

# Episode 14

Spring 2014

2014  
BGYB's 20th  
Anniversary

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BROKERAGE



RACING



CHARTER



Photos Richard Sprang

*Bernard Gallay*

## 2013/14 in review

**B**ERNARD GALLAY Yacht Brokerage ended 2013 on a high and the hard work and perseverance enabling the company to develop has continued and kick started what looks to be a positive year for both the BGYB sales and charter departments. New central agency signings as well as our expanding network of brokers bodes well for BGYB's 20th Year in the industry.

The yacht brokerage market has been through a tough period in recent years, yet BGYB can report a healthy increase of sales since the start of 2012. It is evident that the market has favoured the buyer in this period and the key has been maintaining the strong rapport between the brokers and the sellers. Our expert team have been able to study the market, find the limit in terms of yacht value and explain the trends to the sellers. Often this has led to price reductions, which have begun to feed the market expectation and generate strong interest from potential clients. Around the turn of the year we achieved a fruitful quantity of sales, including

the 145ft Abeking & Rasmussen MY NO LO SE, the Maiora 30 DP LADY KATANA II, 80ft Neo-Classic SY WISH and 70ft Volvo Race Winner GROUPAMA 4.

With BGYB's strengthening reputation, more and more owners are placing their confidence in our sales team; this is exemplified by our new Central Agency signings which include the 152ft Ocean Passage MY CHANTAL, 147ft SY MARI-CHA III, 141ft Neo-Classic MY THEOREM and 98ft Jongert 2900 CELANDINE. We would also like to take this opportunity to introduce our new BGYB representatives in California, Phillip Winter and Charles Devanneaux, who we very much look forward to working with as we continue to expand BGYB's global presence.

Since its introduction in 2008, our Charter department has established itself within the industry and has recently developed a diverse fleet to suit all charter clients. We can report a successful winter season in the Caribbean and having strengthened our Central Agency listings for charter we can foresee a busy and prosperous

summer season in the Mediterranean. BGYB Charter Department's recent impressive additions are comprised of the 100ft SY NOMAD IV (2014 Show boat Design Award), 114ft SY BAIURDO VI, 70ft MY ESMERELDA OF LONDON, 62ft SCat VACOA and 60ft MCat EWHALA.

As ever, we eagerly await the upcoming yacht shows and superyacht regattas. We would like to announce that we will be exhibiting MARI-CHA III at the Antibes Yacht Show as well as NOMAD IV's presence at the MYBA Genoa Charter Show. BGYB would also like to invite you to the annual BGYB Charter Open Day in May and we look forward to meeting you throughout the year as we celebrate the company's 20th birthday.

Despite the challenging years that we have experienced recently, BERNARD GALLAY Yacht Brokerage has continued to flourish and we now boast a wide range of yachts coupled with a growing network of brokers. As well as celebrating two decades on the scene, in 2014, we also look forward to the future and developing the BGYB brand.

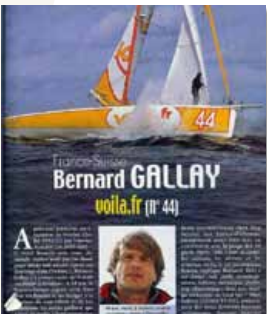
# 2014 – BGYB's 20<sup>th</sup> Anniversary



Sir Robin Knox-Johnston



Vendée Globe 1992



Vendée Globe 2000



Drumbeat



No lo se

A rugby player until the age of 22, Bernard Gallyay was to be swayed towards the path of oceanic adventures after a fortuitous encounter in 1982, with the sailing legend Sir Robin Knox-Johnston. Having accomplished the first ever single-handed non-stop circumnavigation in 1968, Sir Robin was a seasoned professional and for three years, sought to teach Bernard all that he knew. This competitive sailing apprenticeship continued to flourish, with various involvements in The America's Cup and The Solitaire du Figaro.

In 1992, Bernard Gallyay met Nigel Burgess, founder of his eponymous company, at the start of The Vendée Globe, a round-the-world single-handed yacht race, sailed non-stop and without assistance. Bernard Gallyay, on-board VUARNET WATCHES, took to the start line of this legendary round-the-world race alongside Nigel Burgess, on-board NIGEL BURGESS, a yacht which carried the name of the yacht brokerage he had created.

On his way home, having been disqualified for two forced pit stops, Bernard reflected on another direction in which he could take his passion for yachts and in turn, was inspired to break into the world of yacht brokerage himself. BERNARD GALLYAY Yacht Brokerage, BGYB, was founded in 1994 and a mere two years later, was accepted into the renowned Mediterranean Yacht Brokers Association, MYBA.

In 2000, Bernard Gallyay once again took part in The Vendée Globe, this time on-board VOILA.FR and finished 8th out of the 24 participants.

His last race involvement took place in 2005 on-board BAHIA EXPRESS in the Transat 6.50, nicknamed the Mini Transat, a solo transatlantic yacht race that starts in France and ends in Brazil where competitors sail on board 6.50m ocean racers.

The following year, Bernard Gallyay turned the page on his racing career and instead focused all his energy on the development of BGYB. The company went from strength to strength with the arrival of several experienced sailors and racers whom he met during his time sailing.

In 2007, BGYB became highly regarded amongst large yacht brokers having completed the sales of both the 53m ketch DRUMBEAT and the 145ft motor yacht NO LO SE in the same year.

The days of single-handed racing are long gone, but exciting challenges remain on the horizon: to establish BGYB within the world of large yachts and yachting, strengthening the brand name within the yacht brokerage industry and imparting its unique identity amongst the competition.

In 2008, Lisa Spiller launched the Charter Department which has truly flourished ever since. She now manages 25 yachts ranging from 20m to 50m in length, as well as the charter of yachts up to and exceeding 70m for an international clientele.

2014 will see the brand celebrate 20 years since its creation. Some noteworthy events have already distinguished this anniversary, such as the new central agency listings, MARI-CHA III, for sale, and NOMAD IV, for charter. Without forgetting their roots in offshore racing and regattas, BGYB are ever present at international yachting events, including the most prominent yacht shows (Monaco, Cannes, Antibes) and superyacht regattas (St. Barths Bucket, Voiles de St. Tropez, Palma Super Yacht Regatta).

Future projects include expansion in England and on the East Coast of the USA. To enhance the BGYB brand further in the near future, we aim to constantly pursue new ways in which we can develop and improve the quality of service for our clients and strengthen each of our locations over time and in performance.



Nomad IV



Mari-cha III



### 148ft Abeking & Rasmussen "NO LO SE"

1974. M/Y NO LO SE is an exciting amalgamation of comfort, luxury and technology. Built in Germany by Abeking & Rasmussen, she is a true gentleman's yacht with transatlantic range capabilities; classic in her design, but modern in construction and engineering. She has undergone a series of refits, almost all that remains of the original yacht is the strong hull and the main engines.



### 92ft Super Maxi "MED SPIRIT"

2003. Ex BOLS. Built by Boat Speed in Australia and designed by Hugh Welbourn.

She is extremely fast and reliable. Ideal for the Rolex Cup circuit. 1st over the line in the 2011 ARC. She also raced 2011 & 2012 RMSR, 2012 & 2013 Antigua Rorc 600, 2012 Bermuda Race and 2012 Maxi Transat.



### Imoca 60 "GROUPE BEL"

2007. One of the fastest, if not the fastest IMOCA 60s available today. She is ready to go and in perfect condition.

She has been carefully prepared and improved over the years by her skipper Kito de Pavant and his team. She has the potential to compete for the line honors in both next Barcelona Race and Vendee Globe Race. GROUPE BEL is extremely well built. Her hull has never had any structural issue.

©Yvan Zedda

## ◆ BROKERAGE NEWS ◆



## 147ft Super Yacht "MARI-CHA III"

**1997.** MARI-CHA III is a Super Yacht of distinction, designed by Philippe Briand and John Munford and built by Sensation Yachts.

The award-winning & record-breaking MARI-CHA III was originally conceived as a hybrid high performance cruising yacht, with a lavish interior so that her owner could enjoy fast, comfortable and safe cruising whilst entertaining his guests in style and luxury.

To this day she is regarded as one of the fastest 'super sailors' afloat and still turns heads at any anchorage with her sleek hull and huge carbon ketch rig.



## 153ft "CHANTAL"

**1984 / 2013.** CHANTAL is a true gentleman's motor yacht, built from steel with a long range and a luxurious interior. She has a special charm and should generate strong interest beyond the experienced yacht owner. CHANTAL can accommodate up to 13 guests and boasts ample deck space as well as an abundance of tenders and toys. Not only is she good looking and luxurious but also a true ocean going motor yacht with a transatlantic range.

## 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 3<sup>rd</sup> 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.



## 82ft "ATAO"

**2006.** Built by JFA Yachts, France. She is a beautiful modern classic centreboard sloop, with a stunning classic look and modern requirements. Her finely crafted woodwork hides many powerful innovations and reveals astonishing sailing performances.

The view from the deckhouse is unparalleled and uninterrupted, looking forward over the deck and into the cockpit and this is clearly the central point of this beautiful yacht.



## 100ft Classic MY "SPREZZATURA"

**1971.** Extensive refit in 2013. A classical, yet freshly-styled gentleman's motor yacht, with opulent woodwork and furnishings. She has unusually spacious staterooms and attached bathrooms, a very large main saloon, a superb forward main deck dining saloon, an enormous top sun-deck and top-deck dining area and much more. She has recently benefitted from a one-year refit costing considerably more than US\$1-million.



## Morgan 70 "MATHIGO"

**2007.** Kevlar composite built from a Tom Fexas design, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is fast and seaworthy, extremely comfortable and luxurious. She is like new, having been used only one summer and stored indoors since.

## ◆ BROKERAGE NEWS ◆

**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 offers the maximum living potential for a yacht that can be handled by only four crew.

**98ft Jongert 2900 "CELANDINE"**

**1993.** CELANDINE is a beautiful steel/aluminium sloop from the board of Doug Peterson. She underwent a full Jongert refit in 2008. She boasts 3 generous double cabins which comfortably accommodate up to 6 guests. The master cabin is found aft wards and comprises of a large queen size bed, comfortable seating, a desk and a spacious bathroom. The 2 guest cabins both have twin beds (convertible into double beds within a few minutes by adding a panel) and private bathrooms. Amidships a large saloon has enough space for comfortable seating and dining. The separated crew area has a galley, crew mess and 2 cabins that accommodate 4 crew.

The deck saloon offers a panoramic view and comfortable seating.

**Maxi 88 "DEMOISELLES"**

**1989.** Built by CIM Shipyard, France. Family yacht that has been and can do in charter. This very well equipped and spacious Sparkman and Stephens's design offers comfortable accommodation for eight guests in four double cabins, plus four crew. She also has a superb hydraulic platform suitable for carrying a huge dinghy or for diving, and a protected centre cockpit area.



**79ft "WHIMSY" 2005.** Built by Vaudrey Miller Yachts, NZ and designed by Philippe Briand for an experienced yachtsman who was heavily involved in the design and building process. The result is a highly contemporary design conceived to sail around the world which has the performance capacities and the sensitivity of a racing yacht. The layout is designed for crossing oceans and relaxed day-to-day living with the most emphasis placed on a large saloon and a large cockpit. She also boasts a comfortable crew area towards the rear of the boat.

## 141ft New Classic "TEOREM"

**1994/2005.** M/Y TEOREM is a 141' neo-classic motor yacht built by Universal Yachts in 1994, taking inspiration from the great classic motor yachts of the 1920's. Her exterior has inherited the style that was so typical during this bygone era but beneath the surface she embodies all the modern technology that make her a superb ocean going vessel.



## 80ft Power Catamaran PELICANO

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



## 112ft "LA SULTANE"

**2006.** Steel full displacement motor yacht. An extremely elegant motor yacht finished to the highest standard, which combines the fine taste and cosy ambience of a traditional vessel from a bygone era with modern technology and comfort. LA SULTANE boasts grand living spaces and a look that won't go unnoticed in the magnificent bays along the Turkish coast. The yacht has seen 4-6 weeks use each year in the summer and has had the same owner since construction.



## 60ft "OURSON RAPIDE"

**2009.** Fantastic fast sloop designed by Finot Conq. All composite built by Multiplast with a futuristic design, 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 shorthanded long distance crossings.



## 84ft Fitzroy Yachts "NEPTUNE"

**2004.** A Judel/Vrolijk design built from aluminium. 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.



## ◆ BROKERAGE INDEX ◆

## Motor Yacht Index



**SANSSOUCI STAR** Classic Motor Yacht  
53.53 m 1982 Location: Baltic Sea  
Price on application



**CHANTAL** Long Range Luxury Motor Yacht  
46.50 m 1984/2013 Location: Turkey  
7,900,000 €



**TEOREM** 141' Neo Classic Motor Yacht  
43.00 m 1994/2005 Location: South France  
3,500,000 €



**LA SULTANE** Neo Classic Motor Yacht  
34.10 m 2006 Location: Turkey  
2,800,000 €



**SHERAZADE** Motor Yacht (Diving Charter)  
32.15 m 2006 Location: Egypt  
800,000 €



**SPREZZATURA** Classic Motor Yacht  
30.30 m 1971/2013 Location: South France  
790,000 €



**ATTILA** Steel Motor Yacht  
30.00 m 1989 Location: South France  
350,000 €



**PRINCIPESSA** Ferretti Custom Line 94 Fly  
28.80 m 2005 Location: Turkey  
3,300,000 €



**BJORG II** Guy Couach 2800 LR  
28.00 m 2002 Location: Spain  
1,350,000 €



**CAROLIN III** PerMare Amer 92  
28.00 m 2009 Location: Italy  
2,245,000 €



**KIA ORA C** 78ft Classic Benetti  
24.00 m 1986/2006 Location: Turkey  
1,485,000 €



**PELICANO** Motor Catamaran  
23.95 m 2005 Location: South France  
1,250,000 €



**CELESTIAL** Navarcantieri P 21 S  
22.60 m 1997 Location: South France  
325,000 €



**MATHIGO** Morgan 70  
21.24 m 2007 Location: South France  
890,000 €



**DELAUR II** Atlantis 55  
16.70 m 2005 Location: South France  
242,000 €

Motor Yacht Index (contined)



**ALLEGIANCE** Réplique C&N 1925  
14.40 m 2004 Location: South France  
330,000 €



**LIMITED EDITION** Buddy Davis 47 Fly SF  
14.30 m 1989/2009 Location: Caribbean  
345,000 €



**LOCH LOMOND** Classic Tender  
9.00 m 2007 Location: West France  
150,000 €



Sailing Yacht Index



**MARI-CHA III** 147' Luxury Ketch  
44.72 m 1997 Location: West Medit.  
US\$ 12,950,000



**PRINCIPE PERFEITO** 3 Mast Schooner  
41.52 m 1943 Location: Portugal  
1,650,000 €



**AVENTURA** Danish Yacht & Holland Jachtbouw Sloop  
33.24 m 2005 Location: Caribbean  
US\$ 4,950,000



**MOONBEAM OF FIFE III** Gaff Cutter  
31.00 m 1903 Location: South France  
1,950,000 €



**CELANDINE** Jongert 2900 M  
29.73 m 1993 Location: East Medit.  
2,900,000 €



**SOUTHERN CROSS** Maxi 88 Sloop  
29.70 m 1991/2004 Location: Turkey  
1,350,000 €

## Sailing Yacht Index (continued)



**DEMOISELLES** maxi 88 Sloop  
29.70 m      1989      Location: Brazil  
1,200,000 €



**NEPTUNE** Fitzroy Aluminium Sloop  
25.65 m      2004      Location: Italy  
1,750,000 €



**LADY SAIL** 84ft Marconi Ketch  
25.65 m      1976/1999      Location: Turkey  
500,000 €



**FORTUNA** Maxi 82 Ketch  
25.40 m      1989/2005      Location: Spain  
495,000 €



**ATAO** Neo-classic JFA Yachts  
24.90m      2006      Location: Caribbean  
2,950,000 €



**WILD SALMON** Locwind 80  
24.00 m      1997      Location: Brittany, France  
880,000 €



**WHIMSY** Custom Performance Sloop  
23.98m      2005      South France/Malta  
2,450,000 €



**L'ILE NUE** Techni Marine Sloop  
23.66m      1988      Location: martinique  
590,000 €



**SILANDRA** Nauto 70  
21.33 m      1991      Location: Caribbean  
US\$ 750,000



**EQUINOX** Selestra 64, aluminium  
20.54 m      1996/2010      Location: South France  
290,000 €



**CAPO DI FORA** 67ft Cutter Rigged Sloop  
20.30 m      1991      Location: Sardinia, Italy  
390,000 €



**BIG MOMMA** Formosa 58  
20.00m      1982      Location: South France  
250,000 €



**CASSIOPEIA** Swan 65  
19.68m      1975      Location: Brittany, France  
400,000 €



**KINZANA** GEM 610  
19.26m      1989      Location: Cagliari, Sardinia  
395,000 €



**CHARLOTTE** Sunreef 62  
18.90m      2008      Location: Tunisia  
1,100,000 €

Sailing Yacht Index (continued)



**ETANA** Privilege 615  
18.50m 2007 Location: Valencia, Spain  
850,000 €



**OURSON RAPIDE** 60ft Multiplast Fast Sloop  
18.28 m 2009 Location: Antibes, France  
1,250,000 €



**MITI** Sunreef 60  
18.20 m 2006 Location: South France  
490,000 €



**OCEAN'S SEVEN** Privilege 585, Catamaran  
17.82 m 2004/2007 Location: Turkey  
595,000 €



**CHAI** Jeanneau 57  
17.78 m 2011 Location: South France  
630,000 €



**SAINT NICOLAS DE SAUZON III** Catana 582  
17.70 m 2001 Location: Brittany, France  
835,000 €



**RODEO** Catana 582  
17.50 m 2005 Location: Turkey  
800,000 €



**LAZY JACK** Amel 54  
17.20 m 2008 Location: West France  
660,000 €



**LADY IN WHITE** 59ft Blondecell Cutter  
16.90 m 1996 Location: Uruguay  
330,000 €



**LUAR 040** Passoa 54 Aluminium  
16.32 m 2002 Location: Caribbean  
330,000 €



**LACARABA** Adams 52  
16.00 m 1998 Location: South France  
250,000 €



**TANGAROA** 47ft Pouvreau Meridien  
14.25 m 1977 Location: New Zealand  
155,000 €



**BLUE MOON II** Sweden 45  
14.15 m 2006 Location: South of France  
330,000 €



**ALTAIR** 42ft Classic Ketch  
12.80 m 1968 Location: Brittany, France  
125,000 €



**GRACILIA II** HR 40  
12.40 m 2006 Location: East Med  
2 950 000 SEK (Approx. 335 000 €)

## ◆ RACING ◆

**60ft IMOCA  
"GAMESA"**

Built in 2007 by Hakes Marine, NZ from a design of Owen Clarke Design/Clay Oliver.

Major upgrade in 2010. Meticulously maintained and prepared by Mike Golding's team and at the forefront of previous generation design, GAMESA is without question one of the fastest and best maintained boats available today. Bearing in mind the reshaping of the 2014 IMOCA rule GAMESA is well capable of being developed as a major player in the 2016 Vendee Globe.

**77ft Trimaran  
"GITANA 11"**

**2001.** Previously an Orma 60 Trimaran, she was lengthened to 77ft in 2009 in order to race in the Route du Rhum 2010 where she finished 4th overall. Winner of the 2006 Route du Rhum with skipper Lionel Lemonchois. A fantastic pedigree for a fantastic multihull.

**VOR 70 "GROUPAMA G70"**

(Ex Ericsson 4) was the winner of the Volvo Ocean Race 2008/2009. It was taken over by the French team Groupama for training purposes before GROUPAMA 4 was built in 2011. Although this is a previous generation VOR 70, this ocean racing yacht is a technological and architectural masterpiece. As with GROUPAMA 4, GROUPAMA 70 is a Juan Koujoundjian design. "Juan-K" yachts have won the last three Volvo Ocean around the world Races. This boat is not only extremely fast and powerful under sail, it is also robust, well designed and in great condition.

**62ft Trimaran "PARADOX"**

**2010.** Designed by Nigel Irens and Cabaret and built by Marsaudon Composite, France. The concept of PARADOX has been inspired from the fantastic 60 Orma trimarans. Her hull has been developed for boasting a nice interior for cruising. Yet she is incredibly fast and easy to handle and capable to race in regattas such as the Caribbean RORC 500 that she won in 2013. Visible in San Francisco.

Racing Index



**NEW ZEALAND ENDEAVOUR** Racing yacht  
25.73 m 1993 Location: Italy  
190,000 €



**GITANA 11** 77ft Trimaran  
23.38 m 2001 Location: Lorient, France  
1,320,000 €



**GROUPAMA 70** VOR 70  
21.50 m 2008 Location: Lorient, France  
650,000 €



**CUBA LIBRE** Volvo Ocean 60  
19.48 m 1992 Location: Caribbean  
220,000 €



**PARADOX** Fast Cruising Trimaran  
18.90 m 2010 Location: West USA  
1,190,000 €



**GAMESA** Open 60 IMOCA Class  
18.28 m 2007 Location: England  
985,000 €



**DCNS** Open 60 IMOCA Class  
18.28 m 2008 Location: Lorient, France  
500,000 €



**LAKOTA** 60ft Orma Trimaran  
18.28 m 1990 Location: Grenada  
280,000 €



**SPARTAN, ex SAGA** Open 60 IMOCA Class  
18.28 m 1997 Location: South England  
200,000 GBP



**SPIRIT OF CANADA** Open 60 ECO Class  
18.28 m 1997 Location: East Canada  
159,000 €



**BRANEC** Cruiser Racer Trimaran  
15.24 m 1990 Location: West France  
200,000 €



**KRYSSALID** 42ft racing trimaran  
12.70 m 2006 Location: West France  
150,000 €



**KATANGA** Farr 40  
12.41 m 2000 Location: Grenada  
US\$ 90,000



**MASAI** Pogo 40  
12.18 m 2011 Location: Lorient, France  
240,000 €



**GERANIUM KILLER** A40 RC  
11.98 m 2008 Location: South France  
140,000 €

# Charter

At BGYB, we have developed our 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 a wide range of options.
- Suggesting cruising itineraries.
- Corporate Event/ Team Building.
- Racing charters
- Delivering the experience.

#### 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	- Venezuela			
- Aeolian Islands		- Panama			
- Balearic Islands					

# Africa, a world apart



BK Organisation specializes in private tours across Africa with your own private guide and pilot. Choose as many countries as you wish to visit with your Cessna Grand Caravan, which has 14 seats although is ideal for 8 passengers. No other continent will offer you such a diversity of landscape, culture and animals. We invite you to discover some examples.

## The Gorillas in Uganda and the North of Rwanda

An extraordinary stopover in the dense rainforests to meet these animals which are as imposing as they are endearing.

## The Tribes at the heart of Ethiopia

Discover the town of Lalibela with its ancestral ethnic groups as well as the eleven monolithic churches that have been carved into the rock.

## The Wildebeest Migrations in Tanzania

Watch the magnificent seasonal display as hundreds of thousands of wildebeest journey across the plains of Africa, whilst also admiring the other African wildlife.

## The beaches of Mozambique

An unprecedented break awaits at the exclusive lodge in Vamizi. You can unwind in one of the 10 villas on the shores of the turquoise lagoon and take advantage of the attentive service.

## The Victoria Falls

A sensational panoramic view, quite possibly the most exciting part of our adventure between Zambia and Zimbabwe.

## The Okavango Delta

Spectacular landscapes can be found in the heart of the rivers meanders, you can travel there on a variety of different boats.

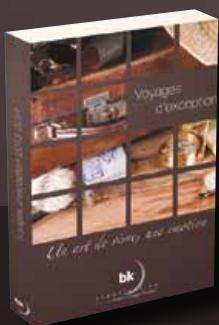
## The Namibian Dunes

During this visit you will experience the beautiful contrasting and colorful lunar landscapes.

## The South African Sharks

You can be part of a thrilling adventure when descending deep into the sea in cages to swim with the sharks. Perhaps even get close to the most famous Great White Sharks.

Don't hesitate to get in touch with us to plan the holiday of a lifetime for you, your friends or family.



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## ◆ CENTRAL AGENCY CHARTER FLEET UPDATE ◆

**Maxi Dolphin FC100  
"NOMAD IV"**

2013 - Length: 30.48 m  
Guest/Crew: 12/4

The world renowned naval architects Finot-Conq have an enviable reputation in the sailing world. Their latest creation is one of the fastest sailing yachts in the world, the 100<sup>th</sup> cruiser S/Y NOMAD IV.

She is easily adaptable and she can be either an impressive racing yacht or a comfortable cruising yacht for charter. Her mast is 47m tall she has 9 tonne water ballast tanks on each side, a short chord performance lifting keel, twin rudders and full carbon construction. Inside NOMAD IV there is spacious and modern accommodation for 12 guests.



© Richard Sponang

**Wally 100  
DARK SHADOW**

2011 - Length: 30.45 m - Guest/Crew: 6/4

The Wally yacht DARK SHADOW is a 100ft high-performance cruising yacht that is instantly recognizable with her sleek lines and her pure, contemporary design.

Her impressive racing pedigree and Wally credentials make her one of the most sought after yachts on the regatta circuit. However, DARK SHADOW is just as capable being the ideal charter for a family holiday, she easily converts into a comfortable cruising yacht. This flexibility, matched with her stunning interior, has made her an extremely popular vessel for any sort of charter. She can provide LITTLE SHADOW, her 14m Wally tender, which is an amazing added extra that allows for some fantastic water sports and activities.

© Marie Paris

**SW 100RS  
CAPE ARROW**

2011 - Length: 30.20 m  
Guest/Crew: 8/4

CAPE ARROW has been designed by the winning collaboration between Farr Yacht Design for the naval architecture and Nauta Design for the general concept, interior design and exterior styling.

SW 100 RS is aimed at guests who enjoy the aggressive, sporty lines and open transom of low coachroof profile whilst not compromising the generous interior space of a Deck Saloon version.

A performance package including high modulus carbon mast and CARBON EC6+ has caused over a tone of weight loss. Thanks to this the sailing yacht CAPE ARROW has achieved maximum speeds of around 30 knots.



Foto Arcobaleno

### Expedition sailing yacht "DWINGER"

2012 - Length: 48.50 m

Guest/Crew: 11/7

**S/Y DWINGER is a unique, innovative, mega sailing yacht with all the advantages of a motor yacht.**

One of her most notable features is her 50m aluminum hull which was custom built by Royal Huisman and at 63m tall she holds the world record for the largest free standing mast. DWINGER is incomparable to any other 50 meter craft of both the sail and motor variety in terms of stability; she also has an unrivalled array of extras. Her interior is equally spectacular and she has just been refitted in Armani style casa. Experience DWINGER, built with passion, for the love of the sea.



Photo: Cam Almark



### BAIURDO VI

1992 - Length: 34.80 m

Guest/Crew: 6/4

**Sailing Yacht BAIURDO VI is a fast aluminum sloop. This Gilles Vaton design boasts a light, airy and comfortable interior, but makes no mistake she is still a true sailing yacht.**

The original owner wanted a fast yacht which he could compete with, at the same time as having a yacht he could use with his family. BAIURDO VI has circumnavigated and sailed all the oceans, proving her seaworthiness. As seen in the equipment list, BAIURDO VI has been successfully converted into a true charter vessel and is highly equipped for a luxury charter.

### Maxi Catamaran "MAGIC CAT"

1996 - Length: 25.00 m

Guest/Crew: 8/4

**Sailing catamaran MAGIC CAT isn't just any mass-produced yacht.**

MAGIC CAT's performances are well known by the experienced sailors. This catamaran was designed by Gilles Oliver and built by the Multiplast Shipyard, where the fastest racing catamarans on the planet, "ORANGE 2" and "GROUPAMA 3", were also constructed! MAGIC CAT will captivate sailing enthusiasts, who will be charmed and surprised by the sensations at the helm. The design and refined style of MAGIC CAT will delight you; her comfort, stability and safety will guarantee you will feel at ease on board.



## ◆ CENTRAL AGENCY CHARTER FLEET UPDATE ◆

**ESMERALDA  
of LONDON**

2012 - Length: 21.40 m

Guest/Crew: 8/2

The Monte Carlo Yachts 70 footer **ESMERALDA OF LONDON**, showcases a unique design, in an effortless combination of nautical tradition and stylish elegance.

Her spacious foredeck saloon area offers great privacy and the comfortable Master Suite benefits from an excellent layout, good width and intricate attention to detail. M/Y **ESMERALDA OF LONDON** is a unique and truly outstanding yacht which can accommodate 8 guests in 4 cabins. The master cabin has a king size bed, the VIP cabin has a queen size bed, the two guest cabins have twin and bunk beds and all cabins are en-suite. M/Y **ESMERALDA OF LONDON** is fully air conditioned throughout.

**60 Sunreef Power  
yacht "EWHALA"**

2012 - Length: 18.90 m

Guest/Crew: 10/3

Launched in 2012, the 60 Sunreef Power **EWHALA** is a luxurious and compact yet highly impressive catamaran, built by the respected Polish Sunreef Yachts shipyard.

The 60 Sunreef Power was made in response to the growing demand for an innovative powerboat. This yacht has all the features of the popular 70 Sunreef Power, except its 8.5 m beam that makes it more convenient for crowded marinas, especially in the Mediterranean. **EWHALA** can accommodate ten guests and her interior design is modern and minimalist, based on wenge and oak contrast brushed with stainless steel details.

**Privilege 615  
"ETANA"**

2007 - Length: 18.50 m

Guest/Crew: 8/2

Comfort in its purest form; the Catamaran **Privilege 615** is the jewel in the Alliaura Marine range.

Designed by Marc Lombard, she is all that one could dream of in a long distance cruising catamaran. Aesthetically pleasing, seaworthy and well thought out.

**ETANA** is in perfect condition and ready to set sail for the Oceans once more, and available this summer for a crewed charter.



© Richard Sprang

## Onboard for the World's Finest Superyacht Regattas



### Loro Piana Superyacht Regatta Porto Cervo June 03 – 07

First launched in 2008, this is the regatta that opens the Mediterranean superyacht calendar. Organised by the YCCS and Boat International Media, it attracts an ever-increasing fleet of sailing yachts. Modern and classic, performance and cruising vessels will head for the emerald waters of Sardinia in June, intent on five days of exhilarating sailing.



© Richard Strong

### 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 that it is one that you and your guests will never forget.

#### Sailing Yachts available for Racing Charter

BAIURDO VI	34.80 m	Maxi Super Yacht
HIGHLAND BREEZE	34.34 m	Nautor's Swan
WALLY B	32.72 m	Wally 110
MOONBEAM III	31.00 m	Classic Yacht
NOMAD IV	30.48 m	Maxi Dolphin FC100
DARK SHADOW	30.45 m	Wally 100'
CAPE ARROW	30.20 m	Farr Yacht Design
LEOPARD 3	30.00 m	Farr Yacht Design
WINDFALL	28.64 m	SW 94
NEFERTITI	27.70 m	Nautor's Swan
ALPINA	24.83 m	Swan 82'
WALLY ONE	24.00 m	Wally 82'
WEDDELL	24.00 m	Grand Mistral 80
SHAMLOR	20.42 m	One off fast cruiser

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 across the Atlantic, the St. Barths Bucket Regatta, the RORC 600 in Antigua and more.

#### Race Calendar 2014

Voiles de St-Barth	April 14 – 19
Rolex China Sea Race – Hong Kong – Philippines	April 16 – 21
Antigua Classic Yacht Regatta	April 17 – 22
Antigua Sailing Week	April 26 – May 02
Gaastra Palmavela – Palma	April 30 – May 04
Rolex Capri Sailing Week CAPRI, ITALY	May 19 – 24
Menorca Maxi – Spain Club Marítimo Mahon	May 21 – 25
Porto Cervo Loro Piana Superyacht Regatta	June 03 – 07
Giraglia Rolex Cup – Saint-Tropez	June 09 – 13
Giraglia Offshore race, Saint-Tropez – San Remo	June 13 – 16
The Superyacht Cup Palma 2014	June 18 – 21
New York Yacht Club Race Week at Newport USA	July 12 – 19
Maxi Yacht Rolex Cup, Porto Cervo	August 31 – Sept 6
Porto Cervo Rolex Swan Cup & Swan 45 World Championship	September 8 – 14
Les Voiles de Saint Tropez	Sept 28 – Oct 04
Rolex Middle Sea Race	October 18 – 25
Tenerife-Virgin Gorda Transatlantic Superyacht & Maxi Regatta	November 23
RORC Announce New Transatlantic Race for 2014 Lanzarote to port to be confirmed	November 2014
Rolex Sydney Hobart Yacht Race	Dec 26 2014 – Jan 01 2015



◆ SPRING 2014 - RACING CHARTER ◆

**WINDFALL & GENIE – Available in the West Med – Summer 2014****WINDFALL**

Type: **Southern Wind 94**  
 Builder: **Southern Wind Shipyard**  
 Naval Architect: **Reichel Pugh**  
 Length: **28.64 m**  
 Guests: **7/12** - Crew: **4**  
 2013 Charter Rate (MYBA terms):  
 High **45,000 €** per week  
 Low **40,000 €** per week

Ph: Rob Kemmott, Courtesy of Southern Wind Shipyard

**The latest Southern Wind 94 'WINDFALL'**

She combines luxury and comfort with cutting edge technology and performance in a way that has rarely been seen before.

Performance is clearly the core of this yacht but she is equally proud of her cruising comfort. The intelligent and beautiful collaboration between Southern Wind Shipyard, Reichel Pugh and Nauta Design has resulted in a sense of great comfort and security whilst sailing.

Everything on board speaks of quality and innovation but the clean, sleek lines underpin the design philosophy. The result is a true sense of understated luxury whether it be for sunbathing, sunset dinners or high-octane regattas. This versatility and all-round performance makes WINDFALL a truly exceptional yacht.

She can accommodate 7 guests in 3 cabins (1 double, 2 twin with a pull-down bunk) and her dedicated crew of 4 will ensure a first rate charter experience.

**GENIE**

Type: **Wally 77'**  
 Builder: **Wally Yachts**  
 Naval Architect: **German Frers**  
 Length: **24.00 m**  
 Guests: **6/11** - Crew: **3**  
 2013 Charter Rate (MYBA terms):  
 High **30,000 €** per week  
 Low **25,000 €** per week

**An exceptional and relentless sailing yacht**

The Wally 77 GENIE was the first cruising yacht to be handled by one person only thanks to the features developed by the Wally R&D to make cruising sail yachts more comfortable, faster, safer, and easier-to-handle with a small number of crew.

The construction system of the Wally 77 is based upon raceboat technology. The resulting structure is light, durable and strong. GENIE can accommodate up to 6 guests in 3 cabins including 1 double and 2 twin cabins. She is a truly famous, stylish and modern performance yacht. Some of her outstanding features are her speed, the flush deck, the sails and a very dynamic crew. Sailing on a Wally is a very special and unique experience!



**SHAMLOR & ALPINA – Available in the West Med – Summer 2014**



**SHAMLOR**

Type: **DREAM 67**  
 Builder: **Maxi Dolphin, Italy**  
 Naval Architect: **Axel de Beaufort**  
 Length: **20.42 m**  
 Guests: **5/12** - Crew: **2**  
 2014 Charter Rate (MYBA terms):  
 High **20,000 €** per week  
 Low **15,000 €** per week



**Luxury cruising and racing on a open 60 naval architecture concept.**

The luxury yacht DREAM 67 SHAMLOR stands out for her superior performance, which necessitates extremely high quality construction standards, entrusted to Maxi Dolphin, which was chosen as the shipbuilder: further confirmation of the excellent levels reached by the Erbusco boatyard and recognised in the international sailing world. We could compare the concept to a luxury fast car equipped with the best racing engines, wheels and systems. Latest technologies, exhaustive engineering, constant weight watching all along the project were the major keys used.



**ALPINA**

Type: **Swan 82**  
 Builder: **Nautor's Swan**  
 Naval Architect: **German Frers**  
 Length: **24.89 m**  
 Guests: **6/12** - Crew: **3**  
 2014 Charter Rate (MYBA terms):  
 High **26,000 €** per week  
 Low **25,000 €** per week

Ph. Martin Baum



**The Swan 82 "ALPINA" is an up to date expression of the fast Maxi-cruiser concept.**

She is the result of accumulated knowledge, yet drawn afresh. The vessel is a modern sailing yacht built to be fast, yet be perfectly in keeping with shipyard's traditional core values: elegant lines, luxurious interiors, ease of handling and reliability. As a racer, she has proven herself as an unstoppable force claiming overall victory in the inaugural season of the Swan Maxi Class with an outstanding win at the 2008 Swan Cup in Porto Cervo. Her racing qualities are well known but as a performance cruiser, she is equally adept offering her guests all the amenities that one would expect on a world class cruiser.



## ◆ CHARTER INDEX ◆

## Charter Motor Yacht Index

Summer 2014 Charter Rates (MYBA terms)



**Name: O'MEGA** Length: 82.50 m  
 Guest/Crew: 30/30 Area: East & West Mediterranean  
 Rate (high/low): 525,000 €/week



**TITANIA** 72.00 m  
 12/21 West Mediterranean  
 600,000 €/550,000 €/week



**SHERAKHAN** 69.95 m  
 26-36/19 West Med. & Croatia  
 385,000 €/week



**POLAR STAR** 63.40 m  
 12/17 West Mediterranean  
 420,000/380,000 €/week



**SOLEMATES** 60.00 m  
 12/15 West Mediterranean  
 520,000/450,000 €/week



**CAPRI** 58.55 m  
 12/15 West Mediterranean  
 340,000/260,000 €/week



**DIAMOND A** 57.30 m  
 12/15 West Med. & Croatia  
 285,000/255,000 €/week



**ILLUSION** 55.50 m  
 12/13 West & East Mediterranean  
 196,000/175,000 €/week



**NOBLE HOUSE** 53.90 m  
 12/12 Australia  
 199,000 USD/week



**HALAS** 50.00 m  
 24/16 East Mediterranean  
 105,000/93,000 €/week



**THE MERCY BOYS** 49.00 m  
 12/11 West Mediterranean  
 115,000/99,000 €/week



**COSTA MAGNA** 44.50 m  
 10/9 West Mediterranean  
 96,000/90,000 €/week



**DIANE** 43.00 m  
 10/8 West Mediterranean  
 154,000/133,000 €/week



**CALLIOPE** 42.28 m  
 10/9 Croatia  
 190,000 USD/week



**DE LISLE III** 42.00 m  
 10/7 South Pacific, Australia, Fiji  
 125,000 USD/week

Charter Motor Yacht Index (continued)

Summer 2014 Charter Rates (MYBA terms)



**SEVEN SINS** 41.30 m  
10/7 West Mediterranean  
120,000 €/118,300 USD/week



**DHAANKAN'BAA** 40.00 m  
14/18 Maldives  
115,000/100,000 USD/week



**SENSEI** 39.00 m  
10/7 West Mediterranean  
98,000/78,000 €/week



**MAYAMA** 37.00 m  
10/6 Croatia  
99,000/85,000 €/week



**MABRUK III** 35.00 m  
10/6 West Mediterranean  
57,000/52,000 €/week



**LA SULTANE** 34.10 m  
12/5 East Mediterranean  
47,000 €/week



**LADY EMMA** 34.10 m  
8/4 South of France  
78,000/72,000 €/week



**MY SPACE** 34.00 m  
10/6 West Mediterranean  
75,000/68,000 €/week



**ALEXANDRIA** 33.00 m  
10/5 West Mediterranean  
35,000/25,000 €/week



**ANTISAN** 33.00 m  
12-40/6 West Mediterranean  
56,000/45,000 €/week



**SYNERGY** 30.70 m  
10/5 West Mediterranean  
52,500/45,500 €/week



**SPREZZATURA** 30.30 m  
8/5 West Mediterranean  
35,000/31,000 €/week



**JAMBO** 24.00 m  
8/2 Pacific Ocean  
30,000 €/week



**ESMERALDA OF LONDON** 22.00 m  
8/2 Adriatic Sea  
28,000/32,000 €/week



**EWHALA** 18.90 m  
8/2 West Mediterranean  
22,000/26,000 €/week



## Charter Sailing Yacht Index

Summer 2014 Charter Rates (MYBA terms)



**Name: DRUMBEAT** Length: 53.00 m  
 Guest/Crew: 11/10 Area: South Pacific – South East Asia  
 Rate (high/low): 230,000 USD/week



**RED DRAGON** 51.70 m  
 8/10 East Mediterranean  
 175,000 €/week



**DWINGER** 48.50 m  
 11/7 West Mediterranean – Caribbean  
 75,000/65,000 €/week



**HYPERION** 47.42 m  
 6/8 West Mediterranean – Caribbean  
 97,000/90,000 €/week



**VAIMITI** 39.20 m  
 10/5 East Mediterranean – Caribbean  
 72,000/67,000 USD/week



**BLISS** 37.00 m  
 10/5 South Pacific  
 98,000/92,000 USD/week



**HIGHLAND BREEZE** 34.34 m  
 6/5 West Mediterranean – Caribbean  
 52,000/46,000 €/week



**BAIURDO VI** 34.80 m  
 6/4 East Mediterranean/Caribbean  
 41,000/38,000 €/week



**WALLY B** 32.72 m  
 6/5 East/West Mediterranean  
 56,500/45,000 €/week



**O7<sup>2</sup> - OCEAN SEVEN SQUARED** 31.80 m  
 8/4 Caribbean  
 49,000 USD/week



**FARFALLA** 31.78 m  
 8/4-5 West Mediterranean – Caribbean  
 55,000/50,000 €/week



**MOONBEAM III** 31.00 m  
 6-12/2 West Mediterranean  
 42,000 €/week



**NOMAD IV** 30.48 m  
 12/4 West Mediterranean  
 56,000/52,000 €/week



**DARK SHADOW** 30.45 m  
 6/5 West Mediterranean  
 50,000 €/week



**EYLUL DENIZ II** 30.35 m  
 8/5 East Mediterranean  
 28,000/25,200 €/week

Charter Sailing Yacht Index (continued)

Summer 2014 Charter Rates (MYBA terms)



**CAPE ARROW** 30.20 m  
8/4 West Mediterranean – Caribbean  
Rate (high/low): 50,000/45,000 €/week



**Mrs SEVEN** 30.20 m  
8/4 West/East Mediterranean – Caribbean  
52,000/46,000 €/week



**WINDFALL** 28.64 m  
6+1/4 West Mediterranean  
45,000/40,000 €/week



**PK BOO II** 27.00 m  
10/4 West Mediterranean  
30,000/24,000 €/week



**NEFERTITI** 27.70 m  
8/4 East & West Mediterranean  
50,000 USD/week



**MAGIC CAT** 25.00 m  
8/4 East & West Mediterranean  
35,000/30,000 €/week



**ALPINA** 24.89 m  
6/3 East & West Mediterranean  
25,000 €/week



**GENIE** 24.00 m  
6/3 West Mediterranean  
30,000/25,000 €/week



**MAITA'1** 22.56 m  
9/4 Caribbean  
42,000 34,000 USD/week



**NAHEMA IV** 21.95 m  
8/3 Caribbean  
38,500 USD/week



**SHAMLOR** 20.42 m  
6/2 West Mediterranean  
20,000/18,000 €/week



**SEAWOLF 3** 19.82 m  
6/2 West Mediterranean  
18,000/15,000 €/week



**WORLD'S END** 19.81 m  
10/3 East Mediterranean  
26,000/24,000 USD/week



**VACOA** 18.90 m  
10/3 West Mediterranean – Caribbean  
33,600/24,000 €/week



**ETANA** 18.50 m  
9/2 West Mediterranean  
24,000/22,000 €/week

◆ UPCOMING EVENTS ◆

★ **Antibes Yacht Show with MARICHA III**  
23<sup>rd</sup> – 26<sup>th</sup> of April 2014

BGYB are thrilled to announce that 147ft Superyacht MARI-CHA III will be present at the Antibes Yacht Show.



This is the only Brokerage and Charter Show in the Mediterranean focusing only on yachts above 20m. This annual exhibition takes place in April in Port Vauban, Antibes. The show opens the season and attracts buyers and professionals from over 65 countries. The ultimate goal of the Antibes Yacht Show's is to create optimal conditions for a pre-season market for yachts and super-yachts, giving buyers a unique opportunity to purchase or book their dream yacht for the upcoming summer season.

*BGYB would be pleased to welcome you on board MARI-CHA III, do not hesitate to contact us if you would like to organize a meeting.*



Photo: Michael Denker

MARI-CHA III

★ **MYBA Genoa Charter Show, with NOMAD IV**  
From April 28<sup>th</sup> to May 2<sup>nd</sup> 2014



NOMAD IV

**NOMAD IV - presence confirmed for the 26<sup>th</sup> MYBA Genoa Charter Show.**

BGYB take great pleasure in confirming the presence of the Sailing Yacht NOMAD IV at this years 26th MYBA Charter Show in Genoa. The Charter Show will take place from 28th April – 2nd of May and is a trade only event, it will not be open to the public.

*The BGYB team will be delighted to welcome all charter brokers on board during this great opportunity to visit and meet the crew of NOMAD IV.*



★ **BGYB Charter Open Day – Villefranche-sur-mer**  
Exact date to be announced shortly

Our Charter Fleet's finest yachts will come together for a spectacular BGYB Open Day. This year we host the second BGYB Charter Open Day. With some of the most prestigious Wally, Southern Wind Shipyard and Swan Yachts worldwide, this is a unique opportunity for charter brokers to meet the crews onboard and discover these luxury yachts. Guests will embark in the nice Villefranche Bay for a light lunch and sea trial. The rare sight of so many spectacular yachts coming together will make this an unparalleled opportunity for charter brokers, and a key date in the charter world.



★ **20' Years BGYB Cocktail – St-Tropez**  
1<sup>st</sup> October 2014



To celebrate the 20th Birthday of BGYB we are hosting a cocktail party on the 1st October (the eve of the regatta) during Les Voiles de Saint-Tropez 2014.

BGYB was founded in 1994, 20 years later she has grown from strength to strength and is now well established in the brokerage industry. Exact location to be confirmed nearer the time.



Photo: non contractuelles

► FRANCE

Montpellier, Head Office



**Bernard GALLAY** - CEO - +33 (0)6 86 67 80 24  
*bernard.gallay@bernard-gallay.com*

- 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 6 years with BGYB
- MYBA Individual member since 2011



**Nicolas MARCHAND** - Broker - +33 (0)6 83 47 01 96  
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- Yacht broker with BGYB for 7 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



**Magnus ASSMUNDSON** - Brokerage assistant  
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- Brokerage Assistant for Head Office, Montpellier
- Manages the listings, specifications and viewings



**Liberty SIMPSON** - Charter assistant  
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- Charter Assistant for Head Office, Montpellier

Paris



**François BOUCHER** - +33 (0)6 82 83 19 21  
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- Project Manager for a number of years

La Ciotat



**Stéphane DELLA** - +33 (0)6 82 79 08 61  
*la.ciotat@bernard-gallay.com*

- Yacht broker with BGYB for 4 years
- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards

► MONACO



**Philippe MONNET** - +33 609 01 97 84  
*monaco@bernard-gallay.com*

- 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

► PALMA DE MALLORCA



**Jean-Yves CANDLOT** - +34 619 05 64 19  
*palma@bernard-gallay.com*

- BGYB representative in Palma for 5 years
- With over 26 years of sail and motor yacht navigation experience

► MOSCOW



**Oscar KONYUKHOV** - +7 910 477 09 70  
*russia@bernard-gallay.com*

- BGYB representative in Moscow for over 6 years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer

► HONG-KONG



**Thierry BAROT** - +852 9549 5135  
*asia@bernard-gallay.com*

- BGYB representative in Hong-Kong for 5 years
- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

► TURKEY



**Thierry SAGNES** - +90 536 976 24 38  
*thierry.sagnes@bernard-gallay.com*

- On the water sailing the 5 ocean since 1982
- 2001 to 2011 Arctic journey project manager and captain on JFA 85 "SUN TENAREZE"

► GRENADA



**Richard SZYJAN** - + 1 473 439 4495  
*grenade@bernard-gallay.com*

- Multi and monohull racer
- Sailmaker and rigger since 1991
- Owns Turbulence Ltd in Grenada, Caribbean.

► USA - California



**Christophe APOTHELOZ** - +90 530 461 50 95  
*christophe.apotheloz@bernard-gallay.com*

- 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, charter



**Charles DEVANNEAUX** + 1 310 821 8446  
*charles.devanneaux@bernard-gallay.com*

- After moving to the US, he graduated from the Executive Program at UCLA in 2009. In 2012, He won the double-handed division on the Pacific Cup (San Francisco – Hawaii) on the Beneteau First 30.



**Serpil APOTHELOZ** - +90 535 223 27 92  
*turkey@bernard-gallay.com*

- Engineering Degree - Bareboats, yacht charter and mega yacht services management over 10 years. - Organization of Marmaris Boat show for 15 years and Marmaris International Race Week for 5 years



**Phillip WINTER** + 1 310 821 8446  
*phillip.winter@bernard-gallay.com*

- His racing career culminated with the 1992 America's Cup with the French Syndicate. With 17 years experience overseas, Phillip is willing to assist in French, Spanish or English.

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