. The team at Busfield Marine wish you a merry Christmas and Happy New Year.

Latest BAVARIA News



Bavaria Vision 46
named
Cruising World's
2013 Boat of the Year

Bavaria's latest design won Boat of the Year in the competitive Full-Sized Cruising Class. This week Cruising World magazine announced that the Bavaria Vision 46 has earned the magazine's prestigious 2013 Boat of the Year Award. The first of Bavaria's recently launched Vision Series, the all new 46 caught the eye of Cruising World's panel of judges because it "more than met its stated objective (of being) the ultimate 'couple's' cruiser, easy to sail and operate and possessing lavish appointments and accoutrements." Furthermore the judges praised the Vision 46's "easily driven hull

and notable sailing characteristics. 'It felt right', said Alvah Simon. "Above and below deck, the Vision design was borne out of extensive rounds of interviews with hundreds of real cruising sailors, and its thoughtfulness shows in every detail. Add to this the performance of a Farr Yacht Design, German-engineering, high-end Bavaria quality construction, plus fit and finish akin to custom-built vessels, all at an affordable price point, and it's easy to see why one of Cruising World's consumer "secret shoppers" raved, "This is a superb boat...my full-sized cruiser of the year."





New Arrivals

Like most years, November and December are always hectic as we face the challenge of commissioning our new arrivals. It's an exciting time for us as we watch the new boats emerge from their shrink wrap cocoons.

New 40 still in her shrink wrap



In November we handed the first Avantgarde 32, "Swallows", over to her new owners. Colin, as part of our service and customer support, sailed up with the owners to the Bay of Islands. It is always good to be out on the water, as this is the time one really gets to appreciate the product we sell first hand. The Farr designed hull proved itself as a good performer, two sail reaching between Tutakaka and Cape Brett with speeds between 7 and 8 knots. The Selden Rig, with in-mast furling, was so easy to operate when the 30 knots squalls came through. One thing that was very noticeable was how quite the boat was bellow while underway, and is due to the well-engineered Bavaria construction techniques. Swallows is now based in Kerikeri, so if you are in Bay this Christmas you may well spot her tucked up in a beautiful anchorage.

NEW BOAT PRICES

CRUISER 33	\$188,000
Avantgarde 36	\$265,768
CRUISER 36	\$247,574
Avantgarde 40	\$314,398
CRUISER 40	\$290,224
CRUISER 40S	\$310,248
Avantgarde 45	\$412,124
CRUISER 45	\$379,254
Avantgarde 50	\$529,353
CRUISER 50	\$508,773
CRUISER 56	\$629,757
VISION 42	\$337,750
VISION 46	\$425,047

All prices include GST & duty and are based on current exchange rates as at 18/12/2012

We have just last week handed over the first of the new Bavaria Cruiser 40's, "Queenstown" and we are all impressed. The Bavaria product has due to tough competition in the global market, continued to get better. The quality is clearly evident in this 40 footer, a three cabin, two head version. With the transom down, one would think due to the volume, of the interior, cockpit size and the strong robust hardware that she is much larger yacht. She is very easy on the helm, reasonably quick and efficient to windward. Queenstown has been out on the harbour quite a bit in the last week and I expect a few of you based in Auckland may well have seen her out on the water. She is very sharp and has some very happy owners.



A warm welcome to our new owners

As well as these two boats with their owners we would also like to welcome "Farrbulous" to our growing fleet of NZ based Bavarias. This was our stock boat and it really is great to see her in the hands of her new owners. There's also been a number of used Bavarias sold in the last couple of months, and we'd like to welcome the owners of the Bavaria 38, the Bavaria 39 "Carpe Diem" & the Bavaria 32 "Sao". We hope you are managing to get some time on the water with this lovely weather we've been having. Please don't hesitate to contact us if you have any issues at all.



Busfield Marine Brokers
23b Westhaven Drive
Westhaven
Auckland 1010

PO Box 90 141
Auckland Mail Centre

Ph (09) 302 1220





Exciting new additions coming to NZ

We are also thrilled to be able to announce that we have two new Cruisers on order.

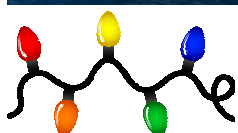


Bavaria have recently released of a new flagship, a Cruiser 56 to replace the 55. In addition they also premiered a new Cruiser 33 at the recent Cannes Boat Show. This is the 32 re-invented with a new interior and cabin top with panoramic windows. We are fortunate to be having one of each of these models already on order ready for a mid-2013 launching. We are especially excited about the 56. It's going to be a stunning addition to our growing fleet of Bavarias.

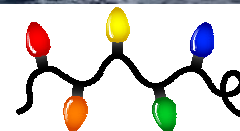
New
Cruiser
56 left
and
Cruiser
33 right.



Enquire now for full
details of all our
used boats



USED BAVARIA FOR SALE



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



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



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



Bavaria 38,
2004, well
equipped, 2
cabin version
\$198,000

Vision 46



Vision 42



Christmas Opening Hours

The office will close on the 21st of December and re-open again on the 7th of January. We will however be checking emails from time to time over this period so feel free to send us an email and we'll get back to you when we can.

AHOY from Christine

Just a quick final note from me. 2012 has been a fantastic year and I have very much enjoyed my time here at Busfield Marine Brokers working with Colin, Bill & Will. I'm looking forward to a couple of weeks off with family & friends as well as some time sailing. Let's hope the weather is kind and we all get some good time out on the water. I also wish everybody a fantastic 2013. It certainly feels like the economy is on the upturn so let's hope that continues through next year.



And a happy NEW YEAR!

Busfield Marine Brokers
23b Westhaven Drive
Westhaven
Auckland 1010

PO Box 90 141
Auckland Mail Centre

Ph (09) 302 1220



**BUSFIELD
MARINE BROKERS**

Email bavaria@busfieldmarine.co.nz

website www.busfieldmarine.co.nz