

Fall 2010



100 ft Aluminium Sloop  
"Susanne Af Stockholm"

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BROKERAGE



RACING



CHARTER

# Épisode 7





*Bernard Gallay*

## Yacht Market Overview

Only one year after the substantial downturn in the market, the tail end of 2009 brought about a steady increase in industry turnover for certain sizes of yacht, both motor and sail. The process of matching buyers and sellers was now proving to be a more detailed and sophisticated procedure and the market itself was still adapting to the new economic climate.

With a more optimistic outlook for the industry compared to 12 months earlier, the transition period from 2009 to 2010 saw the predominantly buyer's market flooded with boats with owners reluctantly selling for much lower than asking prices. Thanks to buyers wanting to cash in on remaining attractive opportunities before the summer, market turnover remained consistently strong only 18 months after the original downturn.

The last few months have seen an increased level of business with buyers adopting a more cautious approach than two years earlier. The aggressive marketplace continued to prosper in 2010 well into the start of the notoriously quiet summer period, with sales in all areas continuing to grow, a surprising contrast to the situation only 12 months earlier.

What 2011 holds for the yachting industry is difficult to say, but we think there will be a steady increase in sales and charters between now and next summer. The behaviour of sales of sailing vessels will remain more consistent than the motor boat market but the transition between 2010 and

2011 could prove to be a promising period with the market starting to settle further increasing buyers' confidence which can only be interpreted as a good thing.

For BGYB, the period between 2009 and 2010 has seen solid growth in a number of areas.

With the establishment of an office in Granada, headed by Richard Syjzan, the company has been able to increase its representation around the world with highly experienced personnel at a time when the yachting industry is fairly stagnant. A presence in the Caribbean will enable the company to establish itself in an important area of business within the yachting world, something that will benefit our customers enormously. BGYB has also seen a noticeable increase in number, size and quality of its centrally listed yachts.

The company has also witnessed solid growth in both management and charter business.

The management side of the business has taken a significant step forward through Guillaume Gosse joining us and enabling us to benefit from his large experience as a previous director of a large cargo fleet management company.

This has been matched by our consistently growing charter business. In a difficult time for the charter industry with customers less willing to spend such large amounts of money and becoming much more specific in what they want, BGYB has performed well.



### 90ft "BUZZY B"

**1982/2000.** This magnificent Martin Francis design was totally rebuilt in 2000 at C & N in Gosport. Nothing was left unturned, including the interior which benefited from a complete redesign. She is MCA compliant and also available for charter.



### RORC Yacht Of The Year - 60ft "SOLUNE"

**2003.** SOLUNE saw an incredible campaign once again in 2006: 1st RORC Allan Paul and Stradivarius Season Trophies – 2nd RORC all classes.



### 60ft Trimaran "SOPRA"

The SOPRA trimaran is one of the latest ORMA 60' trimarans to offer a service of an almost brand new racing yacht.



### 60ft IMOCA "GREAT AMERICAN III"

**1999.** Nivelt design. She is fast and extremely reliable. She finished 9th in the last Vendee Globe with veteran Richard Wilson.



### 90ft Turkish Gulet "BORA BORA"

**1987/2003.** This magnificent Turkish gulet is in perfect condition. True owner boat, she is also suitable for charter.



## 100ft Aluminium Sloop "SUSANNE AF STOCKHOLM"

1990. Gilles Vaton designed. Totally reconditioned in 2008 into a modern, comfortable, seaworthy and well performing sailing yacht with a brand new stylish interior. She has a terrific potential for private cruising and/or for charter.



"AGNETA" 1950. 80ft AGNETA entered into the history of yachting with her first illustrious owner, a keen yachtsman who enjoyed more than 25 years of cruising and racing on this elegant and streamlined yawl. She boasts unmistakable port-wine coloured sails and a superb vanished hull. Thanks to her designer Knut Reimer, she is still second to none in every way, from an aesthetic point of view but also when it comes to her performance in the Classic regatta racing circuit.



## Baltic 78 Custom "LUPA OF LONDON"

2000. Built to combine the ultimate in luxury and performance: LUPA OF LONDON offers all the comforts for cruising in a high tech package, built for speed. She boats a canting keel to improve sailing stability. She is the ideal boat to combine enjoyable cruising and exciting racing events.



## 258ft Steam Ship "SS DELPHINE"

**DELPHINE** is an exceptional ship built in 1921 and totally rebuilt between 1997 and 2003 into a modern super yacht keeping her unique classic character. DELPHINE has some incredible history having been placed into US naval service during World War II, then used as a training ship until 1997. In 2004 she received the annual showboats award for best refit. Although she has kept her 2 incredible steam engines, she is now equipped with all the modern technology equipment and boasts a very luxurious interior for up to 26 guests.



## 135ft Alloy Yachts "COMO"

A thoroughly elegant performer with "go anywhere" capabilities. Technically perfect.

**2007** - COMO is a stylish, modern, raised pilothouse design with a sailboat look, low profile and a huge flying bridge. Boosting an upper saloon gives her as much space as a 50 metre motor yacht. She is ideal for summer conditions in the Mediterranean: she looks different with a cool feel. The workmanship at Alloy Yachts is exceptional. The interior finish equals the best design of the European yards, and the level of engineering is second to none.



Motor Yacht Index



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



**SANSSOUCI STAR** Classic Motor Yacht  
53.50 m 1982 12 guests  
Price on Application



**COMO** Alloy Yachts 134ft  
41.40 m 2007 10 guests  
14,000,000 €



**LEPANTE** Ocea Commuter 108  
32.70 m 2004 10 guests  
3,500,000 €



**PERSEUS STAR** Benetti 105  
32.00 m 1985 Refit 2000-2007 8 guests  
1,990,000 € 1,500,000 €



**MACALULU** Cantieri di Pisa - AKHIR 100  
30.10 m 2004 8 guests  
5,900,000 € 4,500,000 €



**LADY ROXANNE** Benetti  
30.00 m 1975 10 guests  
1,200,000 € 950,000 €



**ATTILA V** Displacement Motor Yacht  
29.55 m 1989 10 guests  
790,000 € 480,000 €



**BJORG II** Guy Couach 2800 LR  
28.00 m 2002 8 guests  
3,150,000 € 2,500,000 €



**YIALOUSA** Guy Couach 2800  
28.00 m 2001 8 guests  
2,000,000 € 1,200,000 €



**TENEO** Sunseeker Predator 82  
24.97 m 2006 8 guests  
2,590,000 €



**CELESTIAL** Navarcantieri P 21 S  
22.60 m 1997 8 guests  
750,000 € 500,000 €



**LA LUTINE** Motor Yacht  
22.04 m 1957 8 guests  
425,000 € 390,000 €



**CARPE DIEM** Guy Couach 2200  
21.85 m 2003 8 guests  
1,670,000 € 1,550,000 €



**MATHIGO II** Morgan 70  
21.24 m 2007 7 guests  
1,950,000 € 1,350,000 €

Lying at the Cannes Boat Show



**FIDJI III** Guy Couach 1850  
18.55 m 2000 4 guests  
~~720,000 €~~ 590,000 €



**FELICITY II** Ferretti 58  
18.50 m 1991/2003 8 guests  
~~395,000 €~~ 290,000 €



**VOGUE III** Azimut 58  
17.64 m 2000 6 guests  
670,000 €



**HOOP** Classic Tug  
17.50 m 1907 4 guests  
495,000 €



**MISTAKE I** San Lorenzo 16  
16.20 m 1976-2006 6 guests  
110,000 €



**THEO** Technomarine 55  
15.00 m 1988/2000 4 guests  
220,000 €



**SUANE** Pershing 45  
14.20 m 1999 4 guests  
~~330,000 €~~ 220,000 €



**BAGHEERA** Pershing 40  
12.80 m 1995 4 guests  
~~130,000 €~~ 100,000 €



**LOCH LOMOND** Classic Tender  
9.98 m 2007 12 passengers  
200,000 €



Sailing Yacht Index



**PRINCIPE PERFEITO** 3 mast Schooner  
41.52 m 1943 200 guests  
1,650,000 €



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



**SUSANNE AF STOCKHOLM** Aluminium sloop  
30.16 m 1990/2008 8 guests  
3,500,000 €



**ANTSIVA** Centre board schooner, aluminium  
28.00 m 2004 10 guests  
1,450,000 €



**BORA BORA** Gulet Ketch  
28.00 m 1987/2009 10 guests  
300,000 €



**GARANCE** Steel Ketch  
28.00 m 1996-2008 10 guests  
790,000 €



**BUZZY B** Sloop  
27.50 m 1982/2000 6 guests  
1,665,000 €



**BOJAROS** Steel Ketch  
27.00 m 2000 10 guests  
~~800,000 €~~ 490,000 €



**SUN TENAREZE** Catamaran-JFA  
25.75 m 2004 8 guests  
3,500,000 €



**AGNETA** Classic Yawl  
25.03 m 1950 6 guests  
~~1,700,000 €~~ 1,200,000 €



**LUPA OF LONDON** Baltic 78 Custom  
23.95 m 2000 8 guests  
~~2,500,000 €~~ 1,950,000 €



**ZIA** Ketch, wooden  
22.75 m 1958 8 guests  
~~450,000 €~~ 390,000 €



**KAVIRA** Gulet Ketch  
22.42 m 1986/2007 6 guests  
~~420,000 €~~ 320,000 €



**IKRA II** Presles 72  
21.95 m 1980 6 guests  
575,000 €



**SAINT-AUBERT 3** Huntingford, centre board ketch  
21.30 m 1985 8 guests  
~~450,000 €~~ 300,000 €



**JAIPUR** Jeroboam  
21.00 m 1991 6 guests  
750,000 €



**BILLY BAKER** Stanfast Yachts - Holland  
20.47 m 1993 8 guests  
~~690,000 €~~ 490,000 €



**KALAO** Maxi Dolphin 65  
20.01 m 2003 6 guests  
New for Sale ~~1,300,000 €~~ 1,110,000 €



**BLACK JACK** Van de Stadt ketch  
20.00 m 1987 12 guests  
790,000 € 395,000 €



**NAUSICAA** Sloop aluminium 66ft  
20.00 m 2006 10 guests  
~~770,000 €~~ 550,000 €



**ALBE** Sail / Gaff Cutter  
19.20 m 2005 4 guests  
490,000 €



**EUPHONY** Sydney 60 converted  
18.20 m 1998/2005 4 guests  
320,000 €



**AEGIR** Levrier 18  
18.00 m 1995 8 guests  
~~590,000 €~~ 420,000 €



**OCEAN'S SEVEN** Privilege 585, Catamaran  
17.82 m 2004/2007 8 guests  
950,000 €



**THYRANISSI** Ketch  
17.50 m 2005 6 guests  
320,000 €



**ETEL** Feeling 546v  
16.91 m 1992 10 guests  
~~200,000 €~~ 189,000 €



**CARPE DIEM** Contest 55 CS  
16.75 m 2000 6 guests  
490,000 €



**LE LYS** San Germani  
16.70 m 1955 6 guests  
300,000 €



**KAFILA** Nauticat 52  
15.70 m 1984 6 guests  
200,000 €



**SARANAÏA** Saranaïa 50  
15.00 m 2005 6 guests  
260,000 €



**60ft Imoca "CHEMINEES POUJOULAT I"** 2000. Rebuilt in 2005. The best boat available on the market. Winner of the last Velux race in 2006/2007 (all legs and overall) and of the Around Alone in 2002/2003 (all legs but one, and overall).



**60ft Imoca "AKENA"** 1998. One of the 2 best boats available on the market. She has just completed the 2009 Vendee Globe, finishing 7th overall. High pedigree and remarkably well built having finished the last 3 editions of the race : 6th, 4th and 7th.

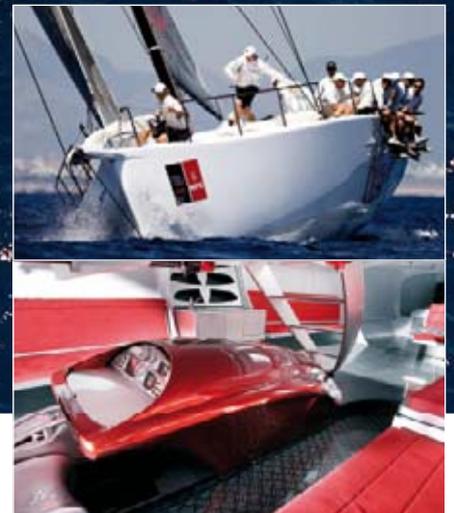


**60ft Imoca "PAKEA BIZKAIA"** 2005. Murray Burns & Dovell design. 3rd in Velux 5 Oceans 2006, Vendée Globe 2008.



### 72ft Mini Maxi “ALFA ROMEO 3”

2008/2009. Winner of Giraglia Rolex Cup in 2010 and Copa Del Rey and Mini Maxi Event at the Maxi Yacht Rolex Cup in 2009. A brand new top gun machine with all the latest technology and design.



### 60ft Trimaran “HIQ”

1998. One of the fastest sailing boats in the world. In good conditions the boat can sail faster than 40 knots – last year’s record speed was 41,6 knots. The sail area is very large compared with the size of the boat, making the vessel quick and light on the rudder. An advanced craft to sail – the Formula 1 of sailing. The new trimaran HIQ has successfully sailed in competitions such as the ORMA, Jaques Vabre and Route du Rhum.



### 60ft Open Imoca "UUDS"

1994. Ex GEODIS winner of the 3rd Vendée Globe.



### 60ft Open Imoca "ENERGIE AUTOUR DU MONDE"

1996. A legendary racing yacht. This Open 60ft has participated in the Vendée Globe 1996 & 2000/01.



### New Pogo 40 "JUMPA LAGI"

2009. She has been designed to sail long distances at high speeds. Simple to sail single handed or with a small crew. She is easy to maintain, reliable and unsinkable. With the new Pogo 40 you can line up with goals of winning at the start of any international offshore races, such as the Route de Rhum or the English Transat. Or, you can just take your family on a long distance trip across the Atlantic during a sabbatical year.

- RACING INDEX -

Racing Index



**ALYE PARUSA** Maxi Open monohull  
27.00 m 2000  
~~1,000,000€~~ 750,000 €



**ALFA ROMEO 3** Mini Maxi  
21.80 m 2008  
2,500,000 €



**AKENA** 60ft Open IMOCA  
18.28 m 1998  
~~490,000€~~ 390,000 €



**ARTECH 60** 60 Open IMOCA  
18.28 m 2002  
~~420,000€~~ 270,000 €



**CHEMINEES POUJOLAT I** 60ft Open IMOCA  
18.28 m 2000  
~~450,000€~~ 350,000 €



**CORRE CAMINO** 60ft Open Eco Class  
18.28 m 1989  
109,000 US\$



**ENERGIE AUTOUR DU MONDE** 60ft Open IMOCA/EcoClass  
18.28 m 1996  
200,000 €



**GLOBE - Ex Bagages Superior** 60ft Open IMOCA  
18.28 m 1992  
**UNDER OFFER** ~~260,000€~~ 110,000 €



**GREAT AMERICAN III** 60ft Open IMOCA  
18.28 m 1999  
250,000 €



**HIQ** 60ft ORMA Trimaran  
18.28 m 1998  
**Major price reduction** 600,000 €



**LE CIGARE ROUGE** 60ft Open Yawl  
18.28 m 1991  
140,000 €



**NOKIA** 60ft ORMA Trimaran  
18.28 m 1988  
~~300,000€~~ 200,000 €



**PAKEA BIZKAIA** 60ft Open IMOCA  
18.28 m 2005  
600,000 €



**EX ROXY** 60 Open IMOCA  
18.28 m 1989  
~~278,000€~~ 200,000 €



**SAGA - EX FILA** 60 Open IMOCA  
18.28 m 1997  
~~450,000€~~ 260,000 €

Racing Index



**SOLUNE** 60 Open  
18.28 m 2003  
~~500,000€~~ 300,000 €



**SOPRA** 60ft ORMA Trimaran  
18.28 m 2002  
600,000 €



**UUDS - EX VOILA.FR** 60 Open IMOCA  
18.28 m 1994-2004  
~~350,000€~~ 200,000 €



**EX CAIXA GALICIA** B&C 52  
15.50 m 2001  
~~270,000€~~ 225,000 €



**ATMOSPHERE** Racing catamaran  
15.28 m 1987  
140,000 US\$



**ETOILE AUSTRALE** 50 ft Open  
15.24 m 1996  
~~240,000€~~ 110,000 €



**IAPUKA, EX BRANNEC** 50 ft Open  
15.24 m 1993  
95,000 €



**SPIRIT OF RACE** 50 ft Open  
15.24 m 1999  
~~120,000€~~ 110,000 €



**NEAR MISS** GP 42  
12.80 m 2008  
500,000 €



**POGO 40** Pogo 40  
12.18 m 2006  
135,000 €



**AZAWAKH III** Jumbo 40  
12.18 m 2006  
~~190,000€~~ 150,000 €



**JUMPA LAGI** Pogo 40  
12.18 m 2009  
250,000 €



**LA DAME DU VEILLON** Pogo 40  
12.18 m 2005/2006  
~~190,000€~~ 150,000 €



**TAM TAM** Pogo 40  
12.18 m 2008  
230,000 €



**MISTER SWING** A 40  
11.99 m 2004  
~~99,500€~~ 95,000 €

# 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, contemporary, fast, tranquil, formal or friendly, the BGYB charter team will find you the best fit for 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.

**BGYB assets:**

- identifying and understanding exact requirements,
- providing numerous choices,
- delivering the experience,
- suggesting cruising itineraries,
- Corporate Event/ Team Building.



**DESTINATIONS**

**West Mediterranean**

- French Riviera
- Corsica & Sardinia
- Italian Riviera
- Sicily
- Aeolian Islands
- Balearic Islands

**East Mediterranean**

- Greece
- Croatia
- Venice
- Turkey

**Caribbean**

- Leeward Islands
- Les Antilles
- Windward Islands
- Venezuela
- Panama

**Indian Ocean**

- Maldives
- Seychelles

**Pacific Ocean**

- Polynesia
- Galapagos Islands
- New Zealand

**Other Destinations**

- Scandinavia
- South East Asia
- South America

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

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



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

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

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

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

### *Tempted?*



## Step 1: Creating the perfect charter

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

### **Who is the charter for?**

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

### **Where and when to go?**

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

### **To sail or motor?**

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



### **What activities to do?**

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

### **On board preferences?**

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

## Step 2: Planning your charter with your Charter Broker

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

## Step 3: Finalising your charter

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

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

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

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



## Mediterranean Charter: West to East



### SANSSOUCI STAR

Type: **Motor yacht**

Length: **53.50 m**

Guests: **12** Crew: **8**

Rate: **65,000 €** per week  
(MYBA Terms)



There are very few large yachts remaining today that echo the traditional grandeur of travel and offer such worldwide seagoing capability as that of the Sanssouci Star. Spacious enough to accommodate 12 passengers and yet able to make the journey intimate and enjoyable, the SANSSOUCI STAR provides a perfect balance for both relaxation and activities whether it is in Port or at Sea.



### Split to Bodrum

**Day 1** – The charter begins with embarkation aboard SANSSOUCI STAR on the shores of the east Mediterranean at the picturesque **Croatian city of Split**. Heading south from Split, the charter will follow the Croatian coast on an 8 hour cruise to **Dubrovnik**, the jewel of Croatia with its well preserved historical centre and its 13th century walls.

**Day 2** – Continuing south through the **Adriatic Sea**, the Montenegrin town of **Kotor** awaits the charter, situated in the middle of the UNESCO World Heritage site with one of the best preserved medieval old towns in the Adriatic.

**Day 3** – A day spent in the heart of this most picturesque and beautiful heritage site.

**Day 4** – From **Montenegro to Greece**, after a 15 hour cruise, the journey continues onto the second largest island in the **Ionian Sea, Corfu**.

**Day 5** – For the second day in Greek waters, the boat heads south easterly for a cruise around six and a half hours to the second Ionian island of **Levkas**, connected to mainland Greece by a giant causeway.

**Day 6** – A short trip from **Levkas to Meganissi**, navigating the breathtakingly unspoilt coastline of Levkas, before arriving in Meganissi, a small island to the south east with its gin-clear waters and quaint fishing harbours.

**Day 7** – At the mid way point of the charter, a cruise through the canal that slices mainland **Greece** in two, four kilometres in length takes the guests directly to the heart of the Greek capital.

**Day 8** – From **Athens**, a short cruise of around two and a half hours will take the charter to the famous third largest municipality of Athens, **Piraeus**, the port city of classical Athens.

**Day 9** – From the capital, the charter heads directly east to the relatively small island of **Kea**. With its picturesque coastline, the island never fails to disappoint.

**Day 10** – After a five hour cruise from **Kea**, again heading directly eastwards, the island of **Syros** in the heart of the **Aegean Sea** awaits with its famous port town.

**Day 11** – The Island hopping continues onto the predominantly granite **Mykonos**, only an hour and a half cruise away. With its sugar cube villages and cosmopolitan character, the island caters for almost all types of clients.

**Day 12** – Guests have a choice to travel to either the historical islands of Patmos or Leros.

**Day 13** – From either one of the islands, the charter continues further east towards Turkey, arriving in **Bodrum** after around a four hour cruise.

**Day 14** – This international centre for yachting is an ideal location to finish a fantastic charter satisfying the needs of almost any client.



## Southerly Bound Charter



### WALLY B

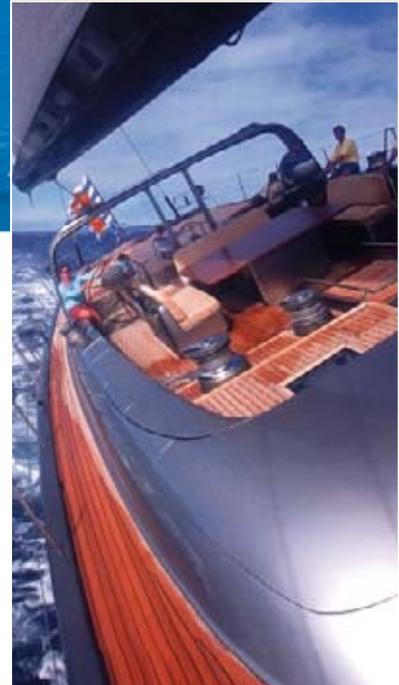
Type: **Fast cruising sloop**  
 Naval architect: **L. Brenta & C./ Wally**  
 Length: **32.72 m**  
 Guests: **6**  
 Crew: **5**  
 Rate: **59,000/54,000 €** per week  
 + all expenses



Designed by Luca Brenta & C, she combines the latest in hi-tech sailing innovations with an interior of unique and functional beauty with modern and natural materials.

She has clean, clear lines and manoeuvres like a small sailing dinghy whilst having all the features of a luxury sailing yacht.

The interior designers at Lazzarini Pickering Architects together with Luca Brenta & C have respected the beauty of the hull itself by leaving the black carbon fibre visible and keeping a minimalistic open plan. The mixture of the black carbon fibre, stainless steel, wood and Italian leather gives an exceptional modern and yet warm atmosphere.



### Monaco to Palermo

**Day 1** – The charter begins in Monaco at the heart of the European yachting community where guests have the opportunity to dine in this most famous of principalities before embarkation onto the wonderful WALLY B

**Day 2** – Heading directly south towards Corsica where the charter visits Ajaccio, the islands capital on the west coast of the island, where guests have the opportunity to explore this modern harbour in a truly historic town.

**Day 3** – From the west coast, the boat will head south following the coast all the way to the most southerly tip of the island where the town of Bonifacio awaits with its ancient caves and prehistoric sites.

**Day 4** – From Bonifacio, the charter continues on its journey south towards the island of Maddalena, only a short cruise away. Guests can take full advantage of some of the most beautifully clear water the Mediterranean has to offer, experiencing any range of water based activity.

**Day 5** – The charter then heads to the Sardinian seaside town of Porto Cervo, where the uspoilt and quaint town never fails to disappoint guests on the beautiful east coast of the island.

**Day 6** – Only a short cruise away from Porto Cervo, the charter follows the coast southwards to Olbia, a livelier seaside town but with no less character and history than the rest of Sardinia where guests can take full advantage of these gin-clear waters.

**Day 7** – After a long cruise to Palermo, guests can disembark in this most cultural of Sicilian towns. Famed for its varied architecture, history and gastronomy, Palermo is by no means a sad end to this fulfilling and varied Mediterranean charter.



Suggested accommodation for embarkation or disembarkation: Situated at the foot of Mount Pellegrino, Villa Igiea Hilton Palermo, with its blossoming garden, overlooks the bay of the Sicilian capital.

The luxurious rooms and suites of Villa Igiea Hilton Palermo, all recently restored and offering spacious, comfortable bathrooms, are distributed over 4 stories.

The beauty of the original furniture is perfectly united with the most modern comforts, perfect for leisure or business stays.

## Explore Caribbean



### MAGIC CAT

Type: **Fast cruising catamaran**

Builder: **Multiplast** (France)

Naval Architect: **Gilles Ollier**

Length: **25 m**

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

Charter area: **Caribbean  
Mediterranean**

Charter Rate: **28,000 €** per week  
plus expenses (MYBA Terms)



**M**agic Cat will be available for charter in Caribbean early in November. This is a fantastic new BGYB opportunity and not to be missed. Not only is she a superb yacht, but with her diligent new crew and fantastic new destinations it really is a fantastic offer.

#### A Unique Vessel: new Interior Design

MAGIC CAT is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and perfect safety. Her interior has just been re-designed by Franck Darnet Design.

She is in immaculate condition after a major refit in 2009. She has been fantastically well maintained by his new crew.

#### A Friendly, Experienced and Professional Crew

We are happy as well to announce her new crew on board: Captain Bruno Mabire and Chef Susanna "Suzu" Jokkala (Cordon Bleu Qualified). Here are a few examples of charter broker comments: "friendly smiles and warm welcome on board"; "professionalism and vast yachting experience", "an excellent team, who will provide you everything that you could wish for".



MAGIC CAT should be available for viewing  
at the 48th Annual Antigua Charter Yacht Show from  
December 6-11 2010, to be confirmed in the next weeks.



### Explore Caribbean

From the Bahamas in the north to St Vincent and the Grenadines in the South, there are hundreds of islands in the Caribbean that can accommodate for all range of demands, satisfying those who want water sports and activity based excursions to those wanting to take time to explore the islands. Experiencing unrivalled cuisine, originating from years of practice by welcoming locals to exploring an abundance of dive sites and fishing areas, the region offers one of the most rounded and fulfilling packages in the world."



**St-Barths Bucket Regatta: March 24-27, 2011 - On board SY HIGHLAND BREEZE**



**HIGHLAND BREEZE**

Type: **Nautor's Swan**  
 Builder: **Nautor**  
 Length: **34.34 m**  
 Guests: **8**  
 Crew: **5**  
 Rate: **52,000 - 46,000 €**  
 per week + all expenses

Nautor's Swan yachts are considered the ultimate ocean-going, performance, luxury sailing yacht of unrivalled build quality.

In total, HIGHLAND BREEZE sleeps up to 8 guests in 3 spacious cabins. Her master cabin is located aft and has a queen size bed as well as a lounge area complete with writing desk. The second and third cabins have twin beds each with a pullman berth, while all cabins enjoy their own private ensuite facilities, DVD player and radio system.



**Saint-Barths Bucket Regatta**

2010 was yet another watershed year for the St. Barths Bucket. With a record 39 yachts on the race course and 1200+ crew and participants, this circus set its tents at the St. Barths waterfront and with full hospitality from friends on the Island, let the party roll! The 2010 Superyacht Safety Protocol, was tested and further refined with input from the fleet. The overall winner of the 2010 St. Barths Bucket was the J Class Sloop, RANGER.



Courtesy of Billy Black 1+401.683.5500 www.BillyBlack.com

**Corporate Event on board Trimaran ORMA 60' – SOPRA**



**SOPRA**

Zone: **West Mediterranean**  
 Available for event charters  
 Type: **Trimaran ORMA 60'**  
 Length: **21.00 m**  
 Guests: **8**  
 Crew: **3**  
 Rate: **8,000 €/day**  
 MYBA terms  
 VAT not included

The SOPRA trimaran is one of the latest ORMA 60' trimarans to offer a service of an almost brand new racing yacht.

She belongs to the very exclusive racing yacht group, being able to reach speeds exceeding 40 knots!

In medium sea and wind conditions the cruising speed reaches upto 20 knots.

The deck hardware and sails date from 2010 and SOPRA was entirely refitted in 2010 as well. She has recently taken part in races such as the 2006 Route du Rhum and the 2007 Transat Jacques Vabre.

**Available packages :**

• **Pack Discover Emotion :**

An expert crew at your disposal.  
 A day's cruising of 2 hours for 6 to 9 guests  
 Discover the boat, take part in manning the yacht, weather permitting, opportunity to steer her.  
 Charter rate: **3,500 €/day**

• **Pack Emotion :**

Same as the above pack but for half a day from 9.00am to 1.00pm or from 2.00pm to 6.00pm.  
 Charter rate: **5,000 €/day**

• **Pack Extreme Emotion :**

Available for the whole day. Chance to choose one or several destinations.  
 Soft drinks included and light lunch on request.  
 Charter rate: **8,000 €/day**

**A custom made Charter package on request !**

## Charter Motor Yacht Index



**Name: SS DELPHINE** Length: 78.65 m  
Guest/Crew: 26-28/24-27 Area: East Mediterranean  
Rate: 50,000 €/day



**RM ELEGANT** 72.48 m  
30/31 Caribbean  
65,000 €/day



**MY TELEOST** 49.07 m  
12/10 West Mediterranean - Caribbean  
165,000 € (summer) - 240,000 US\$ (winter)/week



**MY HANSE EXPLORER** 47.76 m  
12/14 Northern Europe, Arctic  
100,000 €/week



**MY SANSSOUCI STAR** 53.50 m  
12/8 Mediterranean  
65,000 €/week



**MY OUT** 47.00 m  
12/10 Mediterranean  
175,000 - 165,000 €/week



**MY BLISS** 44.17 m  
10/9 East & West Mediterranean  
160,000 €/week



**MY CALAF** 37.80 m  
8/7 Sicily  
70,000 - 85,000 €/week



**MY MABRUK III** 35.00 m  
10-12/6-7 West Mediterranean  
70,000 - 77,000 €/week



**MY LADY EMMA** 34.00m  
8/4 South of France  
70,000 - 84,000 €/week



**MY ANTISAN** 33.00 m  
11-40/6 West Mediterranean  
63,000 €/week



**MY LA FENICE** 33.00 m  
8/5 Mediterranean  
30,000 €/week



**MY LEPANTE** 33.00 m  
10/4 West Mediterranean  
45,000 €/week



**MY MABRUK II** 27.00 m  
8/2-4 West Mediterranean  
42,000 €/week



**MY JAMBO** 24.00 m  
8/2 South Pacific  
32,000 €/week

## Charter Sailing Yacht Index



**Name: SY DRUMBEAT** Length: 53.00 m  
Guest/Crew: 11/10 Area: South America, Indian Ocean  
Rate: 170,000 €/week



**SY HYPERION** 47.40 m  
6/8 Caribbean  
90,000 - 97,000 €/week



**SY QUEEN OF ANDAMAN** 41.00 m  
10/7 West Mediterranean  
45,000 - 55,000 €/week



**SY VAIMITI** 39.20 m  
10/5 Caribbean & Mediterranean  
63,000 - 68,000 US\$/week



**SY OFELIA** 36.00 m  
12/6 West & East Mediterranean  
29,750 - 32,000 €/week



**SY HIGHLAND BREEZE** 34.34 m  
8/5 West Mediterranean  
52,000 - 46,000 €/week



**SY WALLY B** 32.72 m  
6/5 West Mediterranean  
59,000 - 54,000 €/week



**SY KALIKOBASS II** 31.80 m  
8/5 Mediterranean & Caribbean  
50,000 €/week



**SY SOLLEONE** 27.40 m  
8/4 West Mediterranean  
42,000 - 38,000 €/week



**SY PK BOO** 27.00 m  
8/4 West Mediterranean  
24,000 - 30,000 €/week



**Catamaran MAGIC CAT** 25.00 m  
8/4 Caribbean - Mediterranean  
28,000 €/week



**Catamaran ETOILE MAGIQUE** 24.60 m  
16/3 Caribbean & Mediterranean  
17,300 €/week



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



**SY LUPA OF LONDON** 23.95 m  
6/3 Mediterranean  
26,500 €/week



**SY PIXELION** 19.54 m  
7/2 West Mediterranean  
18,000 €/week

**- NEW CONSTRUCTION & REFIT -**

**Design and new construction**

**Rigour & Sharing Experiences**

**Our Commitment & Service:**

BGYB has a team of expert professionals who can assist the owner throughout the entire construction process.

We work with the best shipyards, naval architects, designers and we ensure optimal control over new construction and refit projects.

We can provide assistance every step of the way, guiding and handling every aspect from design to delivery:

- Yacht design, specification, cost estimation,
- Pre-selection of yards: construction quality, financial controls,
- Negotiation of building contracts,
- Construction supervision,
- Certification and registration.

**Refit & Project Management**

When you want your yacht refitted – BGYB will ensure that you get exactly what you want, within your budget and with the highest quality of service. Below is a brief explanation of the process of a refit with BGYB:

**1. Preliminary Phrase**

- Discuss owner's expectations during the preliminary meetings
- Select designers
- Discuss the specifications of the boat and complete the documents which will lead to the refit
- Verify the budget and the plans of the refit

**2. During the refit**

- Represent and defend the owner's interests to the builder, architects and cases that fall to subcontracts

- Confirm that the refitting of the boat conforms with the specifications and the contract
- Ensure the quality of the refit
- Help advise the owner with his/her choices
- Establish a bi-monthly report, sharing the information regarding the advancement of the work, decisions to be carried out and the management of "change order"

**BGYB's Qualities**

- Yachting Experience
- Experience with the building of nautical constructions
- Interpersonal relationship and Analytical ability
- Professional Independence



Nahema, 120ft catamaran



Hortense, 90ft Motor / Sailor



Trimaran 60ft Racing/Cruising



**- YACHT MANAGEMENT -**

**Method & Anticipation**

Our clients need support and guidance from the legal, accounting and logistics standpoints along side assistance with safety considerations, given the latest MCA and ISM regulations.

These and other reasons have brought the BGYB-Management team to contribute their experience and expertise to the requirements inherent in their clients' yacht management operations. BGYB-Management clients benefit from the team's savoir-faire and skills acquired through years of experience. BGYB-Management offers thorough, specialised assistance in every aspect of the yachting field, including:

- crew management and crew-related financial administration,
- ship accounting and administrative management,
- insurance contract management,
- logistics support and supplier relations,
- legal assistance with regulations, taxes and recording requirements,
- ship certificate of compliance with the standards in effect (MCA, ISM, etc.)

**BGYB-Management objectives:**

- daily management of all issues and problems facing yacht owners,
- obtaining the equipment, fittings, supplies and services that the ship requires under the very best conditions,
- maximising charter-related potential revenues,
- managing crew, within the budget framework, to ensure the best maintenance possible for the yacht and to optimise its resale value.



■ **Montpellier, Head Office (France)**



**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
- A professional rugby player and experienced skipper: participated in 2 Vendée Globe in 1992 & 2000, single handed

- sailing race around the world without help or stopovers
- America's Cup in 1986/1987
- 12 Transatlantic races from 1981 to 2005



**Bruno Gallien** - Broker - +33 (0)6 82 11 96 00  
[bruno.gallien@bernard-gallay.com](mailto:bruno.gallien@bernard-gallay.com)

- Yacht broker with BGYB for 11 years
- Small Yacht Management
- Refit project Management
- Experienced yacht skipper



**Nicolas MARCHAND** - Broker - +33 (0)6 83 47 01 96  
[nicolas.marchand@bernard-gallay.com](mailto:nicolas.marchand@bernard-gallay.com)

- Yacht broker with BGYB for 4 years • Professional consultant
- Participated in the Mini Transat, single handed transatlantic race in 2005 and in the Jacques Vabre transatlantic race in 2007
- Sailor in various regattas such as the Maxi Yacht Rolex Cup and the Giraglia
- Open 40ft Marseille – Carthage Record in 2010



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

- In charge of charter development and marketing with BGYB for 3 years
- MBA in International Business
- International Marketing-Management Specialisation
- Yachting experience through family shipyard



**Alastair Horton** - Brokerage assistant  
+33 (0)4 67 66 39 93 - [assistant@bernard-gallay.com](mailto:assistant@bernard-gallay.com)

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



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

- BGYB representative in Moscow for over two years
- Over all – 3 Round the world campaigns as a Project Manager and PR officer
- 5 transatlantic crossings on board Open 60, Open 85 yachts and 100 ft catamaran
- RYA Yacht Master Offshore



■ **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 two years
- With over 26 years of sail and motor yacht navigation experience
- Project Manager and Captain of MY 145ft Abeeking & Rasmussen NOLOSE for 8 years
- Consulting in Yacht Sales – New construction – Refit



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

- Precursor of extreme sailing records with:
  - 1990: New York - San Francisco, first single hand record by the Horn in a multihull
  - 1991: First record - Hong-Kong - London (La Route du Thé), single hand record in a multihull
  - 1998: 6th in the Route du Rhum in a monohull.
  - 2000: Non-stop round-the-world 'the wrong way' (East to West) record on Uunet
  - 2001-2005 ORMA circuit

- For the last 4 years, he has managed the Roxy sailing yacht with his Posséidon team for the Vendée Globe
- Yacht construction consultant
- His extremely wide ranging experience and expertise are hard to match in the sector



■ **Paris - François Boucher** - +33 (0)6 82 83 19 21 - [paris@bernard-gallay.com](mailto:paris@bernard-gallay.com)

- Has spent 25 years sailing the open seas on racing boats, with crews or single hand, in monohulls and multihulls, taking in Fastnet to Cape Horn, the Bermuda islands, the Route du Rhum and Monaco-New York as well as the Ostar, the Twostar and the Round Britain races
- Project Manager for a number of years



■ **Hong-Kong - Thierry Barot** - +852 9549 5135 - [asia@bernard-gallay.com](mailto:asia@bernard-gallay.com)

- Member of French America's Cup campaign
- Service manager for Simpson Marine in HK
- Team Manager for Catamaran CLUBMED, winner of The Race around the world
  - Team Manager of Amer Sport One & Two, 2nd and 8th in the Volvo Ocean Race
  - Construction Management of Cortenzo 26M in China at DHS shipyard
  - 2004-2007 Team Manager and in charge of all the operation in China for China Team for the 32 America's Cup



■ **La Ciotat - Stéphane Della** - +33 (0)6 82 79 08 61 - [la.ciotat@bernard-gallay.com](mailto:la.ciotat@bernard-gallay.com)

- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards
- Worked on projects including the Class America Areva Challenge, the Maxi One Design & the Alinghi Swiss America's Cup challenge
  - Skipper on several charter yachts for 6 years in the Mediterranean and the Caribbean



■ **Grenada - Richard Szyjan** - +1 473 439 4495 - [grenade@bernard-gallay.com](mailto:grenade@bernard-gallay.com)

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

**BERNARD GALLAY Yacht Brokerage**

**France (Head Office):** Montpellier - Tel +33 467 66 39 93

1, rue Barthez - 34000 Montpellier

[info@bernard-gallay.com](mailto:info@bernard-gallay.com)

**Press Contact:**

ATHLETICA - Annick Averinos

+33 (0)1 42 55 77 91 / +33 (0)6 12 56 71 46