

BROKER OF THE MONTH Bernard Gallay Bernard Gallay Yacht Brokerage



Name Bernard Gallay, founder of Bernard Gallay Yacht Brokerage.

CV I initially learned to sail with the legendary Sir Robin Knox-Johnston through four years of racing with him from 1982 to 1986. I then had a

long and successful sailing career through racing in events such as the America's Cup and the Vendée Globe Race – single-handed non-stop around the world.

Founded in 1994, BGYB rapidly grew in the industry. In

2007, I decided to hold back from competing and put all my efforts into the development of BGYB, surrounding myself with internationally respected sailors.

Most memorable sale In September 2007, we exhibited the Abeking & Rasmussen *No Lo Se* at the Cannes Yacht Show as central agent. *Ciro*, an Italian broker, came on board one morning to announce the visit of his client to view her. The day after the client came with his wife, and went through the boat in 15 minutes. He then stood up in the aft cockpit and suddenly gave me his offer. The

offer was agreed within one hour. It took us two weeks to get the contract signed and the sale was completed after a month. At the show in 2013, we were surprised to see *No Lo Se* exhibited alongside our two boats. *Ciro* was on board. We shook hands, and I told *Ciro* that one of my clients was looking for a similar yacht. The client came three days later and liked her very much, making an offer that was accepted. In 2007, BGYB was the listing broker and *Ciro* the selling broker. Six years after it was the other way round!



The One I Wish I'd Kept: For me, the 45-metre Abeking & Rasmussen *No Lo Se* is the perfect combination of comfort, style and seaworthiness. Built in 1974 and having undergone a complete rebuild in 2001, she can still cruise safely around the world.



Yacht of the Month: *Mari-Cha III* is a 44.7-metre, designed by Philippe Briand and John Munford, and built by Sensation Yachts in 1997. Lying Antibes and asking \$9.5 million. Tel : +33 (0)4 67 66 39 93. Email: bernard.gallay@bernard-gallay.com