

# Episode 15

Autumn 2014



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Photo: Richard Sprang / www.richardsprang.fr



BROKERAGE



RACING



CHARTER



Setton 60 CIAO GIANNI - Unique Day Sailor for sale with BGYB



Photo Richard Sprang

Bernard Gallay

## The Yacht Market Overview

After a very strong ending to 2013, BERNARD GALLAY Yacht Brokerage - BGYB celebrates its 20th anniversary having enjoyed a successful first half of 2014. This has been highlighted by our growing charter fleet and increased sales potential due to sales prices stabilizing to an equalled low level across the global market.

BGYB has gone from strength to strength in recent times with both our sales and charter brokerage departments making huge advances into their respective markets, collaborating with some of the top brokerage firms in the world. With the acquisition of many new yachts for sale, most notably the 157ft Luxury Motor Yacht CHANTAL, the magnificent 118ft SY Maxi Dolphin Sloop VIRIELLA and the amazing 60ft Day Sailing Yacht CIAO GIANNI, 2014 has been exciting as we continue to add significant Central Agency signings, a feat that bears testimony to BGYB's influence on the global yacht market.

In recent years the turbulent economic climate has meant that it has sometimes been difficult to predict market shifts, however, in recent months increasing numbers of brokerage firms are reporting improving sales figures and stable prices. This newfound confidence has rejuvenated yacht brokerage around the world. BGYB has announced over 25 price reductions since the start of 2014 to continue market stimulation and keep prices competitive. These include our flagship yachts such as the world renowned 147ft S/Y MARI-CHA III and the 157ft Modern Classic M/Y CHANTAL. We believe that the future is getting brighter for the international superyacht market and that BGYB will continue to expand as one of the leading brokerages.

Perhaps the most successful aspect of 2014 has come from the charter department at BGYB.

Introduced in 2008 by our highly regarded charter manager Lisa Spiller, a partner with BGYB, it is no secret that the growth of international charters at BGYB has increased dramatically since 2012. Our charter fleet is increasingly specialized with the majority of our yachts between 18 and 50m long. BGYB has developed a strong partnership with the Southern Wind fleet, most recently through the introduction of the SW 102 FARFALLA. It has been an excellent year for charter activities so far, with BGYB doubling the number of charter booking days from 2013, and after these results we expect to add even more CA charter yachts to our fleet. The charter department's success would not have been possible without the hard work of our charter team who provide one of the finest customer services in the industry. BGYB has been delighted as we have many clients who return to charter with us each, and often many times, a year!

For the upcoming charter winter season, NOMAD IV, FARFALLA, CAPE ARROW, WINDFALL and SHAMLOR provide the best opportunities in the Caribbean, whilst MAGIC CAT will pass Panama en route to French Polynesia as part of her round the world voyage, offering exciting and unique new charter destinations. Other great opportunities include racing charters in the Caribbean such as RORC 600, St Barth Bucket, Les Voiles de St Bath, the Heineken Regatta and the Loro Piana Caribbean Regatta, during

which NOMAD IV, CAPE ARROW, WINDFALL and SHAMLOR will be available. BGYB Charter is just coming out of the back of one of the most successful summers since its founding, and based on current evidence there is no sign of it slowing down. We anticipate more business coming into the winter season and the year to come.

The Yacht Show Season is upon us and BGYB is eagerly anticipating the presentation of our new CA charter yacht FARFALLA at the Monaco Yacht Show, the most prestigious pleasure boat show in the world. In particular, brokers and clients are all invited to enjoy a cocktail on board FARFALLA as we present it to the world. Above all, during Les Voiles de St Tropez BGYB will celebrate its 20th Anniversary. Clients and brokers will be able to come and meet the people behind BGYB, and view the boats on display in the bay of St-Tropez such as our CA sales listings MARI-CHA III, MOONBEAM OF FIFE III & CIAO GIANNI and our CA charter listings, NOMAD IV and CAPE ARROW. Finally, BGYB will be present at the Antigua Charter Yacht Show with hopefully some new CA listings to present to the superyacht world.

From our perspective, 2014 has been a year of celebration and reflection on what we have achieved in the last two decades, and where we will move the company forward to next. With the continued expansion of both sales and charter departments of the company, combined with a very precise marketing strategy, and partnerships with other luxury brands, the next chapter of BGYB has already begun to write itself. We are very excited to have reached this milestone in our history and we invite you to join us for the next.

## ◆ BROKERAGE NEWS ◆



### 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 Koujoumdjian 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.



### 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, seaworthy, extremely comfortable and luxurious. She is in pristine condition having seen very little use and stored indoors when unused.

### 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.



### 118ft Classic Gaff Yawl "ROSALIND"

**1904.** ROSALIND was designed by Harry Thomas Stow and built by Stow & Sons. The famous Shoreham based shipyard built her in 1904 using the finest techniques and materials, Burma teak on solid oak frames. The first owner Charles Hellyer sold her to John E Humphrey in 1908, four years later she was sold to Oswald Cecil Mahuiac, a member of the Royal Yacht Squadron who sailed with her for 22 years. In 1936 the ownership was passed onto J.B. Darlymple, who moored her discreetly in Scotland during World War II. The current owners love this classic yacht and have demonstrated it by maintaining her to the highest standard.



### 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.



### Commuter 50 "ALLEGIANCE"

**2004.** Inspired by the Camper and Nicholson plans from 1925 although updated by builder, she is a true, classic gentleman's yacht in the style of power boats from the beginning of the last century. In the spirit of tradition she has been constructed with quality materials, but with modern techniques.

## ◆ 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.

## 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 Nivelte, 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 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.

Motor Yacht Index



**SANSOUCI 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: Moscow, Russia*  
5,500,000 €



**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: Montenegro*  
2,400,000 €



**SPREZZATURA** Luxury 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*  
2,250,000 €



**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: South of France*  
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  
21.00 m 2007 *Location: South France*  
890,000 €



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



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



**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\$ 9,500,000



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



**ROSALIND** Classic Gaff Yawl  
36.00 m 1904 *Location: Mediterranean*  
1,250,000 €



**VIRIELLA** Maxi Dolphin 118  
36.00 m 2001 *Location: Italy*  
5,600,000 €



**AVENTURA** Danish Yacht & Holland Jachtbouw Sloop  
33.24 m 2005 *Location: Newport RI, USA*  
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.*  
2,650,000 €



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



**DEMOISELLES** maxi 88 Sloop  
29.70 m 1989 *Location: Caribbean*  
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 €



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



**ALPINA** Swan 82  
24.89m 2001 *Location: South France*  
2,650,000 €



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



**WHIMSY** Custom Performance Sloop  
23.98m 2005 *Location: Malta*  
2,450,000 €

Sailing Yacht Index (continued)



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



**TARA BAY** Scorpio 72  
21.60 m 1991 *Location: South France*  
480,000 €



**FLY** Custom Aero-rig Cruiser  
21.34 m 1991 *Location: Scotland*  
495,000 GBP



**SILANDRA** Nauto 70  
21.33 m 1991 *Location: Caribbean*  
US\$ 550,000



**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*  
390,000 €



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



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



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



**ETANA** Privilege 615  
18.50m 2007 *Location: South France*  
850,000 €



**GRANDE ORAZIO** Starkel 60  
18.31 m 2006 *Location: Italy*  
650,000 €



**OURSON RAPIDE** 60ft Multiplast Fast Sloop  
18.28 m 2009 *Location: Antibes, France*  
850,000 €



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



**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*  
750,000 €

## ◆ 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 Vendée 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.

**Multi 50 trimaran "ACTUAL"**

**2009.** Guillaume Verdier design. The best Multi 50 available on the market. She is at the fore front of naval architecture and construction of the racing trimarans and has already succeeded in many races. She will enter the Route du Rhum 2014 as a favourite.

**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



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



**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 €



**CIAO GIANNI** Setton 60  
18.28 m 2009 Location: Saint-Tropez  
950,000 €



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



**GAMESA** Open 60 IMOCA Class  
18.28 m 2007 Location: England  
975,000 €



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



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



**ACTUAL** Multi 50  
15.25 m 2009 Location: Brittany, France  
800,000 €



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



**CHRISTINE** Open 45  
13.40 m 2000 Location: Grenada, Caribbean  
110,000 US\$



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



**CAMPAGNE DE FRANCE** Pogo 40 S2  
12.18 m 2011 Location: North France  
260,000 €



**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



**B**GYB 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 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					

Photo credited to Remi Ferrante (2014) & Courtesy of Aude Pepin

# 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

NOMAD IV is a sailing yacht with cutting-edge characteristics that set her apart from other 100 footers today. The world-renowned naval architects Finot-Conq have an enviable reputation within the sailing world; among their previous racing builds are IMOCA 60s and their latest creation is the 100ft cruiser S/Y NOMAD IV. She is probably the fastest 100' performance cruiser in the world, as well as being a very comfortable yacht for luxury family charter. Aesthetic proportions: the wide chinned hull; a low and wide coachroof; an extremely wide cockpit for a radical exterior style.

- Large cockpit with two tables for twelve guests sitting each and/or two sunbathing areas.
- A very wide yacht which is pleasant at sea.
- A performance yacht with the sensation of speed and power and enjoyable steering.

- The cockpit is also able to accommodate at least 50 people for a party.
- A 360° panoramic view of the sea from the dining room and the saloon.
- First class accommodation for 12 guests and 3-4 crew.
- 2 x large exterior sunbathing areas in the cockpit.
- 3.50m retractable keel which allows access to shallow anchorages.
- Garage equipped with an abundance of toys, a bathing platform and a ladder.



Photos: Richard Spring



### SW 102 "FARFALLA" 2014 - Length: 31.78 m - Guest/Crew: 8-12/4

**FARFALLA** is designed by the same trusted team that has penned many other SW models: Nauta Yacht Design for general arrangement plan and interiors, Farr Yacht Design for Naval Architecture, sail plans and appendages.

Launched in Cape Town on May 2014, FARFALLA is the first Raised Saloon version of the SW 102 model. Notable features of FARFALLA, which will make her the ideal cruising yacht, include a spacious flush deck, a tender garage for a 4 meter dinghy and a mainsail captive winch. The yacht interior follows Southern Wind Shipyard's most popular lay-out, with Owner's cabin forward, three guest cabins amid ship and crew quarters aft. The yacht will be available for charter starting from September 2014.

The yacht will be available for charter in the Caribbean waters for the upcoming winter season.



SW102RS Farfalla, Courtesy of Southern Wind Shipyard

## 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 tonne of weight loss. Thanks to this the sailing yacht **CAPE ARROW** has achieved maximum speeds of around 30 knots.



Foto: Arcobaleno



## Lagoon 620 "VACOA"

2014 - Length: 18,90 m  
Guest/Crew: 10/3

Launched in May 2014, **VACOA** is one of the very latest Lagoon 620 catamarans. Specifically designed to ensure guests experience the art of luxurious living, whilst sailing in some of the world's most beautiful cruising grounds, this is one of the most popular sailing catamarans available.

**VACOA'S** spacious light wood interior provides the perfect setting for a luxury cruise. Fully air conditioned, the deck saloon is the perfect place to relax and enjoy the yacht's environment thanks to the panoramic views that pour in through the 360-degree glazing.



## 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. 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.



## "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, and he could use with his family. 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.

◆ RACING CHARTER ◆



PHOTOS CARLO BERENGHINI / BERENGHINI STUDIO

Winter race calendar 2014/2015		
Rolux Middle Sea Race	Start October 18 <sup>th</sup> 2014	Malta
RORC Transatlantic Race	Start November 29 <sup>th</sup>	Lanzarote, Canary Islands
ARC Challenge 2014	Start November 09 <sup>th</sup>	Las Palmas, Canary Islands
RORC 600	Start February 23 <sup>rd</sup> 2015	Antigua, Caribbean
Heineken Regatta	March 5 <sup>th</sup> -08 <sup>th</sup>	St-Maarten, Caribbean
Loro Piana Caribbean Race	March 11 <sup>th</sup> -14 <sup>th</sup>	Virgin Gorda, Caribbean
Saint-Barth Bucket	March 19 <sup>th</sup> -22 <sup>th</sup>	St-Barthelemy, Caribbean
Les Voiles de Saint-Barth	April 13 <sup>th</sup> -18 <sup>th</sup>	St-Barthelemy, Caribbean



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.



**Dream 67 "SHAMLOR" 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.



**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.

## Maxi Sailing Catamaran **MAGIC CAT** - En Route for a Round the World



### **MAGIC CAT**

Type: **Fast cruising catamaran**  
 Builder: **Multiplast (France)**  
 Naval Architect: **Gilles Ollier**  
 Length: **25 m**  
 Guests: **8 - Crew: 4**

**Available in the Caribbean in February/March and French Polynesia for the summer season 2015**



### Maxi Catamaran “**MAGIC CAT**”

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.

## Sunreef Power Cat **JAMBO** – Available in French Polynesia – All Year Round



### **JAMBO**

Type: **Motor Yacht Catamaran**  
 Builder: **SUNREEF Yachts**  
 Naval Architect: **Vincent LAINE & SUNREEF**  
 Length: **24 m** Beam: **9.30 m**  
 Engine: **2 x 370 cv VOLVO diesel**  
 Guests: **8 - Crew: 2**



### Catamaran Sunreef Power “**JAMBO**”

**JAMBO** has been conceived to sail around the globe. Its height under basket and the new shapes of the hulls gives the boat high marine qualities and allows voyages in strong seas and in maximum comfort. Motorized with 2 Volvo 370 horsepower, with a range of 13000 miles, **Jambo** will take you to the end of the world with a cruising speed of 10 knots. On board you'll find all the comfort you need. With lightwoods and spacious areas.



## ◆ CHARTER INDEX ◆

## Charter Motor Yacht Index

Winter 2014 Charter Rates (MYBA terms)



**Name: TITANIA** Length: 73.00 m  
 Guest/Crew: 12/21 Area: Caribbean, Indian Ocean, South East Asia  
 Winter rate (high/low): 600,000/550,000 €/week



**SHERAKHAN** 69.65 m  
 26-36/19 Wint.: Caribbean, Sum.: East/West Mediterranean  
 385,000 €/week



**DIAMOND A** 57.28 m  
 12/15 Wint.: Caribbean, Sum.: East/West Mediterranean  
 285,000/255,000 €/week



**NOBLE HOUSE** 53.90 m  
 12/12 South Pacific  
 250,000 USD/week



**HALAS** 50.00 m  
 24/16 East Mediterranean  
 122,500/108,500 €/week



**HIGHLANDER** 49.45 m  
 12/11 Wint.: Caribbean, Sum.: East/West Mediterranean  
 210,000 USD/week



**RHINO** 46.94 m  
 10/10 Wint.: Caribbean, Sum.: Bahamas/New England  
 140,000 USD/week



**EXCELLENCE** 45.72 m  
 10/9 Wint.: Caribbean, Sum.: East/West Mediterranean  
 145,000 USD/week



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



**CHEVY TOY** 43.28 m  
 10/9 Wint.: Caribbean, Sum.: New England  
 143,000/130,000 USD/week



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



**CAPRICORN** 42.67 m  
 12/8 Wint.: Caribbean, Sum.: Bahamas/New England  
 160,000/135,000 USD/week



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



**POLLY** 41.15 m  
 11/6 Wint.: Caribbean, Sum.: Bahamas  
 145,000/125,000 USD/week



**DHAANKAN'BAA** 40.00 m  
 14/18 Maldives  
 125,000/115,000 USD/week

Charter Motor Yacht Index (continued)

Winter 2014 Charter Rates (MYBA terms)



**DONA LOLA** 39.62 m  
10/7 Caribbean  
120,000 USD/week



**SWEET ESCAPE** 39.62 m  
10/8 *Wint.: Caribbean, Sum.: Bahamas/New England*  
95,000 USD/week



**SENSEI** 39.00 m  
10/7 West Mediterranean  
85,000/60,000 €/week



**SUNSHINE** 37.80 m  
12/7 *Wint.: Caribbean, Sum.: Bahamas*  
70,000/65,000 USD/week



**MAYAMA** 37.00 m  
10/6 *Wint.: Croatia, Sum.: East Mediterranean*  
99,000/85,000 €/week



**MABRUK III** 35.00 m  
10/6 West Mediterranean  
52,271 €/week



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



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



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



**ANTISAN** 33.00 m  
12-40/6 West Mediterranean  
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 *Wint.: West Mediter., Sum.: East/West Mediter.*  
28,000 €/week



**EWHALA** 18.90 m  
8/2 West Mediterranean  
27,000/24,500 €/week

## ◆ CHARTER INDEX ◆

## Charter Sailing Yacht Index

Winter 2014 Charter Rates (MYBA terms)



**Name: DRUMBEAT** Length: 53.00 m  
 Guest/Crew: 11/10 Area: Wint.: Caribbean, Sum.: East/West Medit.  
 Winter rate (high/low): 190,000 USD/week



**RED DRAGON** 51.70 m  
 8/10 Wint.: East Medit., Sum.: East Mediterranean/Croatia  
 175,000 €/week



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



**ANTARA** 46.00 m  
 10/8 Wint.: Caribbean, Sum.: East/West Mediterranean  
 125,000/105,000 €/week



**VAIMITI** 39.20 m  
 10/5 Wint.: Caribbean, Sum.: East Mediterranean  
 72,000/67,000 USD/week



**TWILIGHT** 38.10 m  
 8/5 Wint.: Caribbean, Sum.: West Mediterranean  
 99,000/90,000 USD/week



**BLISS** 37.00 m  
 10/5 Wint.: Caribbean, Sum.: South Pacific  
 98,000/92,000 USD/week



**WHISPER** 35.36 m  
 6/5 Wint.: Caribbean, Sum.: New England  
 75,000/69,000 USD/week



**HIGHLAND BREEZE** 34.34 m  
 6/5 Wint.: Caribbean, Sum.: West Mediterranean  
 68,000/60,000 €/week



**BAIURDO VI** 34.80 m  
 6/4 Wint.: East Medit., Sum.: East/West Medit.  
 41,000/38,000 €/week



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



**O7² - OCEAN SEVEN SQUARED** 31.80 m  
 8/4 Wint.: Caribbean, Sum.: South Pacific  
 49,000 USD/week



**FARFALLA** 31.78 m  
 8/4-5 Wint.: Caribbean, Sum.: East/West Mediterranean  
 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 Wint.: Caribbean, Sum.: West Mediterranean  
 65,000/60,000 €/week

Courtesy of Southern Wind Shipyards

Charter Sailing Yacht Index (continued)

Winter 2014 Charter Rates (MYBA terms)



**DARK SHADOW** 30.45 m  
6/5 West Mediterranean  
Rate (high/low): 50,000 €/week



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



**CAPE ARROW** 30.20 m  
8/4 Wint.: Caribbean, Sum.: West Mediterranean  
52,000/47,000 €/week



**MRS SEVEN** 30.20 m  
8/4 East Mediterranean  
52,000/46,000 €/week



**WINDFALL** 28.65 m  
6+1/4 Wint.: Caribbean, Sum.: West Mediterranean  
45,000/40,000 €/week



**NEFERTITI** 27.70 m  
8/4 West Mediterranean  
49,000/44,000 €/week



**ICARUS** 27.00 m  
6/4 Wint.: Caribbean, Sum.: East/West Mediterranean  
54,000/50,000 USD/week



**MAGIC CAT** 25.00 m  
8/4 Wint.: Caribbean, Sum.: East/South Pacific  
35,000/30,000 €/week



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



**MAITA'I** 22.56 m  
9/4 Wint.: Caribbean, Sum.: West Mediterranean  
42,000/34,000 USD/week



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



**SHAMLOR** 20.42 m  
6/2 Wint.: Caribbean, Sum.: West Mediterranean  
20,000/18,000 €/week



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



**VACO A** 18.90 m  
10/3 Wint.: Caribbean, Sum.: East/West Mediterranean  
40,700/24,000 USD/week



**ETANA** 18.50 m  
9/2 West Mediterranean  
20,000/18,000 €/week

◆ UPCOMING EVENTS ◆



★ **Monaco Yacht Show**  
**24–27<sup>th</sup> September 2014**

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 28000 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 clientèle.

This year BGYB will be pleased to announce her new central agency yacht for charter, the latest of the Southern Wind Shipyard creation, the first SW102, named FARFALLA. Cocktail organized on board on Wednesday 24<sup>th</sup> September.

Photo: Jean-Benoit Viller

★ **Les Voiles de Saint-Tropez**  
**27<sup>th</sup> September – 05<sup>th</sup> October 2014**

The unique Gathering of hundreds of yachts of all ages and all eras in the bay of Saint Tropez, is preparing to celebrate its fifteenth consecutive year in style. Sailors, skippers and boat owners will once again flock to Les Voiles from 27 September to 5 October for one final race of the year within the very special context of the little port in France's Var region.

Three hundred yachts will be on the water for an 'haute couture' procession, gathering together nearly a century and a half of naval architecture and maritime genius. On show will be the most beautiful boats, the greatest sailors and the most unexpected crews, who come together in their love of beautiful yachts – ancient and modern alike – and delight at seeing them being sailed superbly in an atmosphere of fairplay and conviviality. Such has been the vision of 'made in Saint Tropez' yachting every year since 1999. The grand festival of yachting!



*BGYB will be able to organize visits and eventually sea trial on board the following yachts present at this event : MARI CHA III, NOMAD IV, MOONBEAM OF FIFE III, CIAO GIANNI, CAPE ARROW, SHAMLOR and ETANA.*



★ **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 1<sup>st</sup> 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.



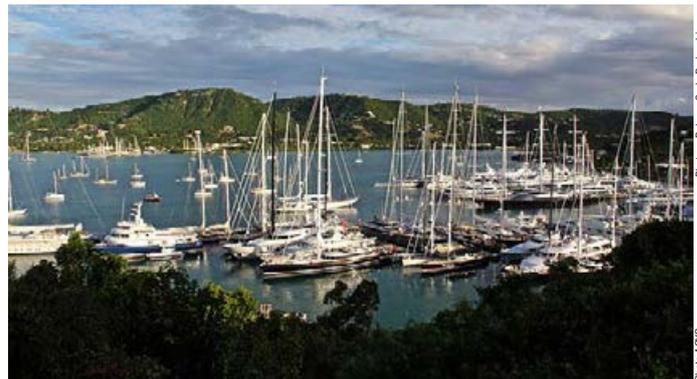
★ **Antigua Charter Yacht Show**  
**5–11<sup>th</sup> December 2014**

**Showcasing the world's finest charter yachts**



This year's show, as in the past, will take place at the Nelson's Dockyard Marina in English Harbour, the Falmouth Harbour Marina and the Antigua Yacht Club Marina both located in Falmouth Harbour.

The Antigua Charter Yacht Show gives charter yacht brokers/agents an opportunity to see and inspect each charter yacht and to interview and meet the crew.



Photos: Rolex - Carlo Botteghgi

Photo: ACS

► FRANCE

Montpellier, Head Office



**Bernard GALLAY** - CEO - +33 (0)6 86 67 80 24  
[bernard.gallay@bernard-gallay.com](mailto: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 16 years



**Lisa SPILLER** - Charter Manager  
+33 (0)6 33 42 45 09 - [lisa.spiller@bernard-gallay.com](mailto:lisa.spiller@bernard-gallay.com)

- Charter Manager for 7 years with BGYB
- MYBA Individual member since 2011

Paris



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

► MONACO



**Philippe MONNET** - +33 609 01 97 84  
[monaco@bernard-gallay.com](mailto: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

► MOSCOW



**Oscar KONYUKHOV** - +7 910 477 09 70  
[russia@bernard-gallay.com](mailto:russia@bernard-gallay.com)

- BGYB representative in Moscow for over 7 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 16 years (MCA Master 3000 GT Unlimited) and at sea since 1991 - 20 years experience in East Med and Turkish yachting market, charter



**Nicolas MARCHAND** - Broker - +33 (0)6 83 47 01 96  
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- Yacht broker with BGYB for 8 years
- Yacht Manager – University Lecturer
- Experienced skipper: Mini Transat, Jacques Vabre, Fastnet



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



**Vicky BATE** - 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 5 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  
[palma@bernard-gallay.com](mailto:palma@bernard-gallay.com)

- BGYB representative in Palma for 6 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 5 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  
[grenada@bernard-gallay.com](mailto:grenada@bernard-gallay.com)

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

► USA - California



**Charles DEVANNEAUX** + 1 310 821 8446  
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- 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.



**Phillip WINTER** + 1 310 821 8446  
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- 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.

**BERNARD GALLAY YACHT BROKERAGE**

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