# Bernard Gallay Yacht Brokerage



SALE, CHARTER & MANAGEMENT Also specialises in Transoceanic charter www.bernard-gallay.com













100ft Gilles Vaton Design "BLUE DIAMOND", p. 7

#### Bernard Gallay

## **The Yacht Market Overview**

he BGYB Sales Department have seen an incredibly fast start to 2019, a reflection of the lively nature of the yacht sales market in general but also a testament to the quality of yachts in the company's listings and result of BGYB's strong marketing in 2018. We exhibited a total of 10 yachts between the Palma Superyacht Show, La Grande Motte Multihull Boat Show, Cannes Yacht Festival and Monaco Yacht Show.

We've already seen two high profile sales this year, S/Y 121ft Ed Dubois sloop **DAMAWHIL** and S/Y 104ft Aluminium Sloop OCEAN'S SEVEN2. Both experienced globetrotters, each having been around the world, DAMAWHIL with only her owner/captain plus three crew members! We were lucky enough to be selling OCEAN'S SEVEN2 for the second time in 9 years to a delighted buyer who intends to refurbish her completely for the upcoming summer season. We hope to continue this fantastic form into the rest of 2019. We currently have another 100<sup>ft</sup> sailing yacht under offer, pending completion of the sale.

Looking ahead to the future, there are a great number of new sales listings that BGYB are excited to showcase in 2019: S/Ys 125ft Classic Gaff Cutter MARIQUITA, 85ft Aegean Schooner SMART SPIRIT, Ice Cat 61 SILLY CAT, Moxie 61 Catamaran TOSCA, 71ft Garcia Ketch ENTHALPIA. Hanse 630 DYNASTY and 58ft Classic Schooner Replica CAROLINE.

At the end of April and beginning of May we will exhibit the New ICE Cat 61 SILLY CAT at the La Grande Motte Multihull Boat Show; and at the Palma Superyacht Show, the 2 carbon sailing yachts 100ft Gilles Vaton BLUE DIAMOND & Reichel Pugh 72 ARAGON.

Looking back at the end of 2018, BGYB completed some significant sales such as S/Ys Swan 77 LA FORZA **DEL DESTINO** & Racing TP 52 **SLED**, as well as S/Catamarans Lagoon 67 PERLE NOIRE & Privilege 615

We also saw the addition of some nice new sales listings such as: 90<sup>ft</sup> Garcia **ZURBAGAN**, 90<sup>ft</sup> Andre Hoek Design WHIRLWIND, Racing Trimaran MOD 70 RACE FOR WATER and Sly 53 MAPOTI.

BGYB is also expanding this year, we're celebrating the opening of BGYB Auckland where the company will be represented by Guillaume Gosse. He will be present during the upcoming America's Cup events to assist clients in chartering and supervise refits. He will also assist with new constructions being undertaken in New 7ealand.

We're in the process of creating a new BGYB website, this will allow customer and brokers alike to browse listings and make enquiries comfortably and easily. It has been months in the making and BGYB will be delighted to announce the launch of the site before the September yacht shows.

#### Charter

oming off the back of a record breaking 2018, BGYB's Charter Department is planning to continue this success into 2019 and even take it further. After just a few months we have already begun to meet this target, with the new exciting additions to our charter fleet proving as popular as the old favourites.

We're delighted to have welcomed a number of fantastic new yachts to our Central Agency including the 67<sup>ft</sup> Lagoon catamaran LA PERLA, having been sold by BGYB in 2018. At the smaller end of the scale we've added Ipanema 58 S/CAT ARAOK, a brand new cruising catamaran with a balance of performance and comfort that makes her the perfect Mediterranean charter yacht.

We've also recently been showing another new addition in the freshly refurbished 78ft S/CAT TAJ; available throughout the year in the Caribbean. 82ft S/Y **IKIGAI** has also undergone a complete rebuild and is in mint condition, currently finishing a hugely successful winter season in the Caribbean she will be available for charter in the Mediterranean this summer.

Despite the arrival of such strong newcomers our charter veterans have been as successful as ever. One exciting development is the movement of 100ft S/Y NOMAD IV to South America for Winter 2019/20. Following what is shaping up to be a busy summer season in the Med she will cross the Pacific to open up an exciting new set of destinations including the canals of Patagonia, Easter Island and French Polynesia

Our 134ft M/Y OCEAN SAPPHIRE is continuing her excellent charter form, having already been booked for 8 weeks of cruising and event charters, including the 2019 Monaco Grand Prix, the Cannes Lions and the Cannes Film Festival. Designed by Sir Norman Foster, OCEAN SAPPHIRE is living up to her exceptional pedigree, Elsewhere, 159ft M/Y THE MERCY BOYS is set to complete what will be a fantastic charter in beautiful Gocek, Turkey.

There's been no shortage of demand for racing charters either, 82<sup>ft</sup> S/Y **AEGIR** has been removed from the market as she already has a fully booked racing calendar. She will be "hopping the pond" in the Transatlantic Race in June, completing the Rolex Fastnet in the English Channel in August and finally the Middle Sea Race around Sicily and Malta in October.

All of our catamarans are proving as popular as ever. Lagoon 620 MELARNIE and 88ft MAGIC CAT have already been booked for numerous charters across the Mediterranean. Every yacht is manned by a dedicated professional crew with experience and enthusiasm for sailing and chartering.

BGYB will be participating in a number of charter shows this year, beginning with the MYBA Charter Show in Barcelona, from the April 29th until May 3rd, where we will be showing the fantastic 78<sup>ft</sup> Southern Wind ELISE WHISPER. Recently refurbished and with an excellent regatta pedigree she is the ideal cruiser

Preparations are also in full swing for the BGYB Open Day Sail on the 24th of May in Antibes. It's a fantastic opportunity to showcase some of our luxury yachts for charter this summer. Guests will be invited to take lunch aboard before setting sail around the Cap d'Antibes to get a real feeling of the yachts. We'd be delighted to welcome you aboard GENIE, KALLIMA, WHITEFIN, CURANTA CRIDHE, ELISE WHISPER and DJANGO TOO.

#### • BROKERAGE NEWS - Recent Sales



#### 121ft Ed Dubois "DAMAHWIL"

#### 2010. Fantastic Ed Dubois Design sloop. She is extremely comfortable and a true ocean going sailing yacht.

Her owner sails her with only 2 crew thanks to her very reliable system which makes her extremely seaworthy and easy to manoeuvre. She has not been used heavily and having undergone a complete refit in 2016, she is in spotless condition.



## 104ft Aluminium Sloop "OCEAN'S SEVEN2"

**1998.** Designed and built for an experienced yachtsman, 07² was destined from the beginning to be a top-notch performer on the water and in the charter market. She is reportedly the only sailing yacht which has 4 Owner/Guest staterooms which convert from 8 single beds to 4 king-sized beds of 7 foot length. In addition, the two forward staterooms can convert to one large master suite with a center line king bed and his and hers baths.

07² is in truly superb condition, with numerous important improvements having been made to update her and bring maximum enjoyment to the Owner, Guests and Crew.

## Lagoon 67 "PERLE NOIRE"

2006. Designed by the world famous architects VPLP and built by CNB in France, PERLE NOIRE is a true owner's catamaran for safe cruising and ocean crossings.

She has fairly large hulls, keels for beaching and centred weight In order to opitmise her seaworthiness and performances under sails. When the first Lagoon 67 was launched she was a step ahead in cruising multihull naval architecture thanks to the naval architects Marc Van Peteghem and Vincent Lauriot-Prevost.







1974 - Refit 2017.

KRISS (ex NO LO SE – ex SHARK) is an exciting amalgamation of comfort, luxury and technology. She is thoroughly classic in her design, but modern in construction and engineering.

She features 3-decks, a raked bow and transom stern. Having undergone several major refits (2001 & 2017), almost all that remains of the original yacht are the strong hull and the main engines. She is a true Gentleman's yacht with pedigree, maintained in immaculate turn key condition by

the same Captain/Manager since 2000. KRISS is ready to cruise anywhere in the world. She has more than a transatlantic range capability.

Year built/refit: 1974/2017

Builder: Abeking et Rasmussen
Naval architect: J. H. F. Rogers
Classification: Lloyds

Flag: Malta
Length: 45 m
Beam: 7.47 m
Draft: 3.30 m
Material: Steel

Engine: 2 x 1,050 HP Carterpilard

**Speed:** 12.5 knots **Range:** 4,500 nm

Generator: 2 Carterpilard Fuel capacity: 57000 L Water capacity: 12000 L

Photos © Arthur Leblanc







1982. A yacht of quality German construction, SANSSOUCI STAR is a strong, reliable steel motor yacht with the capacity for transatlantic crossings.

She accommodates up to 20 guests in 9 cabins and up to 12 crew in 6 cabins. She is one of the few yachts of her type still available, and has great potential for family cruising and charter.



# OCEAN SAPPHIRE is a luxury motor yacht designed by world-renowned architect Sir Norman Foster and built by the Italian shipyard Rodriquez Cantieri Navali.

She has four deck levels, offering more exterior and interior space than any other yacht in her category. Special attention has been paid to the quality of light and the views from all areas of the yacht, including the Master suite's two private balconies. The interiors have been furnished with great attention to aesthetics, practically and luxury.

Taking advantage of the floor-to-ceiling windows and panoramic views, a sense of continuity between the exterior and interior spaces has been intuitively created.

**Year:** 2010

**Designer:** Foster and Partners

Builder: Rodriquez Cantieri Navali

**Type:** Signature 40 Aluminium

Displacement Motor Yacht

Length: 41 metres

Beam: 8.40 metres

**Speed:** 12 to 16 knots

Number of cabins:

5 for up to 12 guests









#### MARIQUITA is widely regarded as one of the most beautiful classic yachts sailing today.

Designed and built for industrialist Arthur Stothert by William Fife III she was launched in 1911 at Fairlie on the Clyde river in Scotland. As a gaff rigged cutter of the 19 Metre Class MARIQUITA is a direct link to the historic Big Class and a precursor to the J-Class that would follow in the 1930's.

When launched, MARIQUITA caught the imagination of everyone that followed sailing just before the First World War and, over a hundred years later, she still does, having been entirely restored by Fairlie Restorations in 2003 following the highest standards in wooden construction. The same year she set sail once again and is now one of the stars of the Classic Circuit. Over the last decade she has sailed on the Clyde, and at Cowes, Falmouth, and countless Mediterranean regattas including Monaco Classic Week, Regates Royales de Cannes and Les Voiles de Saint-Tropez.

She represents a unique opportunity to enter into the exclusive classic sailing yacht circuit and enjoy the excitements of racing on such a legendary magnificent yacht.

She also offers great comfort and refined interior accommodation for cruising in the Mediterranean Sea or elsewhere. Winning the Panerai Big Boat Mediterranean Series in 2014 and the UK Series in 2015.



Year: 1911

**Designer**: William Fife III **Builder**: W. Fife & Son, Fairlie

Type: First International Rule 19 Metre

**Length**: 38.10 metres **Beam**: 5.30 metres

Sail area: 6,171 sq ft upwind

Keel: 36 ton of lead









# 100ff Gilles Vaton Design BLUE DIAMOND

2004. Designed by Gilles Vaton and built by JMV & H2X, the Sailing Yacht BLUE DIAMOND is a great cruiser-racer combining five star comfort and high performances, both for blue water cruising or on the Super Yacht racing circuit! Her luxury interior can accomodate up to eight guests in 4 double cabins with ensuite bathrooms, around a wide saloon and dinner table, well isolated from the galley and the crew quarters, and offers a safe and protected cockpit, separated from the maneuvering area, which features an open transom inviting to the ocean. The flush deck, sleek lines and powerful rig invite for sensational sailing in all conditions!

Launched in 2004, BLUE DIAMOND is built of Carbon Fiber, rigged with a Lorima 4 spreaders mast and a wide range of sails. She features a lifting keel to allow shallow access, and has been maintained by a professional crew and a dedicated Owner at the highest level!

**Builder:** JMV Naval architect: Gilles Vaton Interior designer: Gilles Vaton

UK Flag: Length: 30.35 m 6.99 m Beam: Draft: 5.50 m Material: Carbon / Nomex

**Engine:** CUMMINS 6CTA 224 Kw

Speed: 10 knots

Generator: ONAN MDKBV 19 KW

Fuel capacity: 3000 L Water capacity: 1100 L







#### BROKERAGE NEWS - Sailing Yacht



2013. NOMAD IV is a fantastic sailing yacht, designed by the famous architects Finot Conq. She is a new concept of large sailing yachts with a high freeboard, huge beam and sail area allowing her unequalled sailing performances as well as tremendous spaces for the accommodation.

She is particularly comfortable thanks to her length and her equally large interior and exterior spaces.

Her lateral ballasts mean she can sail almost flat and a lifting keel permits entry into a variety of ports and anchorages. Her large cockpit with 2 tables, each capable of seating up to 12, is ideal for relaxed dinners on board, and the ample sunbathing space permits owners and guests to soak up the rays in total comfort. Her deck saloon has stunning 360° panoramic views. Also available for charter.

Builder: Maxi Dolphin

Naval architect: Finot Conq

 Flag:
 Malta

 Length:
 30.48 m

 Beam:
 8.30 m

 Draft:
 3.50-5.90 m

 Material:
 Carbon

Engine: Yanmar 370CV - 213 Kw

Speed: 10 - 11 knots Range: 3500 nm

**Generator:** 2 x Fischer PANDA, 24 Kw **Fuel consumption:** 30l/h - engine

+ 20I/h - generator









# French Registry.

She is a Judel/Vrolijk design built from aluminium and a true long distance sailing yacht with luxurious accommodation and numerous pieces of high quality equipment. The spacious accommodation includes a three-guest cabin layout aft, all with ensuite bathrooms. 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.

Interior designer: Dick Young Design

Flag: French 25.65 m Length: Beam: 6.5 m Draft: 3.2 m Material: Aluminium

Engine: LUGGER 222 kw / 300 PS

Speed: 9.5 knots Range: 2200 nm

NORTHERN LIGHTS 24 kw Generator:

Fuel consumption: 25 L/H Fuel capacity: 5800 L Water capacity: 1500 L





TOSCA has just completed an extensive \$400K refit. Moxie Yachts was created to bring cruisers what racers have enjoyed for years: fast, safe, no- compromise sailing. With one extra twist: sailing in luxury.

An impeccable pedigree and luxurious appointments in an ultra-light, all-carbon construction. Safe, user-friendly, and featuring ocean-tested solutions, the Moxie 61 TOSCA reflects VPLP's 25 years history of record-setting designs.

With lines that spell speed and elegance, TOSCA is a world-class multihull for all sailors - monohull racers, luxury cruisers, and anyone seeking high performance, comfort, and safety at sea.

Moxie 61 TOSCA was the elapsed and corrected time winner of the ARC Europe 2014.

Year built/refit: 2011 Builder: VPLP Naval architect: VPLP Isle of Man Flag: **Length:** 18.95 m 9.6 m Beam:

Draft:

Material: Carbon & glass fiber Epoxy

sandwich

2.76 m

Engine: YANMAR 78HP Speed: 8 knots Fuel capacity: 800 L Water capacity: 570 L







## BGYB official agent for ICE YACHTS •

### ICE YACHTS, Italian style meets blue water sailing

Blue Water sailing is a concept that encompasses a real philosophy. The dark deep blue waters are typical of oceans, far from any shelter. ICE YACHTS designs and builds boats to navigate off-shore without limit. Born at CNG, then C.N. Yacht 2000, this premise, that has its origins in the early days of fibreglass and the expertise of its most experienced sailors, was formed at Alpa, one of the

most famous Italian boatyards of all time. Dozens of boats that were built for Blue Water cruising can still be found sailing the seas today; for example the ULDB designed by Bill Lee, or Nastro Azzuro, winner of the Colombus Celebrations in 1992, as well as the latest designs by Vallicelli and Felci.





the breakthrough in the catamaran design

semi custom • high performances • full carbon

#### Official Agent:



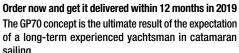
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ICE YACHTS s.r.l. www.iceyachts.it









The GP 70 is the ideal compromise between performance and comfort to cruise around the world at unmatched average speed and in the safest environment for one's own family. Thanks to the collaboration with the world-famous multihull architects VPLP design, the GP 70 is the perfect catamaran to be enjoyable to sail in any circumstances, and thrilling to race into the breeze at up to 30 knots!

The comfort and the functionality of the accommodation are another priority, and the GP 70 offers a wide and bright saloon with the galley opening to the aft cockpit table, and accommodation for up to 8 guests and 2 crew.

Very well rigged with powerful sails, the GP 70 remains nonetheless accessible to all passionate sailors with a small crew of just two!

The hulls and superstructure are ready to be put together, waiting for you to take the GP 70 over and to adapt her to your own wishes.

Beam 9.75 m Draft 1.45/3.90 m Displacement 22 t (at full load) **Engines** 2 x 80 HP Hull Glass Fibber Superstructure Main deck, Structure Carbon Fibber Certification EU < 24 m **Spars** Carbon Fibber Main Sail 132 m<sup>2</sup> Solent 89 m<sup>2</sup> Staysail 52 m<sup>2</sup> Code 0 190 m<sup>2</sup> Spinnaker 300 m<sup>2</sup> **Guests & Crew** 8 + 2Owner's cabin **Guest's cabins** 2 or 3





#### Multihull



OCEAN PEARL	Maxi Catamaran
33.50 m	2000
Location: Barcelona, Spain	2,490,000€



PRINCE DE BRETAGNE	Ultim 80
24.38 m	2012
Location: Brittany, France	1,200,000€



PELICANO YC 80 Jouvert-Nivelt Design
23.95 m 2005

Location: Sète, South of Francey 890,000 €



 TRITIUM
 72<sup>ft</sup> Ultime VPLP Design

 23.38 m
 2002

 Location: California
 495,000 US\$



LORD DICKIEVelum 7222.00 m2009, Refit 2018Location: Port Napoleon, South of France790,000 €



 RACE FOR WATER
 MOD 70

 21.20 m
 2011

 Location: Brittany, France
 1,200,000 €



 GP 70
 GP 70

 21.00 m
 2018

 Location: Portugal
 P.O.A.



 TOSCA
 Moxie 61

 18.95 m
 2011

 Location: Caribbean
 1,350,000 €



ICE CAT 61 New Cruising catamaran
18.60 m 2019
Location: Italy P.O.A.



 SILLY CAT
 ICE CAT 61

 18.60 m
 2017

 Location: South of France
 1,490,000 €



GLAZMORExpedition Power Catamaran18.60 m2009Location: Port Napoleon, South of France690,000 €



 WAI-HAU
 Orma 60

 18.28 m
 1994

 Location: Lisbon, Portugal
 490,000 €



AKRON AOTON	Orma 60
18.28 m	1998
Location: Greece	300,000€



 FRIENDS FOREVER
 BH 550

 16.75 m
 2016

 Location: Greece
 1,100,000 US\$



TENDER CAT 45Motor Catamaran14.10 m2018Location: Saint-Malo, France270,000 €

#### **Motor Yacht**



**SANSSOUCI STAR** Steel/Aluminium Large Motor Yacht 53.53 m 1982 Location: Sète, South of France 2,900,000€



KRISS	Abeking & Rasmussen Built
45.00 m	1974, Refit 2017
Location: Malta	6,000,000€



**OCEAN SAPPHIRE** Norman Foster Design 41.10 m 2010 Location: Cannes, South of France 5,900,000€



**DONA DEL MARE** New Classic 34.10 m 2006 3,200,000€ Location: Croatia



**ABOU MAYA** Monte Fino 83 25.29 m 1994 290,000€ Location: Marocco



**PELICANO** YC 80 Jouvert-Nivelt Design 23.95 m 2005 Location: Sète, South of Francey 890,000€



HALKIN Mangusta 72 1999 Location: Menton, South France 490,000€



GLAZMOR **Expedition Power Catamaran** 18.60 m Location: Port Napoleon, South of France 690,000€



MISTY **New Classic Commuter** 15.3 m 2013 Location: France 320,000€



**TENDER CAT 45** Motor Catamaran 2018 14.10 m Location: Saint-Malo, France 270,000 €



## **Sailing Yacht**



SOUTHERN STAR	SWS 78	
23.95m	2004	
Location: Montfalcone, Italy	1,600	,000€



FOREST HILL	Garcia 70	
22.20 m	2002	
Location: Agde, South of France		650,000 €



 ARAGON
 Reichel Pugh 72

 22.00 m
 2006

 Location: Palma
 1,450,000 €



TARA BAYScorpio 7221.60 m1991Location: Marseille, South France390,000 €



**ENTHALPIA** Garcia Aluminium Ketch
21.60m 1992|2015

Location: Marseille, South of France 550 000 €



MARY BLUE IIIGarcia Yacht 6520.13 m2008Location: Barcelona, Spain790,000 €



KALAOMaxi Dolphin 65 - 220.00 m2003Location: Antibes, South France690,000 €



DYNASTY	Hanse 630	
19.80 m	2007	
Loc: Port St Louis du Rhône, South of France		490,000€



SUENOICE 62 with 2 years warranty18.82 m2015Location: Sardinia, Italy1,099,000 €



LASSEBermudan Cutter Sloop18.28 m1940Location: West Coast of France395,000 €



GLAZ	Futuna 57	
18.00 m	2006	
Location: South of France	4	50,000 €



NEVER SAY NEVERBeneteau 5717.60 m2006Location: South of France295,000 €



LEVITHA	Azzuro 53
16.85 m	2007
Location: South of France	445,000€



 MAPOTI
 Sly 53

 16.00 m
 2008

 Location: Marseille, South of France
 395,000 €



MARGILICWooden Classic Cutter Sloop14.64 m1948Location: South of France195,000 €

## **Sailing Yacht**



**ATLANTIC** New Classic Schooner Repliqua 2010 64.50 m Location: Italy P.O.A.



**ELEONORA** Classic Gaff Schooner 2000, Refit 2008 49.50 m Location: Spain P.O.A.



**MARIQUITA** William Fife III Design 1911, Refit 2003 38.10 m Location: Lymington, England 2,750,000€



**QUEEN SOUTH III** Oceangoing Ketch 35.97 m 1999, Refit 2013 Location: La Seyne, South of France 1,490,000€



**NOMAD IV** Maxi Dolphin 30.48 m 2013 5,900,000 € Location: La Seyne, South of France



**BLUE DIAMOND** Bermudian Sloop 30.00 m 2004 2,950,000€ Location: Palma, Spain



Farr Yacht Design Super Maxi Yacht **LEOPARD 3** 30.00 m 2007 Location: Palma, Spain 2,950,000€



**SOUTHERN CROSS** Maxi 88 Sloop 29.70 m 1991/2004 Location: Croatia 700,000€



WHIRLWIND 90ft Holland Jachtbouw 28.50 m 1998 Location: Cogolin, South of France 1,490,000€



**DARK STAR OF LONDON** Aluminium Centre Board Cutter Rig 27.50 m 1982 790,000€ Location: Port Napoleon, South of France



ZURBAGAN	Lifting Keel Sloop
27.40 m	2006
Location: Spain	1,400,000 €



**SMART SPIRIT** Steel Ketch 25.80 m 2004 590,000€ Location: Marseille, South of France



**NEPTUNE** Fitzroy Aluminium Sloop 25.65 m 2004, Refit 2017 -Location: Sète, South of France 1,590,000€



**THE PEARL** Farr Yacht Design Sloop 1996 24.50 m 590,000 € Location: New Zealand



WILD SALMON Locwind 80 24.00m 1997 Location: Port Napoleon, South of France 450,000 €

## Racing



OCEAN PEARLMaxi Catamaran33.50 m2000Location: Barcelona, Spain2,450,000 €



NOMAD IV	Maxi Dolphin
30.48 m	2013
Location: La Seyne, South of Fran	ce <b>5,900,000 €</b>



LEOPARD 3Farr Yacht Design Super Maxi Yacht30.00 m2007Location: Palma, Spain2,950,000 €



PRINCE DE BRETAGNE Ultim 80

24.38 m 2012

Location: Brittany, France 1,200,000 €



 TRITIUM
 72<sup>ft</sup> Ultime VPLP Design

 23.38 m
 2002

 Location: California
 495,000 US\$



 ARAGON
 Reichel Pugh 72

 22.00 m
 2006

 Location: Palma
 1,450,000 €



 RACE FOR WATER
 MOD 70

 21.20 m
 2011

 Location: Lorient, France
 1,200,000 €



 HIGH SPIRIT
 Botin 65

 20.00 m
 2015

 Location: Valencia, Spain
 2,900,000 €



 CHESSEA
 Volvo 60

 19.50 m
 1997

 Location: Sete, South of France
 345,000 €



 COME IN VENDEE
 Ex Imoca 60

 18.28 m
 1997

 Location: West France
 139,000 €



GLOBE	Ex Imoca 60	
18.28 m	1992	
Location: Gdansk, Poland	175,000	



 WAI-HAU
 Orma 60

 18.28 m
 1994

 Location: Lisbon, Portugal
 490,000 €



JOYEUX	Open 50	
15.85 m	2007	
Location: Brittany, France		295,000€



FURTIF<sup>2</sup> Farr 52 Performance
15,79 m 2002

Location: Toulon, South of France 180,000 €



COYOTEBotin Carkeek 5215,50 m2001Location: Marseille, South of France195,000 €



#### **NEW CENTRAL AGENCY LISTING**



2003/2018 - Length: 24.00 m - Guest/Crew: 6/3

TAJ is a fast and light catamaran, built of Epoxy glass fibre and carbon structure. Her design is minimalist and she is built for comfort with all charter amenities on board. She is a safe boat capable of 300-350 miles passage per day.

She is designed to give a real sailing experience while ensuring maximum comfort. The transverse structure and mast are of carbon fiber in order to keep her strong but light. She is easy to handle with electrical winches, twin helms and a clear view over the coach roof from the cockpit. Her salon offers a fantastic 360° panoramic view and there is dining indoors and outdoors for 12.





2001/2011 - Length: 23.99m - Guest/Crew: 7/3

This 80 footer cruiser-racer is suitable both for coastal or blue-water cruises and is the ideal choice for a luxury charter for family and couples. Built in carbon composite, she stands out for her light displacement which means exciting performance sailing even in light Med breezes. In 2018 the yacht has been renewed to maximize the comfort on board: new bimini and dodger, deck sunbathing cushions, linen

and towels, cutlery and crockery as well as a new tender and powerful outboard engine. She has been provided with a silent disco set for 7 persons.

2006 - Length: 20.60 m - Guest/Crew: 6/2

Designed by the world famous architects VPLP and built by CNB in France, LA PERLA is a true owner's catamaran for safe cruising and ocean crossings.

She has fairly large hulls, keels for beaching and centred weight in order to optimize her seaworthiness and performances under sails. When the first Lagoon 67 was launched she was a step ahead in cruising multihull naval architecture

thanks to the naval architects Marc Van Peteghem and Vincent Lauriot-Prevost who have taken the concept of maxi-catamarans into a new dimension.



#### **NEW CENTRAL AGENCY LISTING**





2001/2018 - Length: 25.13 m - Guest/Crew: 8/2

IKIGAI was recently refitted and refurbished at Vitters Shipyard in what was effectively a complete rebuild. The spacious, modern and welcoming interior is fashioned from clear varnished teak.

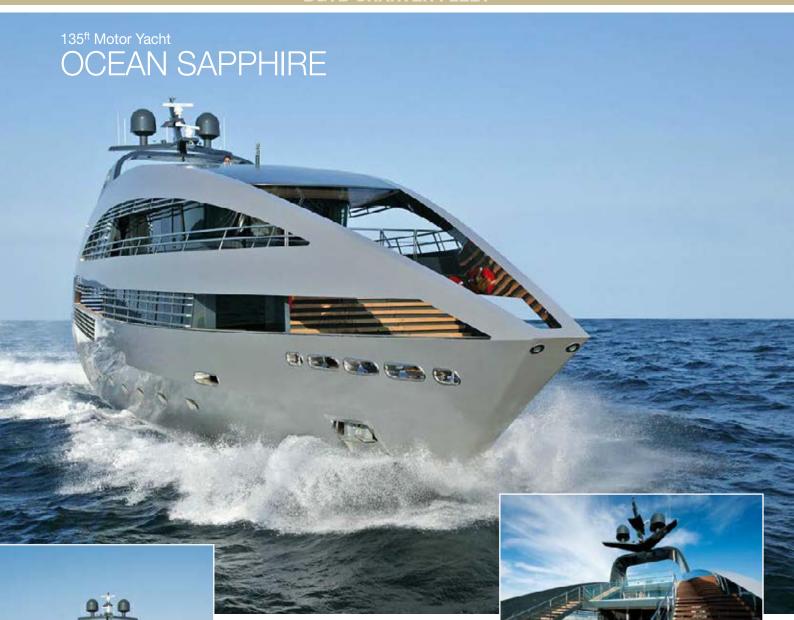
> The large master cabin and two guest cabins are situated forward. Amidships are the spacious saloon and dining room. Behind the companionway you will find, to port, the brand new high-tech navigation station, the chart table and the crew cabin; and to starboard, the galley and crew mess. The transom opens to give access to the garage where the tender is stored. Sailing Ikigai is an absolute joy: sensational to helm, she is simply fantastic upwind.



the stunning 25m2 cockpit that comfortably accommodates the largest group of guests, and then unwind on the inspired modular sunbathing deck on the catamaran's expansive foredeck. This cruising catamaran includes the largest flybridge on the market, with dual access points to deliver safe and convenient movement onboard.

catamaran Ipanema 58 delivers a luxury cruising experience without compromise.

Designed to comfortably share simple day trips or long-haul cruises with family or friends, the lpanema 58 features a myriad of decadent and spacious areas in which to relax. Host long lazy lunches in



This new private luxury yacht, designed by Norman Foster, has four deck levels, offering more exterior and interior space than any other yacht in her category.

pecial attention has been paid to the quality of light and aspect with all major areas of the yacht, including the master suite's two private balconies which benefit from spectacular forward-facing views.

The interiors have been furnished with great attention to aesthetics, practicality and luxury. Taking advantage of the floor-to-ceiling windows and panoramic views, a sense of continuity between the outside and the interior spaces has been intuitively created.

Now authorised to welcome up to 100 guests at quay! The perfect yacht for hosting during events in the South of France such as the Cannes Film Festival and the Monaco Grand Prix. Year: 2010

Designer: Foster and Partners
Builder: Rodriquez Cantieri Navali
Type: Signature 40 Aluminium
Displacement Motor Yacht

Length: 41 metres
Beam: 8.40 metres
Speed: 12 to 16 knots

Number of cabins: 5 for up to 12 guests

Crew: 7







#### • BGYB CHARTER FLEET •



## Bernard Gallay

#### BGYB CHARTER FLEET •



2007 - Length: 30.00 m - Guest/Crew: 8/4

Winner of the Maxi Yacht Cup and the Voiles de St Tropez in 2016, the mighty LEOPARD 3 will be available for racing charters for this years's events again and the Rolex Middle Sea Race!

She also has a long history of sailing records: Transatlantic New York to Lizard in 2008, Cape Town to Rio Race in 2009, Round the Island Race in 2013, Transatlantic Superyacht & Maxi Regatta in 2012!

Last chance to experience her astonishing performances, as she is coming on the sales market now!



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. She is probably the fastest 100' performance cruiser in the world, as well as being a very comfortable yacht for luxury family charter. NOMAD IV accommodates 12 guests sleeping on board in one master cabin, 2 guest cabins with double beds, one cabin with twin beds (bunk beds) and one quadruple cabin with a large double bed and 2 twin beds (bunk beds). Each cabin has an ensuite bathroom.

Photos © Richard Sprang







2002 - Length: 30.45 m - Guest/Crew: 6/5

Wally yacht DARK SHADOW is a 30 m (100<sup>ft</sup>) high-performance cruising yacht that is instantly recognizable with her sleek lines and her pure, contemporary design.

This makes her one of the most sought after yachts on the regatta circuit with her impressive racing pedigree and Wally credentials. However, DARK SHADOW is just as capable of being the ideal charter for a family holiday as she easily converts into a comfortable and relaxing cruising yacht. This flexibility, matched with her stunning interior, has made her an extremely popular vessel for any sort of charter.



2010 - Length: 25.10 m - Guest/Crew: 7/3

•

AEGIR, the 82 feet Maxi-Yacht built by Carbon Ocean, is a comfortable and luxurious cruiser capable of transforming into a weapon on the race track.

Light, strong, fast and sharp on the water, she can also turn into an ideal blue water cruising yacht, offering excellent comfort and all the amenities of high standard sailing style, with 2 double cabins forward and one triple cabin with single beds, a large saloon, a comfy cockpit table for up to 8 guests and a large sunbed area on an open transom. Finishing 1st in IRC 1 at the Palma Vela Regatta in 2017, AEGIR has proven once again her full potential on the Maxi Racing Circuit!



2012 - Length: 48.50 m - Guest/Crew: 11/7 157ft DWINGER is unique; a magnificent, innovative sailing yacht built by Royal Huisman. Such is her stability and seaworthiness that she is capable in sailing in a variety of waters, and she has just returned from a season in the Far North. Her customised interior includes a galley which lies open to the dining area allowing the chef to put on a culinary show for the guests each day, while the extensive

> outside covered spaces provide plentiful scope for events on board. She can welcome 11 guests in 5 ensuite double cabins.

2004 - Length: 29.15m - Guest/Crew: 8/4 Margaret Ann is a 95.5 foot sailing yacht capable of comfortably sleeping up to 12 passengers as well as the crew.

This yacht is in pristine condition. It has a full complement of electronics and equipment for cruising globally in luxury and absolute comfort. Its history of Atlantic crossings and cruising both European waters and the Caribbean are a testament to its true pedigree, with the highest build quality and optimum design.









1983 - Length: 27.43 m - Guest/Crew: 8/4

WHITEFIN was designed by Californian Bruce King. The result is an exquisitely proportioned mix of agility, lightness and grace. Whitefin was given a complete refitting in January 2015.

The centre of life on board is the open space area in the wider part of the boat which includes the galley, partially recessed, the nav station, the bar and the saloon with fireplace and piano. The boat layout consists of four cabins: the owner suite, all aft;

the VIP guest cabin with a queen size bed and two guest cabins, with two single beds each.

2013 - Length: 28.64 m - Guest/Crew: 8/4

The latest Southern Wind 94 'WINDFALL' combines luxury and comfort with cutting edge technology and performance in a way that has rarely been seen before. Performance sport is clearly the core of this yacht but she is equally proud of her cruising comfort. The intelligent and

Reichel Pugh and Nauta Design has resulted in a sense of great comfort and security whilst sailing.







#### BGYB CHARTER FLEET



2001 - Length: 24.89 m - Guest/Crew: 8/3

The Swan 82 Kallima (Ex Alpina) is an updated model of the Maxi-cruiser concept.

She is the result of accumulated knowledge and experience, drawn afresh. The vessel is a modern sailing yacht which has been built for speed, yet retains the company's high standards and style: elegant lines,luxurious interiors, ease of handling and reliability. Her streamlined hull and practical deck layout mask a

comfortable interior and a wealth of technology, which combine to offer outstanding long range cruising performance. Complete refit in 2018!

1995 - Length:  $24.00\ m$  - Guest/Crew: 6/3

**Exceptional and relentless sailing yacht.**One of the first and finest WALLY designs with pure German Frers lines. Not only is she high-performing, but is also capable of

welcoming guests with all possible luxuries.

WALLY Tender, 'The Lamp' is also available for charter with the yacht upon request







1991/2007 - Length: 25.00m - Guest/Crew: 8/3

DJANGO TOO is a magnificent 83ft sloop designed by Jacques Fauroux and built of aluminum by Trehard shipyard for a very demanding and experienced owner. She has been regularly refitted.

She boasts great accommodation for up to 8 guests in 4 double ensuite cabins in great comfort. She is a performance yacht, sails brilliantly and has a good

charter record. Her shallow draft allows her to sail easily into ports and to access the most beautiful creeks imaginable.

1992/2015 - Length: 21.60 m - Guest/Crew: 8/3

She was built in 1992 by the Garcia Shipyards and designed by Philippe Harlé, whose reputation is long established in the world of sailing yachts.

ENTHALPIA is characterised by several points: her exceptional sailing qualities; an extremely agreeable and comfortable interior layout furnished with traditional varnished woodwork; and the sense of great comfort on board.

ENTHALIPIA is a centerboarder, meaning she can take you to wonderful places unknown of and out of bounds to other yachts.







#### BGYB CHARTER FLEET



2017 - Length: 18.90 m - Guest/Crew: 8/3 Designed by renowned architects Van Peteghem and Lauriot Prévost (VPLP) in association with the Lagoon shipyard, the 620 is an innovative catamaran designed to suit the needs of yachtsmen looking for a relaxing cruise in the most luxurious of surroundings.

Peace is assured with the guest areas set far from the insulated engine housing, and the Nauta Yachts-designed interior featuring comfortable sofas and armchairs in the saloon, and a Bose home cinema, ensures each guest will feel fully relaxed. A light and airy atmosphere is created

by the large windows giving panoramic views. MELARNIE has 4 comfortable and wellappointed guest cabins, each with an ensuite bathroom.





2011 - Length: 15.40 m - Guest/Crew: 6/2

Curanta Cridhe (Gaelic for Braveheart) is a custom-built catamaran by Dixon Yacht Design.

Fully air-conditioned, this 50-foot luxury yacht boasts three cabins, each equipped with an en-suite bathroom, a desk/vanity area and lots of storage. With a Queen master and two King cabins (which can also be configured as singles) Curanta Cridhe is ready to welcome you, your family and friends to a luxurious and comfortable home-away-from home.



2015 - Length: 18.29 m - Guest/Crew: 6/2

Built by Outremer Yachting, NO LIMIT is a modern 18m sailing catamaran. Although her design is that of a racing catamaran, NO LIMIT is also the ideal yacht for a relaxed and comfortable luxury cruise. She has the capacity to sail at high speeds, but is a favourite in the charter market due to her uniqueness. Thanks to the intelligent usage of space and the minimalist layout of the deck and cockpit, guests are able to enjoy spacious living and crusing areas.

#### BGYB CHARTER FLEET •



1990 - Length: 23.26 m - Guest/Crew: 8/3

MARICEA is a very nice sloop from the board of the world famous naval architect German Frers.

She is extremely well built and structured. She performs very well indeed in all sea conditions. She benefits from a very casual and nice interior for up to 8 guests and 2 to 3 crew.

She has just returned having spent several years sailing around the world with her owners.

#### 2012 - Length: 22.40 m - Guest/Crew: 6/2 Luxury cruising and racing on a open 60 naval architecture concept.

The luxury yacht DREAM 67 SHAMLOR stands out thanks to her superior performance, a result of the extremely high-quality construction standards upheld by her shipbuilder Maxi Dolphin. Like a luxury fast car, equipped with the best racing engines, wheels and systems, SHAMLOR boasts the latest technologies, meticulous

engineering, and constant attention to economizing on weight throughout the project.





2007 - Length: 19.00 m - Guest/Crew: 6/2

DYNASTY is a very nice Hanse 630 extremely well maintained recently upgraded by her 2nd owner who is an experienced sailor.

She boasts great accommodation for up to 6 guests in 3 double bed cabins and a very nice spacious sheltered cockpit.

Her performance is brilliant, she is a joy to sail.

2015 - Length: 18.82 m - Guest/Crew: 6/2
The Ice 62 SUENO is an evolution of the proven 61 model by Felci, who has excelled in numerous international regattas, including the legendary Atlantic Rally for Cruisers (ARC). All the materials, construction, components and equipment on Ice 62 are engineered, designed and built to provide maximum safety and durability. Her interior is designed in a clean and modern style

to provide a luxurious and refined environment. The concept of the boat and her manufacturing care are optimized to create the most enjoyable and comfortable performance boat for either cruising or racing.





#### Racing events

Alongside our normal charter activity, we also specialize in Racing Charters on a wide range of classic and modern sailing vachts, and supervachts for events such as the Saint Barths Bucket, the Maxi Yacht Cup in Porto Cervo and Les Voiles de Saint-Tropez.

Certain yachts are also available for offshore races including the Rolex Middle Sea Race, the RORC Caribbean 600 and the Maxi Transatlantic Race.

For each event and each class there is a range of different racing vachts to satisfy your requirements : the exclusive Wally & Gentleman Class, the Majestic Classics, and the uncompromised Extrem racing yachts and multihulls.

Racing is about passion for sailing, competitiveness and teamwork but, above all, pleasure.





2015 - Length: 20 m

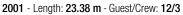
The 65-foot sailing yacht BOTIN 65 is a truly unique racing yacht with a functional, stylish interior.

She was built by Spanish shipyard King Marine and launched at the end of 2015. There were no costs spared in building this magnificent racer, from her design and construction to the addition of B&G Electronics, VMG, Cariboni Carbon, Aramare Ropes, Southern Spars and much more. During the winter of 2015, HIGH SPIRIT was prepared for regattas and the mast configuration, rigging set up and sails were

optimised. She now has a stable heading in any wind and easily hydroplanes in 10 knots.







This is the first and only time that such a unique maxi trimaran can be privately chartered either for day sailing, regattas and team building. ULTIM EMOTION will also be available to compete in a host of prestigious racing events throughout the year, including the Caribbean RORC 600, Rolex FASTNET, Rolex Middle Sea Race, RORC Transatlantic Race, Les Voiles de St Tropez and numerous others.



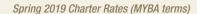
2001 - Length: 24.89 m - Guest/Crew: 8/3

#### The Swan 82 Kallima (Ex Alpina) is an updated model of the Maxi-cruiser concept.

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#### **Motor Yacht**





 Name: CHRISTINA O
 Length: 99.13 m

 Guest/Crew: 34/38
 Area: West Mediterranean

 Rate (high/low):
 630,000/448,000 €/week



**O'MEGA** 82.50 m 30/28 West & East Mediterranean **550,000 €/week** 



73.00 m

12/21 West Mediterranean

630,000/525,000 €/week



SERENITY 72.00 m

30/30 Arabian Gulf, Indian Ocean, Red Sea

550,000 €/week



**SHERAKHAN** 69.65 m 26-28/19 West Mediterranean **425,000 €/week** 



**LIGHT HOLIC** 60.00 m

12-15 West & East Mediterranean **360,000/320,000 €/week** 



SANSSOUCI STAR 53.50 m 12/8 West & East Mediterranean 70,000 €/week



**BROADWATER** 50.29 m

12/12 West Mediterranean

280,000/260,000 €/week



**HALAS** 50.00 m 24/17 Turkey 122,500/108,500 €/week



AMARULA SUN 50.00 m

12/9 Bahamas, Florida and Caribbean

195,000 USD/week



 MOSAIQUE
 49.90 m

 12/12
 West Mediterranean

 180,000/160,000 €/week



**THE MERCY BOYS** 48.60 m

12/11 West & East Mediterranean

106,250/93,750 €/week



HANSE EXPLORER 47.76 m

12/14 Artic, East Coast Canada, Northern Europe
155,000/135,000 €/week



**TATIANA** 44.90 m
12/9 West Mediterranean
165,000/150,000 €/week



COSTA MAGNA 44.50 m 10/8 West Mediterranean 96,000/90,000 €/week

#### Spring 2019 Charter Rates (MYBA terms)



DIANE 43.00 m Spain, Balearic Islands 150,000/135,000 €/week



BINA 43.25 m West Mediterranean 175,000/150,000 €/week



DAYDREAM 42.60 m Northern Europe 99,000/89,000 €/week



**DE LISLE III** 42.00 m 9/7 Vanuatu 125,000 USD/week



**OCEAN SAPPHIRE** 41.00 m 12/7 West Mediterranean 110,000/90,000 €/week



DHAAINKAN'BAA 40.00 m 14/17 Maldives 85,000/75,000 USD/week



W 39.62 m 10/7 Bahamas, Florida 145,000/135,000 USD/week



**SWEET ESCAPE** 39.62 m 12/8 Bahamas 95,000 USD/week



**AZALEA** 38.75 m 18/13 Maldives 49,000 €/week



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



35.00 m PARIS A 12/6 East Mediterranean 73,000/63,000 €/week

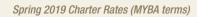


**LADY EMMA** 34.10m 8/4 West Mediterranean 72,000/69,000 €/week



## Bernard Gallay Yacht Brokerage

### **Sailing Yacht**





 Name: DRUMBEAT
 Length: 53.00 m

 Guest/Crew: 11/10
 Area: Tahiti

 Rate (high/low):
 175,000 USD/week



TRINAKRIA 49.06 m

10/8 West Mediterranean

80,000/70,000 €/week



 DWINGER
 48.50 m

 11/7
 Balearics, Spain

 70,000/75,000 €/week



 HYPERION
 47.42 m

 6/8
 East/West Mediterranean

 112,000/91,000 €/week



**HEUREKA** 45.00 m
6/6 East/West Mediterranean
93,500/82,500 €/week



**VAIMITI** 39.20 m 8/5 Mediterranean **65,000 €/week** 



TWILIGHT 38.10 m

8/6 Mediterranean and the Caribbean

90,000/80,000 €/week



BLISS 37.00 m 10/5 Mediterranean 80,000/72,500 €/week



WHISPER 35.40 m
6/5 Wint: Caribbean, Sum.: New England
60,000 USD/week



MOONBEAM IV 35.00 m

6/6 West Mediterranean

48,000 €/week



**CHE** 34.70 m 8/6 West Mediterranean **79,000/75,000 €/week** 



**THALIMA** 33.70 m

10/5 West Mediterranean **64,000/58,000 €/week** 



**AMADEUS** 33.50 m 12/6 Greece **45,500/38,500 €/week** 



XNOI 30.65 m

10/4 West Mediterranean
60,000/55,000 €/week



 NOMAD IV
 30.48 m

 12/4
 East/West Mediterranean

 56,000/52,000 €/week

Spring 2019 Charter Rates (MYBA terms)



**DARK SHADOW** 30.45 m West Mediterranean 45,000/40,000 €/week



**FAR & WIDE** 30.20 m East/West Mediterranean 50,000/46,000 €/week



**LEOPARD** 30.00 m West Mediterranean 48,000 €/week



**MARGARET ANN** 29.10 m 8/4 East/West Mediterranean 40,000/37,000 €/week



**GRAND BLEU VINTAGE** 29.00 m 8/4 West Mediterranean 43,000/39,000 €/week



WINDFALL 28.64 m 9/4 Northern Europen 45,000/40,000 €/week



WHITEFIN 27.43 m 8/4 West Mediterranean 28,500/25,500 €/week



**VINTAGE 1** 27.00 m 8/3 West Mediterranean 19,500/17,500 €/week



IKIGAI 25.13 m 6/2 Caribbean/Mediterranean 32,000/28,000 €/week



**AEGIR** 25.10 m 7/3 West Mediterranean 32,000/27,000 €/week



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



DJANGO TOO 24.98 m West Mediterranean 8/3 22,000/18,000 €/week



**KALLIMA** 24.89 m 6/3 West Mediteranean 25,000 €/week



**ELISE WHISPER** 24.00 m 8/3 West Mediterranean 25,000 €/week



GENIE 24.00 m 6/3 West Mediterranean 24,000 €/week

#### Spring 2019 Charter Rates (MYBA terms)



**SKIP'N BOU** 24.00 m 6/3 Mediterranean **28,000/24,000 €/week** 



**TAJ** 24.00 m 6/3 Caribbean **29,000/26,000 €/week** 



ULTIM EMOTION 23.40 m
6-12/2 West Mediterranean
35,000 €/week



MARICEA 23.26 m

8/3 West Mediterranean

11,000 €/week



 SHAMLOR
 22.40 m

 6/2
 West Mediterranean

 19,000/17,500 €/week



ARAGON 22.00 m
6/2 West Mediterranean
35,000 €/week



ENTHALPIA 21.60 m 8/3 East/West Mediterranean 15,000/12,000 €/week



 LA PERLA
 20.60 m

 6/2
 Balearic Islands

 23,000/18,000 €/week



**DYNASTY** 19.00 m 4/2 West Mediterranean 12,000/9,000 €/week



 MELARNIE
 18.90 m

 8/3
 West Mediterranean

 26,000/24,000 €/week



 SUENO
 18.82 m

 6/2
 West Mediterranean

 15,000 €/week



NO LIMIT 18.30 m
6/2 Caribbean
18,000/16,000 €/week



 AKRON AOOTON
 18.28 m

 6/3
 Greece

 P.O.A



ARAOK 17.80 m

8/2 West Mediterranean & Caribbean

24,000/22,000 €/week

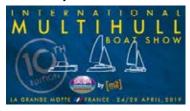


CURANTA CRIDHE 15.30 m
6/2 West Mediterranean
16,000/15,000 €/week

#### UPCOMING EVENTS •

#### International Multihull Boat Show 2019 - La Grande Motte

#### 24 – 28<sup>th</sup> April



Launched in 2010, the International Multihull Boat Show was built around a simple concept: showing multihulls afloat, in a dedicated place and in an exclusive manner.

This one-of-a-kind boat show is recognized, as a world reference by professionals; Thus, this sector of boating finds in this concept, the best tool to exhibit its catamarans, trimarans, sailing and motor.

The diversity of the exhibited multihulls makes this world event a major one in the nautical calendar. Enthusiasts of yachting and of the sea in general meet every year in April.

This year BGYB will exhibit the New Ice Cat 61 SILLY CAT and will present the New GP 70 project under construction from a design of VPLP.

#### → Palma Yacht Show 2019

#### 27th April – 1st May

The Palma Superyacht Show, conducted in partnership with MYBA The Worldwide Yachting Association, showcases a rich variety of sailing and motor yachts that are over 24 metres in length and has firmly established itself as the season opener in the Mediterranean. Two distinct features that set this Show apart are (i) all the yachts on display are available for sale and/or charter and (ii) the ratio between motor and sail is carefully balanced. When combined with the relaxed atmosphere that is characteristic of Palma and the excellent networking opportunities, the result is an event not to be missed.

The 2018 Palma Superyacht Show, which will be held from the 27<sup>th</sup> of April to the 1st of May, is unsurprisingly already gathering momentum. Apart from being a vibrant yachting destination, Palma is also fast becoming a hub for all services related to superyachts. From custom refits and repairs to sailmakers and surveyors, Palma seems to be bringing together the very best that the industry has to offer and it is only natural that it hosts a show of yachting excellence. This year BGYB will exhibit the 100th Carbon Sloop BLUE DIAMOND and the 72th Carbon Sloop ARAGON.







#### MYBA Barcelona Charter Show 2019

#### 30th April - 3rd May

As a Professional Trade Show, the MYBA Charter Show, with its long history and dedication to quality, is a business occasion and a true celebration of yachting. It brings together the world's leading luxury charter professionals and provides them with the opportunity to appraise some of the finest yachts available for charter, meet with captains and crew, and explore an exceptional array of ancillary services. The Chefs' Competition places the benchmark high, the seminars are enlightening and the social calendar provides excellent networking possibilities.

The 31st edition of the Show will be held in Barcelona from Tuesday 30th April until Friday 3<sup>rd</sup> May 2019. The on site Show Managers, OneOcean Port Vell, with their unrivalled facilities and infrastructure guarantee an impeccably run Show while the vibrant and diverse centre of Barcelona creates a spectacular backdrop.

This is the place to be in April if yachting is your business and your passion!



This year BGYB will exhibit the Southern Wind 78 ELISE WHISPER



#### **♦** BGYB Charter Open Day Sail 2019 - Antibes

This year, on 24th May, we are hosting the third BGYB Charter Open Day, in Antibes. The opportunity allows charter brokers to meet the crews onboard and to discover a selection of the luxury yachts that we manage.

#### 24th May, Antibes, 10:00-16:00

- 10:00-11:00 Guests welcomed at the "Buvette" of Port Gallice or another precise meeting point in Antibes. All the tenders will take the guests out to the yachts at anchorage.
- Guests will enjoy an aperitif and light buffet lunch style on board. 11:00-14:00 There will then be the opportunity to visit the yachts using the tenders. The crew will serve some tapas-style food, this way we will avoid having a "sit down" lunch. This will help keep visitors moving around between all the yachts.
- **14:00-16:00** Weather permitting, we invite all the guests for a sail on one of the yachts and around the Cap d'Antibes as a fleet.
- By 4pm the sail will end and all will disembark at the port. Visitors disembark with their brochures, 16:00 USB keys and with their eyes brimming with the awesome memories, ready to sell some charters!

We currently have 6 of our spectacular yachts taking part in the Open Day. This will be a fantastic opportunity for charter brokers to get to know some of the most sought after yachts on the charter market, and to meet the BGYB team as well.

This year, the following yachts will be attending: GENIE \* KALLIMA \* WHITEFIN \* CURANTA CRIDHE \* ELISE WHISPER \* DJANGO















#### **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

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- Yacht broker with BGYB since 1999



Lisa SPILLER - Charter Manager

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- Charter Manager with BGYB since 2007
- MYBA Individual member since 2011



**Paris** 

François BOUCHER - +33 (0)6 82 83 19 21

- Yacht Broker with BGYB since 2008
- Ocean racer skipper & Yacht captain for years
- Project manager for custom yacht construction



La Ciotat

Stéphane DELLA - +33 (0)6 82 79 08 61

- Yacht broker with BGYB since 2013
- Extensively well known and experienced Technical, Fleet, Shore & Project Manager with companies such as Nahema, Compositeworks France, CIM shipyard and several Turkish shipyards



Nicolas MARCHAND - Sales Manager

- +33 (0)6 83 47 01 96 nicolas.marchand@bernard-gallay.com
- Yacht broker with BGYB since 2006
- Yacht Manager & Cannes University Lecturer (Yachting)
  Experienced sailor: Mini Transat 2005, Jacques Vabre 2007, 5 Mini Fastnet double handed Race



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



**Jasper** - Charter assistant

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- · Charter Assistant for Head Office, Montpellier



**Antibes** 

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- Yacht Captain for 10 years on Swan, Royal Huisman & Alloy Yachts
- BGYB Sales & Charter Broker since 2014



**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 Posseidon team for the Vendée Globe
- · Yacht contruction consultant
- · Extremely wide ranging experience and expertise in the sector

#### **MOSCOW**



Oscar KONYUKHOV - +7 910 477 09 70

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- BGYB representative in Moscow since 2007 Over all — 3 Round the world campaigns as
- a Project Manager and PR officer

#### PALMA DE MALLORCA



Jean-Yves CANDLOT - +34 619 05 64 19

- BGYB representative in Palma since 2008
- With over 26 years of sail and motor yacht navigation experience



Morgane CANDLOT - +34 619 05 64 19

- Studied International Management for 4 years
- Yacht Agent since 2015





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#### ► HONG-KONG



Thierry BAROT - +852 9549 5135

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- BGYB representative in Hong-Kong since 2008
- Service manager for Simpson Marine in HK
- Construction Management of Cortenzo 26M in China at DHS shipyard

#### **■ USA - California**



Sylvain Barielle - +1 510 872 6894

- california@bernard-gallay.com
- Sails maker in San Francisco
- He has participated in several America's Cup Events

#### SWITZERLAND



Patricia Jacquod (Schmidt Yachting) +41 76 340 37 57

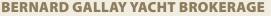
switzerland@bernard-gallay.com

#### AUCKLAND



**Guillaume GOSSE** - +64 221 83 46 90 auckland@bernard-gallay.com

- Yacht Captain for 15 Years
- Runs Metco Group, NZ based Marine Consultancy
- Worked alongside BGYB since 2010



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