

Épisode 11

Autumn 2012



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Bernard Gallay

Yacht Market Overview

BERNARD GALLAY Yacht Brokerage –BGYB has seen a successful period in this first half of 2012. Despite a tough 6 months for the superyachting industry, in an economy that has not yet recovered to the level it was at until 2007, significant price reductions have continued to stimulate the sales market, and this has triggered consistent activity in the industry.

In recent months, the company has secured impressive sales, such as the 24m custom-built motor catamaran SONG SAIGON, after having been presented at the Antibes Yacht Show in April 2012, and the 65ft Nautor's Swan EARLY PURPLE.

In terms of racing, Bernard Gallay is preparing to witness an exciting few months to come. After having sold the Open 60 IMOCA ex. BRIT AIR, we have become partners of the yacht's new skipper, the experienced Bertrand de Broc. The yacht, which finished 2nd in the last edition of the famous Vendée Globe solo around the world race non stop, will line up again in the forthcoming edition, starting in

November, under the new name of VOTRE NOM AUTOUR DU MONDE. We wish all the best for Bertrand de Broc in this 2012/2013 race.

The charter side of the company is also gearing up for exciting times in the racing world, with yachts involved in some of the most prestigious events the sailing world has to offer.

We have secured a charter for the 100ft Maxi MED SPIRIT in various races such as the Rolex RORC 600, the Newport Bermuda Race (Class winner this year) and the next edition of "Les Voiles de Saint-Tropez". MED SPIRIT will also compete in the Rolex Middle Sea Race and the Transatlantic Superyacht Regatta, and will hopefully follow up her run of form. As Central Agents of the 100ft Southern Wind Shipyard CAPE ARROW since 2011, we would like to congratulate her on her victory in the SWS Trophy at the Loro Piano Superyacht Regatta 2012 in Porto Cervo. First launched in 2008, this regatta opens the Mediterranean superyacht calendar and attracts an ever-increasing fleet of sailing yachts. In the last few years,

passion and enthusiasm for large yachts sailing regattas has increased considerably, and our developing repeat client base, notably from Russia and North America, demonstrates the confidence and loyalty that they have in our company.

Quite apart from racing, holiday charters have also seen much success in the last months. The uncertainty of the yacht market has tended to boost charter with luxury yachts, as clients prefer to enjoy the yachts when and where they need, rather than take the step towards ownership. An example of fantastic charters BGYB has signed this season is the luxury 177ft super yacht NOBLE HOUSE, who sailed in the stunning Fiji Islands.

The company is also looking forward to the forthcoming Boat Show season, and will be present at both the Cannes and Monaco shows taking place in September. Despite an economic climate that remains uncertain, BGYB can be optimistic for the year to come, having had a positive first half of 2012, with consistent and stimulating activity in the market.

◆ BROKERAGE NEWS ◆

**80ft Power Catamaran "SONG SAIGON"**

2008. An exceptional ocean passage aluminium motor catamaran, designed by Joubert Nivellet, has a 3 300 NM range and accommodates up to 9 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.

**60ft Imoca "Brit Air"**

2007. IMOCA Open 60 – Fantastic model built by MULTIPLAST in France with a proven track record and great potential for the upcoming Vendée Globe. 2007, 7th JACQUES VABRE Transat – 2008, 2nd ARTEMIS Transat – 2009, 2nd VENDEE GLOBE – 2010, SNSM registered record + 2nd Route du Rhum.

**Swan 60/65 "EARLY PURPLE"**

2002. Designed by German Frers and built by Nautor Swan. Since 2006, Early Purple has been in the same private ownership and with the same skipper to this day. She has been maintained to meticulously high standards, and looks immaculate. She is totally MCA compliant. Carbon fibre rig with Park Avenue style boom.



110ft "AVENTURA" 2006. Ted Fontaine design built by Danish Yacht & Holland Jachtbouw. This magnificent centre board sloop is a true world cruising yacht where safety and comfort have been a priority. Beauty, flexibility and ease followed suit. In true Fontaine style, she provides the owner with classic beauty married to modern technology. The centreboard gives access in coastal waters. The push-button rig and fold-down stern ease the interface between wind and water. The flow of the yacht with three entrance/exits, an on-deck saloon and a raised interior saloon, plus 4 staterooms aft for owner and guests offer the maximum living potential for a yacht that can be handled by only four crew.



108ft Fantastic Converted Cruising Maxi Catamaran "SWIFT"

Built in 2000 by Multiplast on a Gilles Ollier Team's design, SWIFT was previously known as Innovation Explorer, Kingfisher 2, Gitana XIII. In 2010, she was converted for the French yacht owner Jacky Setton who is world famous for being an incredible yachts collector as well as a skilled yachtsman.

The conversion has been done choosing high quality equipment and taking special care to keep the weight as close as possible to the original. The result is that she has nice and light accommodation making her comfortable to live aboard.

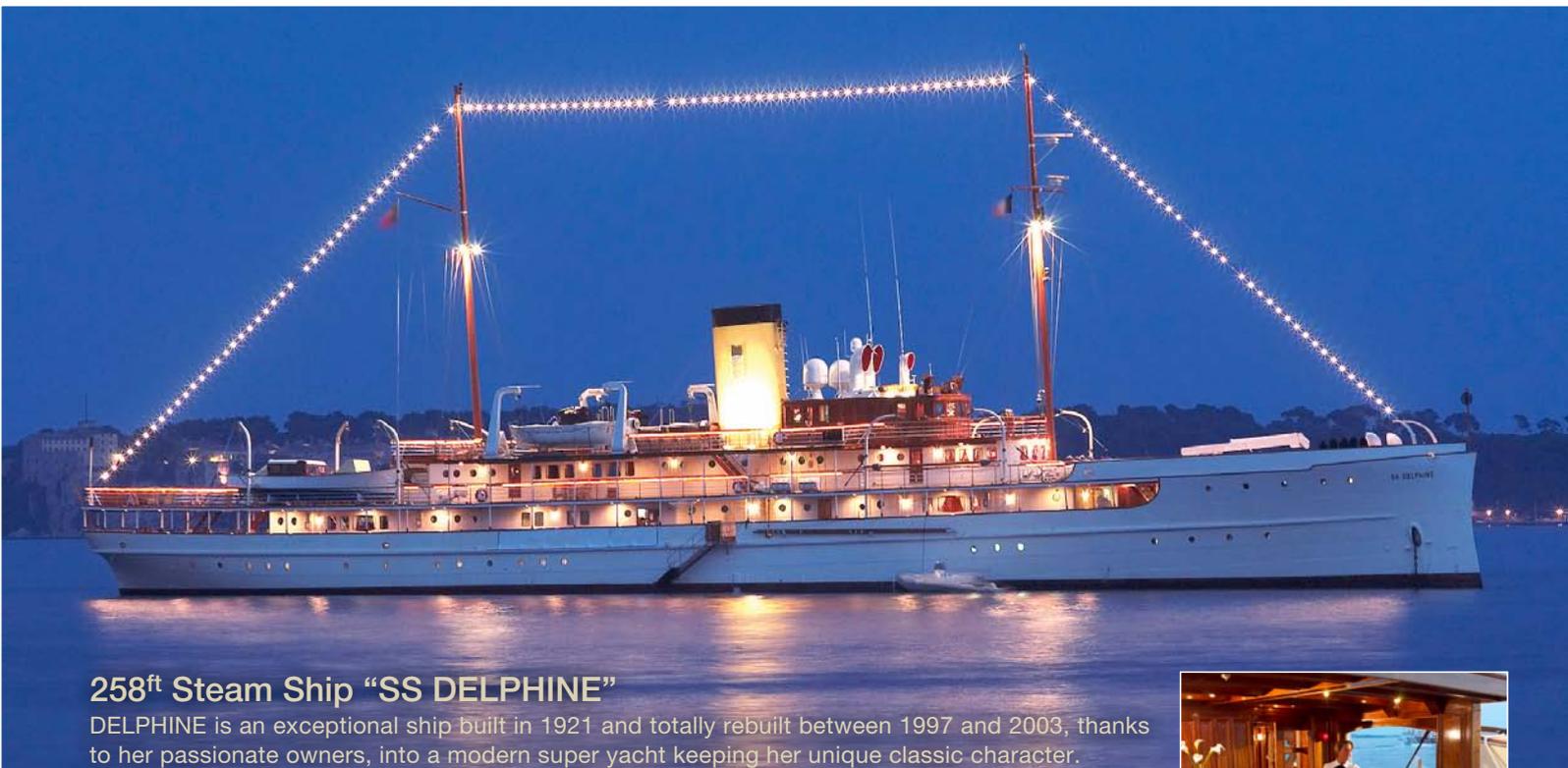
Since her complete conversion, she undertook a fantastic around the world voyage through Panama, the Pacific and back to the Atlantic. The owner was on board for most of it with occasional guests and a short crew of 4 as she is now extremely easy to handle thanks to her all new hydraulic systems.

One of the major achievements of SWIFT is that she has successfully been converted from being one of the best performing racing machines in the world to the fastest sailing cruising catamaran ever.

Many people dreamed of it, French owner Jacky Setton did it.



102ft “MOONBEAM OF FIFE III” 1903. The story of the Moonbeams began in 1858 with Moonbeam I & II. In 1902 Charles Plumtree Johnson, an eminent London lawyer, decided to go back to William Fife for the creation of his 3rd yacht taking into account his navigation projects as he wanted to race under the new RORC tonnage which included sailing ships with fitted-out interiors. Moonbeam III was launched in 1903, hull n° 491 to leave the Fife yard. The result was a magnificent yacht which has now become one of the most successful classic yachts in the world. Her streamlined shape and large sail surface area both make for an extremely elegant and unique yacht.



258ft Steam Ship “SS DELPHINE”

DELPHINE is an exceptional ship built in 1921 and totally rebuilt between 1997 and 2003, thanks to her passionate owners, into a modern super yacht keeping her unique classic character.

DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship for 18 years until 1997 when she was bought by her current owner who spent nearly six years rebuilding her. She was re-christened in September of 2003. DELPHINE is now one of the most unique and exceptional private yachts in the Mediterranean fleet and worldwide. In 2004 she received the annual showboats award for best refit. Although she has kept her 2 incredible steam engines, she is now equipped with all the modern technology equipment and boasts a very luxurious and comfortable interior. She can accommodate up to 26 guests.





90ft Fast Sloop “QUINTA SANTA MARIA”

2002. A fantastic, fast cruising sloop. She has been specially designed for her current owner who is an experienced yachtsman and who has exclusively used her for family cruising and a few Mediterranean cruising racing events. She has been kept in great condition by the same captain since launched.



84ft Fitzroy Yachts “NEPTUNE”

2004. Aluminium built from a Judel/Vroljik design. The spacious accommodation includes a three-guest cabin layout aft, all with private en suite heads. The two forward crew cabins also have separate heads. The generous main saloon includes a comfortable dining area and lounge. The deckhouse incorporates an additional dining area, chart table and inside steering station.



Maxi 88 “SOUTHERN CROSS”

1991. Designed by Sparkman & Stephens and built by CIM Shipyard in France, she is a true owner’s boat with deck house and 4 double guest cabins. She can be handled by a short crew thanks to her hydraulic systems. She has been fully refitted in 2004 at Pendennis Shipyard.



Privilege 585 “OCEAN’S SEVEN”

2004. Serviced in 2007. She is ideal for blue water cruising. She accommodates a large salon with her upper galley, 4 double guest cabins and 2 crew. She has a full time captain and stewardess on board. She has excellent charter track records.



80ft Power Catamaran "PELICANO"

2005. An exceptional ocean passage composite motor catamaran. Designed by Joubert Nivelte, she has a 3.800 NM range at 10 knots of cruising speed and accommodates up to 8 guests plus 2 crew in 5 cabins. The space on her main and upper decks is just huge.



60ft Multiplast "OURSON RAPIDE" 2009. Fantastic fast sloop designed by Finot Conq. All composite built with a futuristic design inspired by the 60ft Open boats, she boasts a very nice interior with 3 guest cabins & crew. She is extremely well equipped with some of the features that are usually found on racing machines, for example a carbon pivoting wing mast. Not only is she incredibly fast, she is also suited for short handed long distance crossings.



100ft Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed, she was totally reconitioned in 2008 into a modern, comfortable, seaworthy and performance sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and / or for charter.



Sailing yacht KER

2005. Sailing yacht KER is a very nice Reichel Pugh designed yacht built for speed at sea and for comfort while cruising. Performance cruiser sailing yacht KER has been very well built by Adria Sail shipyard in Italy and kept in great shape thanks to her full time skipper. Since 2008, KER has been stored ashore during each winter from November to April.

Motor Yacht Index



DELPHINE Steam Ship 258ft
78.50 m 1921/2003 26 guests
38,000,000 €



SANSSOUCI STAR Classic Motor Yacht
53.53 m 1982 12 guests
Price on application



KARIA RMK 4500
45.00 m 2011 10 guests
19,000,000 €



COMO Alloy Yachts
41.14 m 2007 10 guests
12,500,000 €



BAIA MARE Ned 41m Fly
40.80 m 2011 12 guests
11,700,000 €



AMNESIA Veb J Warnke, Germany
33.53 m 1990/1999 6 guests
700,000 US\$



SHERAZADE Motor Yacht (Diving Charter)
32.15 m 2006 10 guests
1,150,000 €



LADY KATANA II Maiora 30 DP
30.20 m 1997 8 guests
1,100,000 €



BJORG II Guy Couch 2800 LR
28.00 m 2002 8 guests
1,350,000 €



PELICANO Motor Catamaran
23.95 m 2005 6 guests
1,500,000 €



CHARLESTON Classic Motor Yacht
23.00 m 1939 8 guests
160,000 €



CELESTIAL Navarcantieri P 21 S
22.60 m 1997 8 guests
325,000 €



POINTE ROYALE III Princess 66 Fly
20.12 m 1995 8 guests
395,000 €



DELAUR II Atlantis 55
16.70 m 2005 6 guests
370,000 €



ALLEGIANCE Réplique C&N 1925
14.40 m 2004 6 guests
330,000 €

Sailing Yacht Index



PRINCIPE PERFEITO 3 Mast Schooner
41.52 m 1943 10 guests
1,650,000 €



NAHEMA 120ft Catamaran
35.00 m Under construction 8 guests
14,000,000 €



AVENTURA Danish Yacht & Holland Jachtbouw Sloop
33.24 m 2005 10 guests
4,995,000 €



SWIFT Converted Maxi Catamaran
32.80 m 2000 6 guests
2,950,000 €



MOONBEAM OF FIFE III Gaff Cutter
31.00 m 1903 10 guests
2,500,000 €



SUSANNE AF STOCKHOLM Aluminium sloop
30.16 m 1990/2008 8 guests
2,900,000 €



SOUTHERN CROSS Maxi 88 Sloop
29.70 m 1991/2004 8 guests
1,700,000 €



ANTSIVA Aluminium Centre board schooner
28.00 m 2004 10 guests
1,190,000 €



QUINTA SANTA MARIA Composite Cruising Sloop
27.42 m 2001 8 guests
1,990,000 €



WISH Motor Sailor
25.80 m 2004 6 guests
580,000 €



NEPTUNE Fitzroy Aluminium Sloop
25.65 m 2004 7 guests
2,490,000 €



BOJAROS Steel Ketch
25.60 m 2000 10 guests
395,000 €



LORD DICKY One off catamaran
22.00 m 2009 8 guests
1,800,000 €



TEBA Pouvreau 72
21.60 m 1986 8 guests
600,000 €



EQUINOX Selestra 64, aluminium
20.54 m 1996/2010 8 guests
350,000 €

Sailing Yacht Index (continued)



KRISS -Constructeur-MAG/Gilles Vaton
20.30 m 1985 6 guests
220,000 €



GRAND CRU CNB 64
19.51 m 2001 6 guests
590,000 €



JEMAYKA Maia 180
19.50 m 2001 8 guests
600,000 €



GOLDEN EAGLE Dynamique 62
18.73 m 1989 8 guests
220,000 €



ZARIK Dynamique sloop
18.73 m 1985 8 guests
280,000 €



OURSON RAPIDE 60ft Multiplast Fast Sloop
18.28 m 2009 6 guests
2,750,000 €



EUPHONIE Sydney 60 converted
18.20 m 1998/2005 4 guests
280,000 €



KER 59ft Fast Cruising Sloop
17.97 m 2005 6 guests
810,000 €



OCEAN'S SEVEN Privilege 585, Catamaran
17.82 m 2004/2007 8 guests
695,000 €



SCARAMOUCHE Swan 57
17.37 m 1978 6 guests
225,000 €



UHURU Lagoon 57
17.37 m 1999 6 guests
389,000 €



LAZY JACK Amel 54
17.20 m 2008 4 guests
750,000 €



MELINA I 56ft Cruising Sloop
17.10 m 2004 6 guests
390,000 €



SOIZIX X-50
15.24 m 2008 6 guests
611,000 €



21 JUIN Hanse 470
14.35 m 2008 6 guests
180,000 €

◆ RACING ◆



Maxi trimaran "GERONIMO"

2001. One of only 3 Maxi Trimaran yachts in the world. Incredibly fast, she has broken many oceanic sailing yacht records with famous skipper Olivier de Kersauzon.



Maxi Yacht "MED SPIRIT"

2003. MED SPIRIT is an exceptional sailing yacht and one of the fastest racing monohulls in the world, capable of reaching speeds up to 40 knots. 29.50 meters of pure performance, smoothness, and lightness despite its 15-ton bulb. No words can truly describe what this incredible boat has to offer, both under sail and at port. She is a must-have of yacht racing! Available for charter, sailing weekends, racing charter, day sailing trips or sailing events, seminars/incentive or team building yacht charter. The racing sailing yacht MED SPIRIT is also available for charter in inventive sailing events.



MEDIATIS

2004. MEDIATIS is the first ever 60 foot "hydroplaneur" ("hydro-glider"), and was built in the Larros shipyard and launched in 2004. This boat was built with the newest technology: carbon fibre, honey comb etc. From the moment MEDIATIS sailed, it proved its true potential and reliability. In May of that year, Yves Parlier beat the solo record in all categories for the highest distance covered in 24h with 587.4 miles, at an average speed of 24.47 knots. MEDIATIS is today, along with "L'HYDROPTERE", one of the fastest racing multihulls in the world, ahead of the 60 foot ORMA Trimarans.

Racing Index



GERONIMO Maxi Trimaran
34.00 m 2001
2,950,000 €



SWIFT Converted Maxi Catamaran
32.80 m 2000 6 guests
2,950,000 €



MED SPIRIT Super Maxi Yacht
28.20 m 2003
800,000 €



ALYE PARUSA Maxi Open monohull
27.00 m 2000
300,000 €



ENERGIE AUTOUR DU MONDE Open 60 IMOCA Class
18.28 m 1996
150,000 €



MEDIATIS Multihull "hydraplaneur"
18.28 m 2004
250,000 €



OZ Open 60 IMOCA Class
18.28 m 1991
250,000 €



PAKEA BIZKAIA Open 60 IMOCA Class
18.28 m 2005
250,000 €



SPARTAN, ex SAGA Open 60 IMOCA Class
18.28 m 1997
200,000 GBP



SPIRIT OF CANADA Open 60 ECO Class
18.28 m 1997
179,000 €



FENETRE A CARDINAL Multi 50
15.24 m 2000
125,000 €



TOP 50 Open 50
15.24 m 1995
140,000 €



COURRIER DE L'ODET Pogo 40S
12.18 m 2008
150,000 €



JUMPA LAGI Pogo 40
12.18 m 2009
195,000 €



GERANIUM KILLER A40 RC
11.98 m 2008
180,000 €

Charter

BGYB has successfully developed its charter activity and today we have a selection of some of the world's most magnificent yachts for charter. We have organised both private and corporate charters worldwide and we offer our clients impeccable standards of professional and personal services.

Classic or contemporary, fast or tranquil, formal or friendly, the BGYB charter team will find you the best fit for your particular chartering requirements. Once you have decided on the type of charter that you wish to experience, the BGYB charter team will put all their efforts into finding the best yacht and the best destination for your needs.

BGYB assets:

- Identifying and understanding exact requirements.
- Providing numerous choices.
- Suggesting cruising itineraries.
- Corporate Event/ Team Building.
- Delivering the expérience.

DESTINATIONS

West Mediterranean	East Mediterranean	Caribbean	Pacific Ocean	Indian Ocean	Other Destinations
- French Riviera	- Greece	- Leeward Islands	- Polynesia	- Maldives	- Scandinavia
- Corsica & Sardinia	- Croatia	- Les Antilles	- Galapagos Islands	- Seychelles	- South East Asia
- Italian Riviera	- Venice	- Windward Islands	- New Zealand		- South America
- Sicily	- Turkey		- Fiji Islands		- Panama
- Aeolian Islands					
- Balearic Islands					

Take to the water: luxury yacht charter with Bernard Gallay Yacht Brokerage.

One doesn't have to own a yacht to experience its comfort and indulge in luxury...



Forget jets; disregard cars; the ultimate in luxury travel still rests on the bows of the ocean bound yacht. For many years, numerous guests have been invited on board vessels of all types and sizes, voyaging to new and undiscovered places whilst being expertly tended to by a dedicated crew.

In fact, things are little different in today's charter market, except for the options and endless possibilities that are offered to potential clients. It is this accessibility to so many countries and different regions of the world that begs one to experience the delights of chartering a yacht; whether it be for a day, a week or even several months.

A transatlantic crossing from Ibiza to New York? Eight days vigorous regatta racing in Saint-Tropez? A week long jaunt along the West Mexican coast? Perhaps a cocktail party in Paris? Even intrepid explorers can be catered for with

expeditions to Patagonia. It is these extravagant opportunities that make chartering a yacht the 'be all and end all' of a discerning traveller – once you have visited the places that exude exoticity, explored new horizons, or even simply basked in the yacht's comfort – a plane, a train or a car just aren't quite the same.

Tempted ?



Step 1: Creating the perfect charter

Chartering a yacht is an effortless experience. For our clients, all that is required is an indication of their hopes and desires; the BGYB charter team will do the rest. Within the first step of chartering a yacht there are the following factors to consider:

Who is the charter for?

Charters evidently come in all shapes and sizes. Whether it is personal or corporate, all that needs to be decided is the number of guests you wish to have on board and how many cabins are required for your luxury accommodation.

Where and when to go?

Decide on the time of year and the type of surroundings you desire and we will match your requirements up to the best conditions and areas for that season.

To sail or motor?

Whatever your preference, there is always a yacht that will guarantee your satisfaction, whether it is under sail or cruising with a motor.

What activities to do?

If it is long trips on shore discovering new places, cruising around undiscovered islands and coves or diving several metres below the water's surface, the activities on board are your choice. Energetic or leisurely, all guests can be entertained by the specific activities that they wish for.

On board preferences?

Atmosphere on board is important, which is why everything is tailored for our clients. From entertainment and music to culinary choices, all aspects are catered for. As well as your dietary requests, the crew will ensure that your favourite foods and wines are on board and prepared exactly to your demands. If restaurants are desired, then your reservations will be awaiting you ashore. Not forgetting how you shall arrive, your transfer on board by air or road is also dutifully considered.



Step 2: Planning your charter with your Charter Broker

It is true to say that certain things in life require careful consideration; chartering a yacht is no exception. It deserves a great deal of planning ahead so that every aspect of your charter is tuned to perfection. Whether it is yacht availability or destination popularity, certain factors must be considered in advance to guarantee your satisfaction. It is advisable to book several months in advance to avoid disappointment.

Step 3: Finalising your charter

As Mediterranean Yacht Brokers Association (MYBA) members, the BGYB charter team work under the following terms and conditions:

The charter fee includes the charter of the yacht with its crew, fully equipped and fully insured. The Charterer will be charged for all other expenses such as fuel, berthing costs and harbour charges, food and beverages and any other special services that you may request. In order to cover these costs we will require an advanced provisioning allowance

Once you have decided on the type of charter that you wish to experience, the BGYB charter team will put all their efforts into finding the right yacht and the right destination.

(APA) which is 20% - 30% of the charter fee. This is given to the yacht captain prior to the charter to allow for provisioning of the yacht in preparation for the charter. At the end of the charter (and during if requested) the captain will produce full accounts of all expenditure either with a refund of monies not spent or a request for payment if the APA was exceeded.



◆ RACING CHARTER ◆

Onboard for the World's Finest Superyacht Regattas



© Rolex/Carlo Borghetti

Alongside our normal charter activity, we are also specialised in the organisation of Maxi Yachts charters in sailing regattas and racing events, such as Les Voiles de Saint-Tropez, the Rolex Middle Sea Race in Malta, the ARC 2012 across the Atlantic, the St. Barths Bucket Regatta, the RORC 600 in Antigua...

Race Calendar 2012/2013	
Maxi Yacht Rolex Cup, Porto Cervo	September 2-8
Rolex Swan Cup World Championship, Porto Cervo	September 10-16
Les Voiles de Saint-Tropez	September 29-Oct 7
Rolex Middle Sea Race	October 20
ARC 2012, Tenerife - St Lucia	November 25,
Transatlantic Superyacht Regatta, Tenerife - Virgin Gorda	November 26
Antigua Boat Show	December 2-8
Super Yacht Cup, Antigua	January 25-27 2013
RORC Caribbean 600	February 18-22
Loro Piana Caribbean Superyacht Regatta, Virgin Gorda	March 20-23
900 Nautiques de Saint-Tropez	March 16-24
St Barth's Bucket	March 28-31
Voiles de St Barths	April 8-13
Antigua Classic Yacht Regatta	April 18-23
Antigua Sailing Week	April 28-May 3
Loro Piana Superyacht Regatta	June 4-8
La Giraglia Rolex Cup, Saint Tropez	June 8-15
Superyacht Cup Palma	June 19-22
Super yacht cup Cowes	August 3-10
Palermo-Montecarlo Regatta	August 18-23
Newport's Bucket	August 23-25

Maxi Yacht Rolex Cup & Rolex Mini Maxi World Championship Porto Cervo, September 02-08

Maxi yachts have flocked to Porto Cervo each September since 1980 when the Yacht Club Costa Smeralda established the first championship for the largest sailing vessels in existence. Since then yacht racing, maxi craft and the technology used to harness the power of the wind has continued to expand and develop on all fronts and today's international fleet of maxis is nothing short of breathtaking. The event regularly attracts upwards of 45 yachts and represents a who's-who of international yachting. Competing divisions range from the 18 to 24-metre Mini Maxi class, which competes for its World Championship during the event, to the Supermaxi division which hosts yachts of 30.5 metres and above.



© Rolex/Carlo Borghetti

Classic and modern yachts available

We have an extensive database of classic and modern yachts available for these Super Yacht Regattas in the areas where these events are organised.

Whether you are looking for a classic or modern yacht to take part in a coastal regatta, traditional sailing yacht rally or an Atlantic crossing, the charter department here at BGYB will help you fulfil your dream charter so

Bateaux de courses dispo en chater		
HYPERION	47.42 m	Royal Huisman
VAIMITI	39.20 m	Sloop - Fauroux
BLISS	37.00 m	Sloop - Dubois
HIGHLAND BREEZE	34.34 m	Nautor's Swan
WALLY B	32.72 m	Wally 110
MOONBEAM III	31.00 m	Classic Yacht
MARAMA	31.00 m	Aluminium Ketch
MRS SEVEN	30.20 m	Farr Yacht Design
CAPE ARROW	30.20 m	Farr Yacht Design
MED SPIRIT	29,70 m	Maxi Yacht
NEFERTITI	27.70 m	Nautor's Swan
SOLLEONE	27.40 m	Nautor's Swan
GENIE	24.00 m	Wally 77'
OURSON RAPIDE	18.28 m	60' Fast Sloop



Luxury SWS CAPE ARROW in the Carribean this winter



ShowBoats Design Award Finalist 2012



CAPE ARROW

Type: **Fast cruising sloop**
 Builder: **Southern Wind Shipyard (South Africa)**
 Length: **30.20 m**
 Guests: **8**
 Crew: **4**
 Winter 2012/2013 operating area:
Carribean, Leeward, Windward, British Virgin Islands
 Winter 2012/2013 Charter Rate (MYBA terms):
 High: **50,000 € per week**
 Middle: **45,000 € per week**
 Low: **35,000 € per week**



Designed by Farr Yacht Design and Nauta Design, CAPE ARROW is aimed at those who enjoy reliable and fast sailing yachts without compromising on comfort and privacy.

The guests' area lies from amidships to forward in the quietest section of the yacht. Guests can socialise in the large and well lit saloon, which features comfortable conversation and dining areas for up to 8 people. The deck saloon is spacious allowing guests to enjoy the exterior of the yacht, such as the central cockpit, which can be protected by a wide bimini, is ideal for alfresco dining. The soft cushions of the sun bathing area and the open transom are tempting for those who want to soak up the sun.

Thanks to the advanced construction techniques and the outstanding design, CAPE ARROW promises exciting sailing in any weather conditions.

CAPE ARROW is the ideal yacht for both passionate sailors and sea lovers.

Suggested Itineraries

◆ Windward Islands

The Windward Islands stretch from Martinique at the northern end down to Grenada in the south. This chain of islands runs around an arc of several hundred miles, and most are independent countries, each with separate cultures to discover. Relative to the Leeward Islands, this charter destination is very mountainous. This archipelago of islands is another heavenly charter destination perfect for island hopping, and taking in the stunning sights of these remote Caribbean Islands.

- Day 1 Port of embarkation : Le Marin, Martinique
- Day 2 Saint Lucia
- Day 3 Saint Vincent and the Grenadines
- Day 4 Bequia
- Day 5 Mustique

- Day 6 Tobago Cays
- Day 7 Palm Islands, Grenadines
- Day 8 Petit St Vincent
- Day 9 Union Island: Port of disembarkation and private flight back to Martinique

◆ British Virgin Islands

The Virgin Islands are the western island group of the Leeward Islands. This beautiful yacht charter destination marks the border between the Caribbean and the Atlantic. These islands are tailor made for charter holidays, with turquoise water, sandy beaches and landscapes covered in black granite boulders and fringed by coral reefs. This charter destination is ideal for diving or snorkeling, but you will also find many bars and restaurants, offering a perfect balance between buzz and tranquility.

Day 1 Anegada to Virgin Gorda: Anegada is one of the larger Islands of the area, and is surrounded by more than 3000 wrecks teeming with exotic fish and coral reefs. After diving and snorkeling to explore the underwater beauty of this site, BGYB suggests crossing to Virgin Gorda Island, where the more adventurous can reach the secluded rock pools and caves by sea kayak.

Day 2 Virgin Gorda to Peter Island: White Bay on Peter Island is a magical, calm and secluded day to spend a relaxing day, as well as enjoying waterskiing, or wallowing in the marine life around the Royal Mail Steamer Rhone, which is the most celebrated dive site in the BVI.

Day 3 Peter Island to Tortola: Tortola is the main Virgin Island. Cane Garden Bay is a perfect place to drop the anchor

and climb up Mount Sage for panoramic views reaching the endless and beautiful white sand beaches. Relax in Pusser's Bay or Soper's Hole for a typical rum cocktail.

Day 4 Tortola to St-John: The next day, you can head South to St John, more specifically to the stunning Trunk Bay. The bay is surrounded by the Virgin Islands National Park.

Day 5 St-John to Jost Van Dyke: The cruise can then take you on a north westerly course towards Jost VanDyke Island, where you can drop the anchor at the peaceful, untouched Green Cay. You can reach the shore for a lively nightlife.

Day 6 Jost Van Dyke to St-Thomas: Cross into the US border and enjoy the boutiques that line Charlotte Amalie harbour. Gently acclimatize to a busier, urban feel the Caribbean has to offer before your flight home.

Luxury Catamaran **MAGIC CAT** in the Carribean this winter



MAGIC CAT

Type: **Fast cruising catamaran**

Builder: **Multiplast** (France)

Naval Architect: **Gilles Ollier**

Length: **25 m**

Guests: **8** - Crew: **4**

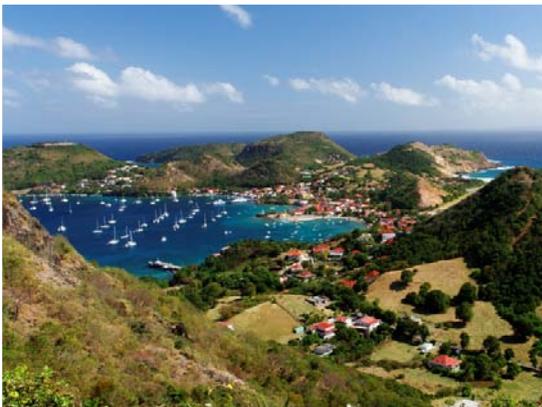
Winter 2012/2013 operating area:
Carribean, Leeward, Windward, British Virgin Islands

Winter 2012/2013 Charter Rate (MYBA terms):
High **35,000 €** per week
Low **30,000 €** per week



For the winter season 2012/2013, **MAGIC CAT** will be sailing in the Caribbean. She will be available in the Leeward Islands, Windward Islands, British Virgin Islands and possibly Bahamas. A minimum of two weeks charter is enquired for the holidays period.

MAGIC CAT is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and perfect safety. Her interior has just been re-designed by Franck Darnet Design. She is in immaculate condition after a major refit in 2010. She has been fantastically well maintained by his crew: Captain Bruno Mabire and Chef Susanna "Suzu" Jokkala (Cordon Bleu Qualified).



Leeward Islands

The Leeward Islands are a geographical grouping of small, mostly volcanic islands in the northeastern Caribbean. This charter destination includes some of the more famous Caribbean names such as Antigua and St Barts. This charter destination is part of the drier islands in the Caribbean. They offer a more traditional touristic holiday, with much development on the coast, offering numerous bars and restaurants. The islands are famous for their own individual charm and 'feel', ranging from the upmarket boutiques in St Barts to the charming town of Point a Pitre and its traditional cuisine. Whichever island you head to on our yacht charter, you are sure to find something to suit you!



Bahamas

The **Bahamas** are a collection of some of the most beautiful islands, cays and rocks in the **Caribbean**. The climate of this yacht charter destination is classed as between tropical and sub-tropical which enables the beauty of the islands to prosper: with a dazzling variety of sea life, flowers, trees and plants. As there are so many places to visit in the Bahamas, we will ensure that you visit the best places there are: you may want to relax on a beach, explore a cave, swim with dolphins or even feed sharks.



Classic Motor Yacht SANSSOUCI STAR



SANSSOUCI STAR

Type: **Classic Motor Yacht**
 Length: **53.50 m**
 Guests: **12** Crew: **8**
 Winter 2012/2013 Charter Rates (MYBA terms):
 High: **70,000 €** per week
 Low: **65,000 €** per week



10 reasons to book your charter on board M/Y SANSSOUCI STAR:

- Best Value Yacht for its size
- Available everywhere in west Med and based in the South of France
- Accommodation for 12 guests sleeping (the 7 cabins are convertible ether in double or twin cabins)
- Fuel Efficient Motor Yacht (low fuel consumption)
- Perfect for long distance cruising
- Flexible itineraries upon request
- Excellent service and Chef/8 dedicated and professional crew members
- Available for event charter. Able to welcome 50 guests at quay
- Fast tender boat able to cruise at a prox. 40 Knots
- Extensive list of nautical activities on board



French Riviera suggested itinerary

Day 1 – Start off in Hyères, one of the islands which forms « Ile d'Hyères ». A beautiful town with a unique lay out: you can walk up and down the old town and explore every nook and cranny it has to offer. There are plenty of restaurants and cafés in this historic town for you to sit back, relax and appreciate the charm that Hyères has to offer.

Day 2 – You can then sail across to Porquerolles, a stunning island with plenty to offer. You can relax on the beach, admire the views from the lighthouse and visit the « National Botanical Conservatory » with its divine gardens. Most of the island is part of a national park which ensures its preservation as a site of natural beauty giving visitors insight into why the French Riviera became such a popular destination so many years ago.

Day 3 – Having visited some of the most unspoilt and tranquil areas of the French Riviera, you can then sail to the vibrant town of St Tropez, one of the most glamorous and well known destinations on the Côte d'Azur. Here you can wine and dine in some of the best bars and restaurants the town has to offer.

Day 4 – From St-Tropez you can sail across to Cannes, home of the world famous « Cannes Film Festival » and yet another home to the rich and famous. Like St-Tropez, it is not just a town for partying, it is also one of the most architecturally stunning locations on the coast.

Day 5 – Having spent time in St Tropez and Cannes, you can sail to Iles de Lérins to relax. You can take long walks around the islands, swim, sunbathe and enjoy drinks while watching the sunset.

Day 6 – Another fabulous location you can visit is Saint-Jean Cap Ferrat which is a far more discrete town in the French Riviera but also one of the most picturesque and exclusive locations. It is simply beautiful with its incredible architecture and abundance of lush trees, flowers and plants.

Day 7 – Ending up in Monaco, its own principality on the South coast of France, home to royalty, a world class grand prix circuit and casino is a great way to finish the charter. You can enjoy a day on the man-made beach, shop in some of the best shops on offer or marvel at the extraordinary architecture.

Balearic Islands suggested itinerary

Menorca is a haven of tranquility with creeks mostly accessible only by boat or long hours of walking. **Mallorca**, the largest island of the archipelago, too often conceals an unsuspected charm. With its spectacular mountains, the Gothic architecture of its churches, perched picturesque villages and olive groves it give you a feel that many of the luxury hotels tend to lack.

Day 1 – Embarkation in Port-Vendres (South of France)

Day 2 – Ciutadella

Day 3 – Mitjana – Macarella – Macaralleta

Day 4 – Mahon

Day 5 – Mallorca – Soller

Day 6 – Palma de Mallorca

Day 7 – Cabrera

Day 8 – Ibiza – Las Salinas – Formentera

Day 9 – Delivery back

Day 10 – Disembarkation in Port-Vendres (South of France)

It is no longer necessary to present **Ibiza** as just a centre of boundless energy. Surprisingly, the island “magic” is deemed to be a paradise for night owls, the meeting point of the Jet Set and the lively centre of San Antonio with its well-known bars, restaurants and discos. Ibiza also has some quiet anchorages and extreme beauty to discover.

Formentera, the smallest of the archipelago, is described as the Mediterranean's last paradise as it has managed to combine tourism and protecting its environment over the years. You can only come to Formentera by boat, with this relative inaccessibility, the island is a quiet place to escape the stress and massive numbers of tourists. You can enjoy your cruise with a dip on its 20 km length of white sandy beaches, whose waters are absolutely crystal-clear where you can enjoy endless water activities.



◆ CHARTER INDEX ◆

Charter Motor Yacht Index

Winter 2012/2013 Charter Rates (MYBA terms)



Name: O'MEGA Length: 82.00 m
 Guest/Crew: 32/30 Area: West Mediterranean
 Rate High: 450,000 €/week (75,000 €/day)
 Low: 450,000 €/week (75,000 €/day)



RM ELEGANT 72.48 m
 30/31 East Mediterranean
 High: 455,000 €/week (65,000 €/day)
 Low: 420,000 €/week (60,000 €/day)



SHERAKAN 69.95 m
 26-36/19 Carribean
 High: 425,000 €/week (70,000 €/day)
 Low: 395,000 USD/week (65,000 USD/day)



SOLEMATES 60.00 m
 12/15 West Mediterranean
 High: 520,000 €/week (86,700 €/day)
 Low: 340,000 €/week (56,700 €/day)



DIAMOND A 57.30 m
 12/16 Carribean
 High: 350,000 USD/week (60,000 USD/day)
 Low: 350,000 USD/week (60,000 USD/day)



NOBLE HOUSE 53.90 m
 12/12 South Pacific
 High: 199,000 USD/week (33,000 USD/day)
 Low: 199,000 USD/week (33,000 USD/day)



SANSSOUCI STAR 53.50 m
 12/8 West Mediterranean
 High: 70,000 €/week (11,200 €/day)
 Low: 65,000 €/week (10,800 €/day)



MOSAIQUE 50.01 m
 12/12 West/East Mediterranean
 High: 200,000 €/week (33,000 €/day)
 Low: 200,000 €/week (33,000 €/day)



EXUMA 49.90 m
 9/9 Pacific Ocean
 High: 175,000 €/week (29,200 €/day)
 Low: 175,000 €/week (29,200 €/day)



SHANDOR 49.00 m
 12/11 West Mediterranean
 High: 100,000 €/week (17,000 €/day)
 Low: 90,000 €/week (15,000 €/day)



HANSE EXPLORER 47.76 m
 12/14 Other destinations
 High: 125,000 €/week (20,000 €/day)
 Low: 125,000 €/week (20,000 €/day)



COSTA MAGNA 44.50 m
 10/8 West Mediterranean
 High: 96,000 €/week (16,000 €/day)
 Low: 90,000 €/week (15,000 €/day)



DAYDREAM 42.60 m
 10-12 Northern Europe
 High: 92,000 €/week (15,300 €/day)
 Low: 82,000 €/week (13,700 €/day)



CALLIOPE 42.28 m
 10/9 Pacific Ocean
 High: 160,000 USD/week (26,700 USD/day)
 Low: 160,000 USD/week (26,700 USD/day)



DE LISLE III 42.00 m
 10/5 South Pacific
 High: 125,000 USD/week (41,500 USD/day)
 Low: 125,000 USD/week (41,500 USD/day)

Charter Motor Yacht Index (continued)

Winter 2012/2013 Charter Rates (MYBA terms)



SEVEN SINS 41.30 m
Guest/Crew: 10/7 Area: West Mediterranean
Rate High: 120,000 €/week (20,000 €/day)
Low: 118,300 USD/week (19,700 USD/day)



DHAANKAN'BAA 40.00 m
14/18 Indian Ocean/Maldives
High: 130,000 USD/week (22,000 USD/day)
Low: 120,000 USD/week (20,000 USD/day)



SENSEI 39.98 m
10/7 West Mediterranean
High: 98,000 €/week (16,300 €/day)
Low: 75,000 €/week (12,500 €/day)



MISTRAL 55 35.40 m
10/10 West Mediterranean
High: 70,000 €/week (12,000 €/day)
Low: 70,000 €/week (12,000 €/day)



MABRUK III 35.00 m
10/6 West Mediterranean
High: 70,000 €/week (11,200 €/day)
Low: 65,000 €/week (10,800 €/day)



PARIS 35.00 m
12/6 East Mediterranean
High: 73,000 €/week (12,200 €/day)
Low: 63,000 €/week (10,500 €/day)



LADY EMMA 34.10m
8/4 West Mediterranean
High: 78,000 €/week (13,000 €/day)
Low: 72,000 €/week (12,000 €/day)



ANTISAN 33.00 m
12-40/6 West Mediterranean
High: 63,000 €/week (10,500 €/day)
Low: 49,000 €/week (8,200 €/day)



PAOLYRE 32.70 m
10/5 West Mediterranean
High: 52,000 €/week (8,700 €/day)
Low: 49,000 €/week (8,200 €/day)



SYNERGY 30.70 m
10/5 West Mediterranean
High: 52,500 €/week (8,750 €/day)
Low: 45,500 €/week (7,500 €/day)



L'OR 30.00 m
8/5 West Mediterranean
High: 40,000 €/week (6,500 €/day)
Low: 40,000 €/week (6,500 €/day)



MAKARENA 30.00 m
10/5 Other destinations
High: 35,000 €/week (5,800 €/day)
Low: 21,000 €/week (3,500 €/day)



TALILA 29.00 m
8/4 West Mediterranean
High: 46,000 €/week (7,600 €/day)
Low: 40,000 €/week (6,700 €/day)



SILAOS 25.10 m
7-12/2 West Mediterranean
High: 33,000 €/week (5,500 €/day)
Low: 27,000 €/week (4,500 €/day)



JAMBO 24.00 m
8/2 Pacific Ocean
High: 29,750 €/week (5,000 €/day)
Low: 29,750 €/week (5,000 €/day)

Charter Sailing Yacht Index

Winter 2012/2013 Charter Rates (MYBA terms)



Name: ROSEHEARTY Length: 56.00 m
 Guest/Crew: 12/11 Area: West Mediterranean – Caribbean
 Rate High: 225,000 €/week (37,500 €/day)
 Low: 225,000 USD/week (37,500 USD/day)



DRUMBEAT 53.00 m
 11/10 South Pacific – South East Asia
 High: 230,000 USD/week (38,300 USD/day)
 Low: 230,000 USD/week (38,300 USD/day)



RED DRAGON 51.70 m
 8/10 West Mediterranean
 High: 200,000 €/week (33,000 €/day)
 Low: 200,000 €/week (33,000 €/day)



HYPERION 47.42 m
 6/8 West Mediterranean – Caribbean
 High: 97,000 USD/week (16,200 USD/day)
 Low: 90,000 USD/week (15,000 USD/day)



VAIMITI 39.20 m
 10/5 East Mediterranean – Caribbean
 High: 72,000 USD/week (12,000 USD/day)
 Low: 67,000 USD/week (11,200 USD/day)



BLISS (sailing yacht) 37.00 m
 10/4 West Mediterranean – Caribbean
 High: 70,000 €/week (11,200 €/day)
 Low: 89,000 USD/week (14,800 USD/day)



OFELIA 36.00 m
 12-23/6 East/West Mediterranean
 High: 44,000 €/week (7,300 €/day)
 Low: 32,000 €/week (5,300 €/day)



HIGHLAND BREEZE 34.34 m
 8/5 West Mediterranean – Caribbean
 High: 52,000 €/week (8,600 €/day)
 Low: 46,000 €/week (7,600 €/day)



BAIURDO VI 34.00 m
 8/4 ????
 High: 41,000 €/week (6,800 €/day)
 Low: 38,000 €/week (6,300 €/day)



AMADEUS 33.50 m
 12/5 East Mediterranean
 High: 45,500 €/week (7,500 €/day)
 Low: 40,000 €/week (6,600 €/day)



WALLY B 32.72 m
 6/5 East/West Mediterranean
 High: 50,000 €/week (8,300 €/day)
 Low: 47,500 €/week (7,900 €/day)



O7² - OCEAN SEVEN SQUARED 31.69 m
 8/4 Caribbean
 High: 54,000 USD/week (9,000 USD/day)
 Low: 54,000 USD/week (9,000 USD/day)



MOONBEAM III 31.00 m
 6-12/2 West Mediterranean
 High: 35,000 €/week (5,800 €/day)
 Low: 30,000 €/week (5,000 €/day)



CAPE ARROW 30.20 m
 8/4 West Mediterranean – Caribbean
 High: 50,000 €/week (8,300 €/day)
 Low: 45,000 €/week (7,500 €/day)



Mrs SEVEN 30.20 m
 8/5 West/East Mediterranean – Caribbean
 High: 52,000 €/week (8,600 €/day)
 Low: 46,000 €/week (7,600 €/day)

Charter Sailing Yacht Index (continued)

Winter 2012/2013 Charter Rates (MYBA terms)



MED SPRIT (ex BOL) 29.70 m
Guest/Crew: 12-16/8 West Mediterranean – Caribbean
Rate High: 35,000 €/week (5,800 €/day)
Low: 30,000 €/week (5,000 €/day)



GRAND BLEU VINTAGE 29.00 m
8/4 West Mediterranean – Caribbean
High: 45,000 €/week (7,500 €/day)
Low: 38,000 €/week (6,300 €/day)



NEFERTITI 27.70 m
8/4 West Mediterranean – Caribbean
High: 50,000 USD/week (8,300 USD/day)
Low: 50,000 USD/week (8,300 USD/day)



SOLLEONE 27.40 m
6/4 West Mediterranean
Rate High: 42,000 €/week (7,000 €/day)
Low: 38,000 €/week (6,300 €/day)



MAGIC CAT 25.00 m
8/4 East/West Mediterranean – Caribbean
High: 35,000 €/week (5,800 €/day)
Low: 30,000 €/week (5,000 €/day)



DJANGO TOO 25.00 m
8/4 East/West Mediterranean – Caribbean
High: 25,000 €/week (4,100 €/day)
Low: 25,000 €/week (4,100 €/day)



ATAO 24.90 m
6/3 West Mediterranean – Caribbean
High: 30,000 €/week (5,000 €/day)
Low: 30,000 €/week (5,000 €/day)



GENIE 24.00 m
6/3 West Mediterranean
High: 30,000 €/week (5,000 €/day)
Low: 25,000 €/week (4,100 €/day)



LADY ALLIAURA 22.70 m
8/3 Caribbean
High: 42,000 €/week (7,000 €/day)
Low: 29,000 €/week (4,800 €/day)



MAITA'I 22.56 m
9/4 West Mediterranean – Caribbean
High: 42,000 €/week (7,000 €/day)
Low: 36,000 €/week (6,000 €/day)



NAHEMA IV 21.95 m
8/3 West Mediterranean – Caribbean
High: 32,000 €/week (5,300 €/day)
Low: 29,000 €/week (4,800 €/day)



MOBY DICK 19.81 m
10/3 West Mediterranean – Caribbean
High: 26,000 €/week (4,300 €/day)
Low: 22,000 €/week (3,600 €/day)



Catamaran WORLD'S END 19.67 m
10/3 West Mediterranean – Caribbean
High: 25,000 €/week (4,100 €/day)
Low: 24,000 USD/week (4,000 USD/day)



Crocodile Daddy 18.90 m
8/3 West Mediterranean – Caribbean
High: 26,000 €/week (4,300 €/day)
Low: 26,000 €/week (4,300 €/day)



Ourson Rapide 18.28 m
6/2 West Mediterranean
High: 15,000 €/week (2,500 €/day)
Low: 12,000 €/week (2,000 €/day)

◆ UPCOMING EVENTS ◆

★ **FESTIVAL DE LA PLAISANCE DE CANNES 2012**
11 – 16 September 2012

Along the quays and pontoons, the show's well-informed visitor will enthusiastically discover, in a unique atmosphere, the finest vessels on offer today from shipyards around the world, floating gems gathered together in a single showcase.

Yachting lovers from every continent will appreciate the magical atmosphere of a real in-water show.



© Festival de la Plaisance de Cannes

★ **MONACO YACHT SHOW**
19 – 22 September 2012 – Port Hercules

The Monaco Yacht Show is considered the most prestigious pleasure boat show in the world with the exhibition of 500 major companies in the luxury yachting and a hundred super and megayachts afloat.

With around 28 000 professional and private visitors per show, the MYS is the long-awaited super yachting meeting of the year for the prestigious brands, allowing them to meet the most important international clientele.



© Monaco Yacht Show

BGYB will present the following yachts in the vicinity of Cannes and Monaco during the Shows:

- ◆ 108ft Fantastic Converted Cruising Maxi Catamaran "SWIFT", Cannes
- ◆ 102ft "MOONBEAM OF FIFE III", Saint Tropez
- ◆ 90ft Fast Sloop "QUINTA SANTA MARIA", Marina degli Aregai (San Remo, Italia)
- ◆ 90ft Maxi Yacht "MED SPIRIT", Marseille
- ◆ 84ft Fitzroy Yachts "NEPTUNE", San Remo, Italia
- ◆ 74ft NAVARCANTIERI "CELESTIAL", Cannes
- ◆ 66ft Fly Princess "POINTE ROYALE III", Cannes
- ◆ 59ft Fast cruising sloop "KER", La Ciotat

★ **Les Voiles de St Tropez**
From September 29th to October 07th 2012

BGYB will be present during Les Voiles 2012.

The event is organized by the Société Nautique de Saint-Tropez approved by the Fédération Française de Voile, in collaboration with Saint-Tropez Town and with the patronage of the Yacht Club de France.

Over 3000 seafarers, almost 300 modern and traditional sailing boats, innumerable encounters, images that will stay in your mind long after the event and marine-inspired friendships.

Festivities, entertainment, competition and dreams will once again be the key ingredients for this unique event, held on an exceptional site.



© ST-Tropez



Med Spirit

★ **Transatlantic Superyacht & Maxi Regatta 2012**
Tenerife – Virgin Gorda, BVI from November 26th 2012

Organized by the YCCS in collaboration with the International Maxi Association and with the support of the real Club Nautico de Tenerife, the transatlantic regatta is open to monohull maxi yachts with an overall length of more than 18 meters.

The fleet will set off from the port of Santa Cruz de Tenerife, in the Canary Islands, and navigate for approximately two weeks, covering approximately 2.600 nautical miles of the North Atlantic Ocean. The finish line will be set off Virgin Gorda in the British Virgin Islands where a warm welcome will be waiting for all participants at the new YCCS Marina and Clubhouse on the island's North Sound.



© Peter/Carlo Berenghieri



Cape Arrow



© Carlo Berenghieri

► FRANCE

Montpellier, Head Office



Bernard GALLAY - CEO - +33 (0)6 86 67 80 24
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- Founded the company in 1994, MYBA Member since 1996
- Experienced skipper: 2 Vendée Globe in 1992 & 2000
- America's Cup in 1986/1987



Bruno Gallien - Broker - +33 (0)6 82 11 96 00
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- Yacht broker with BGYB for 15 years



Lisa Spiller - Charter Manager
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- Charter Manager for 5 years with BGYB

Paris



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- Project Manager for a number of years

► MONACO



Philippe MONNET - +33 609 01 97 84
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- For the last 4 years, he has managed the Roxy sailing yacht with his Poseidon team for the Vendée Globe
- Yacht construction consultant
- Extremely wide ranging experience and expertise in the sector

► MOSCOW



Oscar KONYUKHOV - +7 910 477 09 70
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- BGYB representative in Moscow for over 5 years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

► TURKEY



Thierry SAGNES - +90 536 976 24 38
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- On the water sailing the 5 ocean since 1982
- 2001 to 2011 Arctic journey project manager and captain on JFA 85 "SUN TENAREZE"



Christophe APOTHELOZ - +90 530 461 50 95
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- Active Captain on Large Motor Yachts since 15 years (MCA Master 3000 GT Unlimited) and at sea since 1991
- 20 years experience in East Med and Turkish yachting market, including charter



Nicolas MARCHAND - Broker - +33 (0)6 83 47 01 96
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- Yacht broker with BGYB for 6 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



James - Brokerage assistant
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- Brokerage Assistant for Head Office, Montpellier:
- Manages the listings, specifications and viewings.



Olivier - Charter assistant
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- Charter Assistant for Head Office, Montpellier:

La Ciotat



Stéphane Della - +33 (0)6 82 79 08 61
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- Yacht broker with BGYB for 3 years
- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards

► PALMA DE MALLORCA



Jean-Yves CANDLOT - +34 619 05 64 19
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- BGYB representative in Palma for 4 years
- With over 26 years of sail and motor yacht navigation experience

► HONG-KONG



Thierry Barot - +852 9549 5135
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- BGYB representative in Hong-Kong for 4 years
- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

► GRENADA



Richard Szyjan - + 1 473 439 4495
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- Multi and monohull racer
- Sailmaker and rigger since 1991
- Owns Turbulence Ltd in Grenada, Caribbean.

BERNARD GALLAY YACHT BROKERAGE

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