

Summer 2009

# Episode 5



Ikra II

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CHARTER RACING BROKERAGE



Le nouveau site web,  
bientôt opérationnel

Como

SALE, CHARTER & MANAGEMENT  
Also specialised in Transoceanic charter  
[www.bernard-gallay.com](http://www.bernard-gallay.com)







**BGYB** are thrilled to release our 5<sup>th</sup> Newsletter. In Winter 2008, Bernard Gallay verbalised the low morale of yachting world, yet with optimism, he stated that "the market will start again" and that "hopes were still being raised in the yachting world". Yet, only 6 months later, it is satisfying to note that between January and July 2009, the sale of yachts worldwide has increased decisively, incindicating a new level of confidence in the market.

BGYB believes that with an economic baseline being set in 2009, yachts are become ever more popular. A yacht provides a fresh prospect for people to invest in their dreams and escape the rigours of everyday life.

*"the market will start again" and that "hopes were still being raised in the yachting world"*

Owners have adjusted the prices of their yachts to cater to the buyers, boosting their confidence and breaking through the somewhat stagnant market of 2008. Brokers have seen the reemergence of new clients this year, keen to invest in yachts both new and pre-owned.

Sailing as a sport is a life long pastime and this asset ensures the interminable market for racing yachts. BGYB offers a unique, invaluable expertise concerning the racing yachts due to many years sailing experience.

*BGYB is excited about the forthcoming year*

Bernard Gallay Yacht Brokerage offers a professional, discreet and unique service. Both buyers and vendors worldwide can be assured of the highest level of service. Our new website will be online this month and there is discussion about opening a new office in either the UK or USA in order to build a closer relationship with the relevant customers. Furthermore, in September BGYB will be at the MYBA Selection yacht show in Saint-Jean Cap Ferrat.

BGYB is excited about the forthcoming year: we have a range of terrific new listings and additionally, our Charter holidays are ever increasing in popularity. We have seen more and more clients choosing BGYB to organise their charter holidays as we offer a splendid range of boats, diligent crews and an incredible service from our charter team.



Bernard Gallay





### Westport 130 "BJORG III"

2004. Simplicity, Reliability, Space, Comfort and Speed, are the principle qualities of this exceptional yacht. At her launch, BJORG III sailed 9.500 nautical miles down the US Pacific coast and across the Atlantic Ocean on her trouble free and non-stop maiden voyage.



### 82ft "MAGIC CAT"

1996. Carbon Epoxy built by Multiplast. Gilles Ollier's design. Refitted in 2007. She is 25 metres in length and 12 metres in beam, and offers space, comfort and performances for great blue water cruising. In spotless condition.





### 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.

**Try before you buy! Charter Rates on request.**



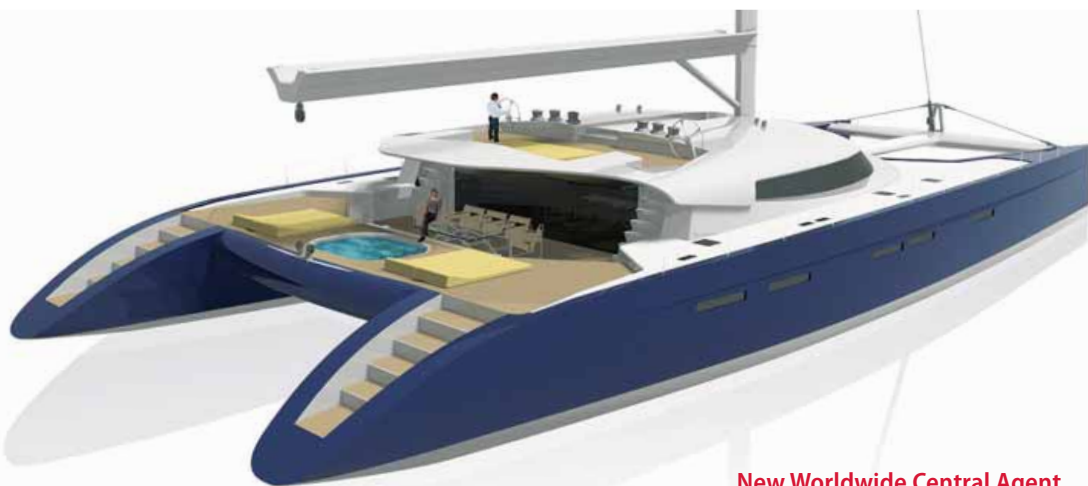
**"COMO" 2007.** A thoroughly elegant performer with "go anywhere" capabilities. COMO bears all the hallmarks of a project benefiting from years of experience in the world superyacht fleet. She lacks for nothing in terms of equipment, luxury or styling, but equally shows her class by avoiding superfluous "fashion" features.



### Guy Couach 2800 Long Range "BJORG II"

**2002.** Fast long range motor yacht with fly bridge for cruising comfortably with up to 8 guests. No vibration, technically perfect and up to date. BJORG II has a special Quantum trim-tab-fin "Ride Control" system integrated which give her impressive performances in any sea condition.





New Worldwide Central Agent

### 120ft "NAHEMA" New Construction

A new and unique design to achieve unequalled goals of perfection, performance and space. Number one under construction for sale.



**"OCEAN'S SEVEN" 2004.** Elegant and powerful on the water, spacious and refined, OCEAN'S SEVEN is a very comfortable and luxurious catamaran which has been very successful for charter during the past two years in the Caribbean and in the Mediterranean. She is in the utmost condition, having been maintained by a permanent crew. Her cockpit upholstery was redone in 2008.



### San Lorenzo 108 "FX"

2004. Fast long range motor yacht with fly bridge for cruising comfortably with up to 8 guests. No vibration, technically perfect and up to date. BJORG II has a special Quantum trim tab fin "Ride Control" system integrated which give her impressive performances in any sea condition.



## Motor Yacht Index



**COMO** Alloy Yachts 134ft  
41,40 m 2006 10 guests  
Price on Application



**PURE WHITE** Leopard 34  
34,00 m 2007 8 guests  
? ??? ??? €



**FX** San Lorenzo 108  
32,90 m 2004 8 guests  
~~6 500 000 €~~ 6 000 000 €



**PERSEUS STAR** Benetti 105  
32,00 m 1985 Refit 2000-2007 8 guests  
~~1 990 000 €~~ 1 500 000 €



**FRIDAY** Leopard 102  
31,00 m 2007 8 guests  
Price on Application



**MACALULU** Cantieri di Pisa - AKHIR 100  
30,10 m 2004 8 guests  
~~5 900 000 €~~ 4 500 000 €



**LADY ROXANNE** Displacement Motor Yacht  
30,00 m 1975 10 guests  
~~1 200 000 €~~ 950 000 €



**ATTILA V** Displacement Motor Yacht  
29,55 m 1989 10 guests  
790 000 €



**BJORG II** Guy Couach 2800 LR  
28,00 m 2002 8 guests  
~~- UNDER OFFER -~~ ~~3 150 000 €~~ 2 500 000 €



**YIALOUSA** Guy Couach 2800  
28,00 m 2001 8 guests  
2 000 000 €



**EX DANCING MILLY** San Lorenzo 88  
26,75 m 2002 7 guests  
~~3 500 000 €~~ 3 000 000 €



**AKHIR ONE** Cantieri di Pisa - Akhir 85  
26,10 m 2008 8 guests  
~~- UNDER OFFER -~~ ~~4 300 000 €~~ 3 750 000 €



**TENEO** Sunseeker Predator 82  
24,97 m 2006 8 guests  
2 590 000 €



**SL 82** San Lorenzo 82  
23,98 m 2003 8 guests  
~~2 350 000 €~~ 2 200 000 €



**APPASSIONATA** Azimut 76  
23,16 m 1989 8 guests  
~~700 000 €~~ 550 000 €





**CELESTIAL** Navarcantieri P 21 S  
22,60 m 1997 8 guests  
~~850 000 €~~ **750 000 €**



**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 €**



**FIDJI III** Guy Couach 1850  
18,55 m 2000 4 guests  
**720 000 €**



**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  
**- UNDER OFFER -** **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 €**



**TIPITINA** Apreamar 12  
12,00 m 2003 4 guests  
**300 000 €**



**L'ARMELLE** Andreyale 33  
10,00 m 2006 12 passengers  
~~160 000 €~~ **150 000 €**



**LOCH LOMOND** Classic Tender  
9,98 m 2007 12 passengers  
**200 000 €**



**CAPSULE II** Riva Ariston n° 805  
6,80 m 1967-2005 5 guests  
~~110 000 €~~ **80 000 €**



## 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  
Price On Application



**SAGAFO A** Turkish Ketch  
30,00 m 2008 12 guests  
~~1 500 000 €~~



**ANTSIVA** Centre board schooner, aluminium  
28,00 m 2004 10 guests  
~~1 450 000 €~~



**GARANCE** Steel Ketch  
28,00 m 1996-2008 10 guests  
~~890 000 €~~ **590 000 €**



**BUZZY B** Sloop  
27,50 m 1982/2000 6 guests  
~~1 665 000 €~~



**BOJAROS** Steel Ketch  
27,00 m 2000 10 guests  
~~800 000 €~~ **650 000 €**



**AGNETA** Classic Yawl  
25,03 m 1950 6 guests  
~~1 700 000 €~~



**LUPA OF LONDON** Baltic 78 Custom  
23,95 m 2000 8 guests  
~~2 500 000 €~~



**ZIA** Ketch, wooden  
22,75 m 1958 8 guests  
~~450 000 €~~



**KAVIRA** Gulet Ketch  
22,42 m 1986/2007 6 guests  
~~420 000 €~~ **320 000 €**



**IKRA II** Presle 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 €**



**BILLY BAKER** Stanfast Yachts - Holland  
20,50 m 1993 8 guests  
~~890 000 €~~ **690 000 €**



**KRIISS** Sloop aluminium, G. Vaton  
20,30 m 1985 6 guests  
~~389 000 €~~





**NAUSICAA** Sloop aluminium 66ft  
20,00 m 2006 10 guests  
770 000 €



**BLACK JACK** Van de Stadt ketch  
20,00 m 1987 12 guests  
790 000 €



**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 €



**FARTWO II** X 562  
17,23 m 2001 6 guests  
~~880 000 €~~ 575 000 €



**ETEL** Feeling 546v  
16,91 m 1992 10 guests  
200 000 €



**LE LYS** San Germani  
16,70 m 1955 6 guests  
300 000 €



**SILFRANIA** Super Maramu  
15,97 m 1991 6 guests  
~~235 000 €~~ 200 000 €



**SAHONA** Sun Odyssey 51  
15,35 m 1996 8 guests  
165 000 €



**BAKEA** Alliage 50  
15,25 m 2005 8 guests  
~~450 000 €~~ 300 000 €



**NORA** Albatros 50  
15,20 m 2006 4 guests  
150 000 €



**PAPAYA** Garcia 47 Passoa  
14,60 m 1990 8 guests  
250 000 €



**LA RAILLEUSE** Cutter  
14,50 m 2003 4 guests  
215 000 €



**FLUNEME** Allures 44  
13,60 m 2005 6 guests  
295 000 €



**BLUE SHADOW** Pinta, JNP 12  
11,98 m 1998 4 guests  
150 000 €





### 120ft Maxi Catamaran "ORANGE II"

Photos: G. Martin-Raget

**The Fastest sailing vessel around the world, ever.** Top speed : 43,7 knots. Ready to break any oceanic record with a huge potential for development. The result of more than 20 years of maxi multihulls team experience (7 x world ranked No 1 for the past 10 years). Better than new after 2 years in the development process. Ready to reach 10% improvement in performances. Has the potential to break the Round the World record in less than 45 days and the North Atlantic record in less than 4. Holds the 24 hour record for more than 700 miles. **Save time and money !**



### 99ft Super Maxi "ALFA ROMEO 2"

**2005.** Designed by Reichel Pugh. Built by Mc Conaghy - New Zealand. A master piece of technology and performances. Very high pedigree.







**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 "GREAT AMERICAN III" 1999.** Nivelt design. She is fast and extremely reliable. She finished 9th in the last Vendee Globe with veteran Richard Willson.



**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).





**RORC Yacht Of The Year - 60ft "SOLUNE"** 2003 2006 saw an incredible campaign once again: 1st RORC Allan Paul and Stradivarius Season Trophies – 2nd RORC all classes.



**60ft ORMA Trimaran "GEANT"**  
2002 - Winner of THE TRANSAT 2004 and ROUTE DU RHUM 2002. A great potential winner !



**60ft Trimaran "HIQ"** One of the fastest sailing boats in the world. In good conditions the boat can sail faster than 40 knots – last year's speed record 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, but 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.



■ **RACING INDEX** ■

**Racing Index**



**ORANGE II** Maxi Catamaran  
36,80 m 2003  
Price on Application



**ALFA ROMEO 2** Super Maxi  
30,00 m 2005  
~~3 900 000 €~~ **3 495 000 €**



**ALYE PARUSA** Maxi Open monohull  
27,00 m 2000  
**1 000 000 €**



**AKENA** 60 Open IMOCA  
18,28 m 1998  
**490 000 €**



**ARTECH 60** 60 Open IMOCA  
18,28 m 2002  
**420 000 €**



**CHEMINEES POUJOULAT I** 60 Open IMOCA  
18,28 m 2000  
~~500 000 €~~ **450 000 €**



**EX ROXY** 60 Open IMOCA  
18,28 m 1989  
~~278 000 €~~ **200 000 €**



**GEANT** Trimaran ORMA  
18,28 m 2002  
**- UNDER OFFER -** **800 000 €**



**GLOBE - EX BAGAGES SUPERIOR** 60 Open IMOCA  
18,28 m 1992  
~~260 000 €~~ **220 000 €**



**GREAT AMERICAN III** 60 Open IMOCA  
18,28 m 1999  
**250 000 €**



**HIQ** Trimaran ORMA 60ft  
18,28 m ~~1988~~  
~~300 000 €~~ **300 000 €**



**MAX HAVELAAR** 60 Open IMOCA  
18,28 m 1992  
**175 000 €**



**MOANA** 60 Open  
18,28 m 1992  
~~200 000 €~~ **100 000 €**



**NOKIA** Trimaran ORMA 60ft  
18,28 m 1988  
**300 000 €**



**PAKEA BISKAIK** 60 Open IMOCA  
18,28 m 2005  
**600 000 €**



## Racing Index



**SAGA - EX FILA** 60 Open IMOCA  
18,28 m 1997  
~~450 000 €~~ **260 000 €**



**SOLUNE** 60 Open  
18,28 m 2003  
~~500 000 €~~ **300 000 €**



**UUDS - EX VOILA.FR** 60 Open IMOCA  
18,28 m 1994-2004  
**350 000 €**



**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 €~~ **190 000 €**



**IAPLUKA, ex Brannec** Open 50 - Futura 50  
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 €**



**SEAWOLF 2** GP 42  
12,80 m 2008  
**500 000 €**



**AZAWAKH III** Jumbo 40  
12,18 m 2006  
~~190 000 €~~ **165 000 €**



**LA DAME DU VEILLON** Pogo 40  
12,18 m 2005/2006  
~~190 000 €~~ **170 000 €**



**TAM TAM** Pogo 40  
12,18 m 2008  
**230 000 €**



**MISTER SWING** A 40  
11,90 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 offer our clients impeccable standards of professional and personal services.

Classic, contemporary, fast, sedate, 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 right yacht and the right destination.

**BGYB assets:**

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

## DESTINATIONS

**West Med Itineraries:**

- French Riviera & Corsica
- Italian Riviera : Sicily & Sardinia
- Balearic Island
- Malta

**East Med Itineraries:**

- Greece
- Croatia
- Turkey

**Caribbean Itineraries**

- Cuba & Dominican Republic
- Leeward Islands (BVI & USVI)
- Les Antilles (Guadeloupe, Martinique, Saint-Lucia...)
- Windward Islands (The Grenadines, Grenada, Trinidad & Tobago...)
- Venezuela

**Other Destinations:**

- Antarctica
- Patagonia
- Indian Ocean : Maldives
- West Coast of Mexico





## Les Voiles de Saint-Tropez on board LUPA OF LONDON – Fall 2009



Package : Les Voiles de Saint Tropez  
Dates: 2009 September 26<sup>th</sup> – October 04<sup>th</sup>  
Sailing Yacht: **Lupa of London**, 23.95 m  
Guests: **12 guests** + 3 crew  
Charter rate: **50 000 €** + APA

**Comments:** Over 3000 seafarers, almost 300 modern and traditional sailing boats, innumerable encounters, images that will stay in your mind long after the event and marine-inspired friendships. Festivities, entertainment, competition and dreams will once again be the key ingredients for this unique event, held on an exceptional site.

**Baltic 78 Custom "LUPA OF LONDON":** 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 boasts a canting keel to improve sailing stability. She is the ideal boat to combine enjoyable cruising and exciting racing events.



## Venice-Dubrovnik on board SANSSOUCI STAR



### SANSSOUCI STAR

Type: **Motoryacht**

Length: **53 m** - Guests: **12** - Crew: **8**

Rate: **60 000 €** per week plus all expenses

### Itinerary:

- ★ Venice – Pula: about 72 nm / 6 hour
- ★ Pula – Mali Losinj: about 38 nm / 3 hour
- ★ Mali Losinj – Zadar: about 80 nm / 7 hour
- ★ Zadar – Split: about 145 nm / 12 hour
- ★ Split – Korcula: about 72 nm / 6 hour
- ★ Korcula – Dubrovnik: about 47 nm / 4 hour

**Yacht Comments:** 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 is a perfect base for both relaxation and activities whether it is in Port or at Sea.

**Destination:** An ideal itinerary can start you out in Venice, Italy's alluring temptress on the sea, abundant with culture, cuisine and classic beauty. From Venice, Sanssouci will cruise to Pula on the southern tip of Croatia's Istria peninsula. The city has a celebrated tradition of winemaking, fishing and shipbuilding. From Pula you can visit Cres, a sparkling island floating in the Adriatic Sea, before docking in the charming seaside city of Zadar. Bernard Gallay suggests moving on to Split, one of Croatia's largest and oldest seaside cities. With a labyrinthine network of cobblestone streets in the old city marked with Roman walls, squares and temples, Split is a charming port town that will win you over immediately. Leaving Split, guests can soak up the final legs of their yacht charter expedition and head to Korcula's dreamy beaches before arriving in Dubrovnik."





## Luxury gastronomic charter on board **MAGIC CAT**



### **MAGIC CAT**

Type: **Sailing catamaran 82'**

Length: **25 m**

Guests: **8 - Crew: 4**

Rate: **37 500 €** per week plus all expenses

Zone: **Mediterranean**

**Available for event charters**



**Comments:** Over 3000 seafarers, almost 300 modern and traditional sailing boats, innumerable encounters, images that will stay in your mind long after the event and marine-inspired friendships. Festivities, entertainment, competition and dreams will once again be the key ingredients for this unique event, held on an exceptional site.

ng after the event and marine-inspired friendships. Festivities, entertainment, competition and dreams will once again be the key ingredients for this unique event, held on an exceptional site.



**MAGIC CAT** is one of the fastest cruising yachts in the world. She is capable of sailing faster than the true wind, reaching a speed of 20 knots in only 18 knots of wind; her speedometer can often be seen beyond 25 knots. Indeed, never before has a cruising yacht sailed so fast, whilst guests experience superior comfort and perfect safety.

With her interior completely being redesigned in 2009 by Franck Darnet (cockpit, cabins and bar area), **MAGIC CAT** is as luxurious as she is spacious, ensuring her guests spend their time on board in total comfort. Her original captain is still on board and keeps her in spotless condition.



## Luxury Golfing Charter on board **FRIDAY**



Package: **Yachting & Golf**

Dates: **April - October 2010**

Yacht: **FRIDAY**

Length: **31 m**

Guests: **8 - Crew: 4**

Rate: **45 000 €** per week plus all expenses



### **Luxury Golfing Charter Itinerary suggested:**

**Day 1:** After boarding **FRIDAY** at the port, acquaint yourselves with the Gulf of Saint-Tropez as the crew take you to a secluded beach mooring.

**Day 2:** Enjoy your first day around the port, on the beaches and in the boutiques of Saint-Tropez.

**Day 3:** Back on board, cruise to the Lérins Isles to moor and look out onto Cannes.

**Day 4:** Play 18 holes at the Royal Mougins Golf Club before returning on board for a well earned dinner for you and your guests.

**Day 5:** After having cruised overnight, arrive in Southern Corsica where the scenery and golf are equally breathtaking at Sperone Golf Club.

**Day 6:** Arrive in Sardinia to anchor at the scenic Cala di Volpe. Relax on board or choose something a little more strenuous in the form of water sports.

**Day 7:** Experience a round at Pevero Golf Club, nestled between the Gulf of Pevero and the bay of Cala di Volpe.

**Day 8:** At your leisure, be transferred to the Costa Smeralda Airport in Olbia for your return.





## Asia/Thailand on board **QUEEN OF ANDAMAN**



### QUEEN OF ANDAMAN

Classic motor sailing yacht

Length: **41,00 m**

Guests: **8 guests + 7 crew**

Charter Rates: **45 000 €/week** MYBA Terms  
(all expenses extra) - **(50 000 €/week**  
between December 15<sup>th</sup> and January 15<sup>th</sup>)



**QUEEN OF ANDAMAN** is a new luxury superyacht: she is beautifully designed with spacious decks and sumptuous, stylish cabins. She is made of solid mahogany wood and exudes class. Not only is she beautiful but she has a bar and a range of water sport facilities to cater for all the activities you could want.

Not only will one be staying on such a charming yacht, but one will also revel in the beauty of South East Asia: crystal clear waters, golden sand, stunning plants and landscape and a ambiance of pure tranquillity. The itinerary for **QUEEN OF ANDAMAN** takes you to places from secluded beaches, the world famous sights, spas and hotels:

**Day 1:** Guests board at Yacht Haven. Yacht Haven to Ko Hong: Kayaking, caves and scenery new the James Bond Island.

**Day 2:** Ko Kai Nok: beaches, swimming, snorkeling. Ko Yao Yai and Ko Yao Noi: Fabulous beaches and less touristy.

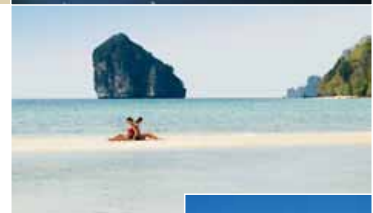
**Day 3:** Krabi: Rock climbing, swimming or chilling on limestone cliffs.

**Day 4:** Phi Phi Ley: Filmed « The Beach » on this island. Crystal clear water, caves and glorious beaches.

**Day 5:** Phuket Surin Beach & Day at Amanpuri Hotel: World famous hotels and opportunity to go to a spa.

**Day 6:** Similan Islands: Stunning National Marine Park.

**Day 7:** Patong Beach.



## Special Events on board **LADY EMMA** – Spring 2009



Motor Yacht: **LADY EMMA,**

Guy Couach Fly 3300

Guests: **8 cruising/12 sleeping** - Crew: **5**

Charter rate: Low season: **70 000 €/week**

High season: **84 000 €/week**

Or **10 000 €/day**



Built in 2007 by the highly esteemed GUY COUACH shipyard, **LADY EMMA's** modern and sleek lines are enhanced by her classic and timeless interior. With a cruising speed of 25 knots, she can easily cruise from port to port in luxury and style. The saloon and adjacent formal dining area are luminous and spacious, with immense windows giving a wonderful view and providing both the sensation of space and coziness. The yacht is finished in neutral soft furnishings that contrast with the waxed teak of the wood flooring and paneling and the warm reds of the contrast pieces. Each of the four cabins is equipped with separate and en-suite bathroom and conceived in the

♦♦ Event: **GP Monaco** - Dates: **21-24 May 2009**

**Comments:** Take advantage of the Monaco Grand Prix to get away from it all on a yacht for a day, a night or during the whole of the Grand Prix. The Monaco Grand Prix is one of the most prestigious sporting events in the world. Ideal package for PR Cocktail Event.

♦♦ Event: **Cannes Film Festival** - Dates: **13-24 May 2009**

**Comments:** Over the years, the Cannes Film Festival has built up its reputation based on the fine balance between the artistic quality of the films it presents and its commercial impact. What better way to charm and impress your partners and clients than by chartering a luxury yacht, anchored just a few metres from the Palais des Festivals. Providing you with luxury accommodation at the very heart of the Festival, a yacht will also allow you to organise lavish private receptions and unforgettable cruises.





## Glamorous Itinerary on board S.S DELPHINE – Summer 2010



Package: **Glamorous Itinerary**

Dates: **Summer 2010**

Yacht: **S.S DELPHINE**

Length: **78.65 m**

Guests: **26** - Crew: **22**

Cruise with up to 30 guests and carry up to 160 passengers no more than 5 nautical miles from the coast.

On special request she can have 250 guests onboard for static charters.

Charter Rate 2010:

Low season: **35 000 €** per day  
or **245 000 €** per week

High season: **60 000 €** per day  
or **360 000 €** per week.

**Comments:** Launched in 1921 at the Great Lakes Engineering Works in Michigan, the **S.S Delphine** is, at 257.8 ft (78.65 m) and 1,255 tons, the largest yacht built in the United States that is still in existence today. According to legend the yacht went down in history as the yacht of Yalta, where the rulers of the world at that time, Churchill, Truman, Stalin, prepared the Yalta convention.

This extraordinary yacht with its 13 staterooms, ample entertaining spaces, has artfully recreated the bygone era of the roaring 20's with all the latest amenities and communication facilities. Re-christened in September of 2003, by H.S.H. Princess Stephanie of Monaco, S.S Delphine is one of the most unique and exceptional yachts for charter in the Mediterranean fleet. In 2004 she received the annual showboats award for best refit.



### The Route suggested:

**Day 0:** St Tropez;

**Day 1:** Cannes;

**Day 2:** Nice;

**Day 3:** Monaco;

**Day 4:** Calvi (West Corsica);

**Day 5:** Ajaccio (West Corsica);

**Day 6:** Porto Cervo (Sardinia);

**Day 7:** Cala di Volpe (Sardinia);

**Day 8:** Elba (East Corsica);

**Day 9:** French Riviera  
(Antibes);

**Day 10:** Monaco



Also available for:

★ **MIPIM 2010** ★ **GP Monaco 2010**

★ **Cannes Film Festival**

## Transatlantic Charter on board KALIKOBASS II – Spring 2010



Package:

**Atlantic Crossing / Fast and comfortable**

**3 weeks/21 days** in the Spring from New-York to Ibiza  
or **Transatlantic passage: 12 days**  
approximately from Antigua to Gibraltar

Sailing Yacht: **KALIKOBASS II**

Length: **31.70 m**

Guests: **8 guests** + 4 crew

Rate: **7 500 €** per person

**Attractive quote on request**

**Comments:** Designed and built for charter, **Kalikobass II** raises the standard for vacations under sail. Two goals were set in the very first stage of planning **Kalikobass II**: full-on comfort for the most discerning guest and sailing excellence for her yachtman owner. The interior, lined with the cool simplicity of pale birchwood, offers escape from the heat of the day. Glove-soft suede seating in the saloon invites a recap of the day's adventures, games, a night at the movies, mellow music and fine cognac. Each cabin has a complete entertainment centre plus a refrigerator, private safe, and individually controlled air conditioning. En suite bathrooms for each cabin offer full showers. All dividing walls are insulated for sound proofing and privacy.





## Charter Motor Yacht Index



Name: **MY ALYSIA** Length: 85.30 m  
Guest/Crew: 36/32 Area: Indian Ocean-Maldives  
Rate: **696 500 €/week**



**SS DELPHINE** 78.65 m  
26-28/24-27 South of France  
**40 000 - 60 000 €/day**



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



**MY SEA FORCE ONE** 53.80 m  
10/8 Mediterranean  
**280 000 - 300 000 €/week**



**MY HANSE EXPLORER** 47.76 m  
12/14 Antarctic & Chilean Fjords  
**95 000 €/week**



**MY SANSSOUCI STAR** 47.48 m  
12/8 Mediterranean  
**42 000 - 60 000 €/week**



**MY ATMOSPHERE** 45.70 m  
10/9-10 Patagonia  
**209 000 - 250 800 US\$/week**



**MY MABRUK III** 35.00 m  
10-12/6-7 French riviera  
**70 000 - 77 000 €/week**



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



**PURE WHITE** 34.00 m  
8/22 222222  
**35 500 - 44 000 €/Week**



**MY LEPANTE** 33.00 m  
10/4 West Mediterranean  
**45 000 - 50 000 US\$/week**



**FRIDAY** 31.00 m  
8/22 222222  
**35 500 - 44 000 €/Week**



**MY TALILA** 29.00 m  
8/4 Based in Monaco all year  
**35 500 - 44 000 €/Week**



**MY MABRUK II** 27.00 m  
8/2-4 French Riviera  
**42 000 €/week**



**MY APPASSIONATA** 23.16 m  
8/3 Based in Cap d'Ail or Monaco  
**22 000 - 24 000 €/week**



## Charter Sailing Yacht Index



**SY ROSEHEARTY** 56.00 m by courtesy of Perini Navi  
10/9 West Medit. - Caribbean  
**220 000 €/week**



**SY DRUMBEAT** 53.00 m  
10/9-10 Mediterranea  
**170 000 €/week**



**SY PERSEUS** 49.80 m by courtesy of Perini Navi  
10/9 West Mediterranean - Caribbean  
**175 000 US\$/week**



**SY ANTARA** 46.00 m by courtesy of Perini Navi  
8/8 West Medit - Caribbean  
**120 000 - 150 000 US\$/week**



**QUEEN OF ANDAMAN** 41.00 m  
10/7 Southeast Asia  
**45 000 - 50 000 €/week**



**SY VAIMITI** 39.20 m  
8-10/5 Caribbean & Mediterranean  
**63 000 - 68 000 US\$/week**



**SY AXIA** 37.50 m by courtesy of Perini Navi  
8/5 West Mediterranean - Caribbean  
**65 000 - 70 000 US\$/week**



**SY CHARLATAN** 33.94 m  
6/5 West Medit - Caribbean  
**58 000 - 60 000 US\$/week**



**SY MOONBEAM OF FIFE** 31.00 m  
6/6 French Riviera  
**35 000 - 35 000 €/week**



**SY BUZZY B** 27.50 m  
8/4 South of France  
**24 000 - 30 000 €/Week**



**Catamaran LONE STAR** 25.92 m  
12/4 Caribbean  
**42 000 US\$/week**



**Catamaran MAGIC CAT** 25.00 m  
8/4 Mediterranean  
**37 500 €/Week**



**Catamaran ETOILE MAGIQUE** 24.60 m  
16-24/3 Caribbean & Mediterranean  
**15 536 €/week**



**60 OPEN EX ROXY** 18.28 m  
N/A / N/A Monaco Mediterranean  
**Upon request**



**Catamaran OCEAN'S SEVEN** 17.82 m  
8/2 Mediterranean  
**17 000 - 20 000 €/week**



## 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 its luxury...



Forget 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.

An Ibiza to New York transatlantic crossing? 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 done it, visited the places that exude exoticism, 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 wants and wishes; 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 your surroundings and we will match you to the best conditions and the best areas in that season.

#### To sail or motor?

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

#### Which 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 how you wish them to be. 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 considerable 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 plenty of time 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 at cost 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 (APA) which is

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.

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 of 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.





## ■ 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.



## BGYB at the MYBA Selection Yacht Show, 25<sup>th</sup> to the 27<sup>th</sup> September 2009



From 25<sup>th</sup> to the 27<sup>th</sup> September 2009, BGYB will be present at the MYBA Yacht show at Saint-Jean Cap Ferrat. MYBA, The Worldwide Yachting Association, only has the top brokers in their selection, thus ensuring high quality service at the show.

It will be running at the same time at the Monaco Yacht Show and there will be an incredible range of yachts present. Last year at the MYS there was an over subscription to the berths; so this year at the MYBA show, there will be a calmer, more professional atmosphere.

There is the opportunity for clients to be transferred directly from the Monaco Yacht Show to the MYBA selection. Buyers, vendors and brokers will be present at the show, enabling each party to have a more personal visit.

MYBA has linked up with Yacht Carbon Offset this year; to encourage sailors to balance their estimated emission of greenhouse gases of their yachts through projects by Yacht Carbon Offset. Thus giving sailors peace of mind knowing that their CO2 emissions are balanced by equivalent savings elsewhere.

### LOCATION

Nestled between the famous Beaulieu sur Mer and Villefranche sur Mer, Saint-Jean Cap Ferrat is truly one of the jewels of the French Riviera. Renowned for its superb weather, lovely ocean vistas and French cuisine, the peninsula has some of the most expensive real estate in the world and continues to attract the rich and famous and their superyachts.



The apex of the French Riviera's 'golden triangle', this stunning peninsula is framed by a background of famously jagged rocks. The MYBA Selection yachts will be anchored in the Rade de Saint-Hospice, within the shelter of the Cap Ferrat bay.







■ **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 10 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 3 years
- Professional consultant
- Participated in the Mini Transat, single handed transatlantic race in 2005
- Participated in the Jacques Vabre transatlantic race in 2007
- Sailor in various regattas such as the Maxi Yacht Rolex Cup and the Giraglia



**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 2 years
- MBA in International Business
- International Marketing-Management Specialisation
- Yachting experience through family shipyard



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

- BGYB representative in Moscow for over one year
- 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** - Palma Representative, +34 619 05 64 19 - [palma@bernard-gallay.com](mailto:palma@bernard-gallay.com)

- BGYB representative in Palma for one year
- 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** - Monaco Representative, +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 Posseidon 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** - New Paris Representative, +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** - Hong-Kong Representative, +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, 2<sup>nd</sup> and 8<sup>th</sup> 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** - La Ciotat Representative, +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

**BERNARD GALLAY Yacht Brokerage**

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