

**Spring 2010**



Genie, Wally 24m,  
available for charter

### Summary

- Interview B. Gallay ..... 2-4
- Brokerage News ..... 5-8
- Brokerage Index ..... 9-12
- Major Price Reduction ... 13
- Racing News ..... 14-16
- Racing Index ..... 17-18
- Charter Destinations ..... 19
- Charter Guide ..... 20
- Charter Package ..... 21-24
- Charter Index ..... 25-26
- Management ..... 27
- Yacht Show ..... 27
- BGYB Contacts ..... 28



Como, p 7



Experience Polynesia  
for Charter, p 21

Photo Eric Pined

**Magic Cat**



**BROKERAGE**



**RACING**



**CHARTER**





**Q&A with Bernard Gallay**

## A Global perspective on Yacht Brokerage

**You spent more than two decades as a professional racer, sailing the Vendée Globe and other international events. What led you to the yacht brokerage business?**

It was in fact by chance that I set off in 1981 for an Atlantic crossing. The boat ended up sinking off Newfoundland ... Then the following year in 1982, again off the cuff, and for yet another Atlantic crossing, I met the Englishman Sir Robin Knox Johnston, the first sailor ever to complete a single-handed, non-stop around-the-world circumnavigation, who is known in England as the French know Erik Tabarly, and it was him that sparked off my interest to go further into the world of sailing. Later on, I took part in the Vendée Globe 1992/1993 – single-handed non-stop around the world race – in tricky conditions, it was difficult to gather sponsors together. The spark that drove me to set up the business was during those long hours that I had all alone to think about things. It was there that I noticed on the side of Nigel Burgess' boat (an English sailor, who unfortunately disappeared during the first few days of the race), on the start line, that his name was on it, being both the logo for and the name of his company.

Up to this day, it is still one of the biggest brokerage companies in the yachting world. It was from this that I wanted, alongside my sailing career, to set up a business that would let me make the most of my sailing skills and allow me to further pursue my passion for the sea. And so I created Bernard Gallay Yacht

Brokerage – BGYB – about a year after my return. I started up the business whilst continuing to sail and compete at the same time. I worked for a long time with only one other person in the business, and it was at the end of 2005, after my second participation in the Vendée Globe in 2000–2001 and the Transat 6,50 in 2005, that I decided to hold back from competing and put 100 per cent of my efforts into the development of BGYB. Considering that the qualities of a sailor and characteristics of an entrepreneur were closely linked (anticipation, courage and perseverance), I completely surrounded myself with other internationally respected sailors – either competitors like me or yacht captains – to really push for the progression of BGYB. These personalities include Philippe Monnet (BGYB Monaco), Thierry Barot (BGYB Hong Kong), Jean- Yves Candlot (BGYB Palma), Oscar Konyukhov (BGYB Moscow), François Boucher (BGYB Paris), Nicolas Marchand (BGYB Montpellier) and Stephane Della (BGYB La Ciotat).

**Do you miss the world of racing now?**

Of course I do sometimes, but there comes a time when you have to make decisions. My career as a broker is really challenging and you must really give it your all in order to really connect with the yacht industry. I really enjoy what I do at the moment. Although, I do get to sail when I am on holiday ...





#### **Who owns these kinds of yachts?**

The largest yachts are often offered for charter with a professional crew. More than often, the yachts are owned by companies and are commercially registered which excludes them from VAT (tax free). This makes them much more competitive for chartering, compared to some non-commercial yachts, which can charter but have to charge their clients for VAT (in the case of charters in Europe). The constraint that comes with these commercial yachts is that their shareholders, when they want to go on board, have to charter their own yacht. Yachts between 20m and 25m are often privately owned and are consequently less convenient for chartering. For yachts of more than 25m, the yachts often need an experienced crew and a more professional management. It is from this length that we often intervene and take on the management of yachts. Yacht management is a full-on job that includes, for example, crew management, accounting, logistics support, legal assistance, insurance management, charter marketing management, technical assistance, assistance with ship certificates of compliance with the standard in effect (MCA, ISM etc.).

#### **What are the jobs that BGYB deal with?**

Our principal activity lies with the sale and purchase of yachts 20 metres and above. The largest yacht that we have sold was 53 metres long and was sold at a value of around 20 million euros. We have also successfully set up our charter sector of the business, which started a few years ago. All of the yachts that we have on our listings for charter, come with a crew. Thanks to an international network which has been formed over many years, we are able to offer a wide range of great destinations to our clients in all of the world's most beautiful places.

For many years now, we have also been developing the yacht management that our company offers. In response to the many owners who worry about the responsibility of looking after their yachts, we find solutions to their problems and manage their yachts daily so that they get the chance to really enjoy them without any troubles.

#### **So what would be the average price to charter a yacht for a week?**

Prices vary according to the size of the yachts and the number of crew members. The minimum rate for a week's charter with a crew on board would cost about 15,000€ for a yacht of approximately 20 metres with two or three crew members (captain, stewardess/chef and deckhand), and that can accommodate about six to eight guests. This price can climb up to 300,000 € for a super yacht of about 80 metres and fifteen crew members, who can take care of about fourteen guests. All of the yachts we offer are luxurious, with high standards of service and refined cuisine.

#### **And the yachts, can you give me a rough idea of how much one would cost?**

The prices of yachts vary and fluctuate depending on the size of yachts. For yachts over 20m it can vary from between 1 million euros up to tens of millions of euros. Three of our most recent sales have been a 53m sailing ketch and two motor yachts (45m and 40m), with values of 20 million euros, 6 million euros and 12 million euros respectively. One of our industry colleagues has a yacht of 80 metres on his listings which is on offer for 125 million euros – it truly is a floating palace.

The prices of yachts between 15 and 20 metres can go for a value between a few million euros and hundreds of thousands of euros.



#### **How did the economic crisis affect the super yacht market?**

For us, the crisis really hit town at the beginning of 2008. The year 2007 really was a fantastic year for us as we sold yachts of 53m, 45m, etc. from a few million euros to tens of millions of euros.

However, the year of 2008 was hard from the beginning. The market became tougher rapidly, prices were incredibly high and the demand for yachts dropped dramatically. Our income dropped to about 30 per cent and this continued until the month of October 2008. Following this the last three months of 2008 were dead calm ... Since then the market has evolved, some owners started to drastically lower their prices to cater for clients, and sales have been coming back slowly, even though the yachts have been sold at about 30 per cent lower than in 2007. I don't think that it was a sign that the market was restarting, but mainly a sign that with more reasonable prices, some clients would take advantage of the opportunity. In this respect, the year of 2009 has been markedly better than 2008 for BGYB.

#### **Can you tell us about the yacht brokerage market?**

It is a very confidential market and very international. The origin of the clientele has changed a lot in the past years and new clients are emerging from countries such as the East Indies, China and Russia.

After the opening of offices in Russia, Spain (Palma) and Monaco, in 2009 we decided to open up an office in Hong Kong in order to cater for the Asian market. As an example of how international the clientele is, the charter side of the business has, for a year now, really progressed for us with Brazilian clients, which isn't really astonishing considering that it has a very elitist yachting community in the country and its yachting clubs are very exclusive.

Even though the market is worldwide, the position of the yachts is very concentrated, for example in Europe, they are located for the most part in the French and Italian Riviera, Palma de Majorca; in the USA, they are found in Florida, New Jersey, Newport (Rhode Island); and in Asia, they are found in the Hong Kong area.

#### **What are the current projects for BGYB?**

We have finished completing our new website and are working on the setting up of new communication and internal management tools. Equally, we are hoping to open our next office on the coast of the USA – we are looking at New York and Miami as these are really essential footholds for large yachts in the United States.

London also interests us because it is a really important city for yacht brokerage and upmarket charters.

#### **So what do you have on your listings at the moment that is exciting?**

For example, we currently have a superb sailing yacht Lupa of London: a Baltic 78 with a canting keel like those on racing yachts; she is an elegant pedigree and an outstanding yacht, with a price of 2.2 million euros.

We also have Como, a magnificent motor yacht of 40 metres, built by Alloy Yachts in New Zealand, completed in 2007, who has won two famous awards for her technical quality and her exterior and interior design. Como is for sale for 14 million euros. There is also this amazing sailing prototype, the 30 metre Alfa Romeo 2, which is probably the best maxi yacht in the world for participating in regattas such as the Porto Cervo Rolex Cup or for taking part in offshore races such as the Sydney Hobart Race. Alfa Romeo 2 is for sale 2.2 million euros.

#### **And when are you next going sailing?**

The company and its development come first. After that, we will see. It is always great to dream about returning to the sea and enjoying it, but that will have to come a little later ...

***This interview appeared  
in the latest issue of YachtWorld.com***







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

2005. Designed by Reichel Pugh. Built by Mc Conaghy - New Zealand. A master piece of technology and performance. Very high pedigree. **Line Honours Winner of the 2009 Rolex Sydney Hobart Yacht Race.**



### 60ft ORMA Trimaran "GEANT"

2002. Winner of THE TRANSAT 2004 and ROUTE DU RHUM 2002. A great potential winner.



### 90ft "BUZZY B"

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





### 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.**



### 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.



**85ft “SUN TENAREZE” 2004** - After six years around the world, SUN TENAREZE has proved to be reliable, safe, fast and extremely comfortable. Being still owned by her first owner and with still her first captain on board, she is now for sale and maintained in great condition. Her crew is prepared to transmit the great experience and knowledge of the boat they have built up during almost 6 years of cruising on board.





### 135ft Alloy Yachts "COMO"

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

**2007** - COMO is a stylish, modern, raised pilothouse design with a sailboat look, low profile and a huge flying bridge.

Boosting an upper saloon gives her as much space as a 50 metre motor yacht. She is ideal for summer conditions in the Mediterranean : she looks different with a cool feel.

The workmanship at Alloy Yachts is exceptional. The interior finish equals the best design of the European yards, and the level of engineering is second to none.



In 2007, COMO won :

- the International Superyacht Society Design award for the Best Interior Design during the Ft Lauderdale Boat Show.
- the Best Motoryacht Exterior Styling prize at the Boat International 2007 World Superyacht Awards.



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





**Morgan 70 "MATHIGO"** 2007. Kevlar composite built from the board of Tom Fexas, she is a true gentleman's yacht with a special classic touch inspired from the lobster boats in Maine. She is both fast and seaworthy, extremely comfortable and luxurious.



**Worldwide Central Agent**

**120ft "NAHEMA" New Construction**

A new and unique design built in order 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 Carribean and the Mediterranean. She is in the utmost condition, having been maintained by a permanent crew. Her cockpit upholstery was redone in 2008.



■ **BROKERAGE INDEX** ■

**Motor Yacht Index**



**COMO** Alloy Yachts 134ft  
41,40 m 2007 10 guests  
14 000 000 €



**PURE WHITE** Leopard 34  
34,11 m 2007 8 guests  
5 900 000 €



**LEPANTE** Ocea Commuter 108  
32,70 m 2004 10 guests  
3 500 000 €



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



**FRIDAY** Leopard 31  
31,00 m 2007 8 guests  
5 500 000 €



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



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



**ATTILA V** Displacement Motor Yacht  
29,55 m 1989 10 guests  
~~790 000 €~~ 480 000 €



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



**YIALOUSA** Guy Couach 2800  
28,00 m 2001 8 guests  
~~2 000 000 €~~ 1 200 000 €



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



**TENE0** Sunseeker Predator 82  
24,97 m 2006 8 guests  
2 590 000 €



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



**CELESTIAL** Navarcantieri P 21 S  
22,60 m 1997 8 guests  
~~750 000 €~~ 675 000 €



**LA LUTINE** Motor Yacht  
22,04 m 1957 8 guests  
425 000 €





**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 €~~ **690 000 €**



**FELICITY II** Ferretti 58  
18,50 m 1991/2003 8 guests  
~~395 000 €~~ **290 000 €**



**VOGUE III** Azimut 58  
17,64 m 2000 6 guests  
**670 000 €**



**HOOP** Classic Tug  
17,50 m 1907 4 guests  
**495 000 €**



**MISTAKE I** San Lorenzo 16  
16,20 m 1976-2006 6 guests  
**110 000 €**



**THEO** Technomarine 55  
15,00 m 1988/2000 4 guests  
**220 000 €**



**SUANE** Pershing 45  
14,20 m 1999 4 guests  
~~330 000 €~~ **220 000 €**



**BAGHEERA** Pershing 40  
12,80 m 1995 4 guests  
**130 000 €**



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



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





## Sailing Yacht Index



**PRINCIPE PERFEITO** 3 mast Schooner  
41,52 m 1943 200 guests  
**1 650 000 €**



**NAHEMA** 120ft Catamaran  
35,00 m Under construction 8 guests  
**14 000 000 €**



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



**GARANÇE** Steel Ketch  
28,00 m 1996-2008 10 guests  
**790 000 €**



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



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



**SUN TENAREZE** Catamaran-JFA  
25,75 m 2004 8 guests  
**NEW FOR SALE** **3 500 000 €**



**AGNETA** Classic Yawl  
25,03 m 1950 6 guests  
~~1 700 000 €~~ **1 450 000 €**



**LUPA OF LONDON** Baltic 78 Custom  
23,95 m 2000 8 guests  
~~2 500 000 €~~ **1 950 000 €**



**ZIA** Ketch, wooden  
22,75 m 1958 8 guests  
~~450 000 €~~ **390 000 €**



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



**IKRA II** Presles 72  
21,95 m 1980 6 guests  
**575 000 €**



**SAINT AUBERT 3** Huntingford, centre board ketch  
21,30 m 1985 8 guests  
~~450 000 €~~ **300 000 €**



**JAIPUR** Jeroboam  
21,00 m 1991 6 guests  
**750 000 €**



**BILLY BAKER** Stanfast Yachts - Holland  
20,47 m 1993 8 guests  
~~690 000 €~~ **490 000 €**





**KRISS** Sloop  
20,80 m 1985 6 guests  
250 000 €



**KALAO** Maxi Dolphin 65  
20,01 m 2003 6 guests  
**NEW FOR SALE** 1 300 000 €



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



**NAUSICAA** Sloop aluminium 66ft  
20,00 m 2006 10 guests  
~~770 000 €~~ 650 000 €



**ALBE** Sail / Gaff Cutter  
19,20 m 2005 4 guests  
490 000 €



**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 €



**ALIDADE** Catana 58  
17,70 m 2004 8 guests  
870 000 €



**THYRANISSI** Ketch  
17,50 m 2005 6 guests  
320 000 €



**ETEL** Feeling 546v  
16,91 m 1992 10 guests  
~~200 000 €~~ 189 000 €



**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 €



**KAFILA** Nauticat 52  
15,70 m 1984 6 guests  
200 000 €



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



**SARANAIA** Saranaia 50  
15,00 m 2005 6 guests  
260 000 €



## MAJOR PRICE REDUCTIONS



**Billy Baker** 1993. STANDFAST YACHTS – Holland. A nice and well built cutter rigged sloop. Built for long distance cruising. Her deck layout has been successfully designed by Ed Dubois and makes her very easy to sail and to handle with only two crew members. She is safe, reliable, comfortable and seaworthy.

~~690 000-€~~ **490 000 €**



**Attila** 1989. Displacement Motor yacht built from steel for the hull and aluminium for the decks and cockpits. Very seriously and strongly built. Very spacious accommodation for up to 10 people + 1 skipper and 4 crew. The owner and guests staterooms are particularly large indeed. Technically ATTILA V is very reliable.

~~790 000-€~~ **480 000 €**



**Nausicaa** 2006. 66' Sloop. NAUSICAA is a sensational yacht which boasts individuality with its 240° panoramic view. On board this yacht you will find the comfort of the catamaran and the pleasure of a monohull. NAUSICAA has been a huge success for charter during the summer of 2009 and particularly for her first charter season.

~~770 000-€~~ **650 000 €**



**Yialousa** 2001. GUY COUACH 2800.

A fast, long range motor yacht with fly bridge for cruising comfortably for up to 8 guests. No vibration, technically perfect and up to date.

~~2 000 000-€~~ **1 200 000 €**



**Aegir** 1995. LEVRIER 18

A very strong and light cruising sloop which ensures excellent performance, great comfort and quality design comparable to racing Open monohulls.

~~590 000-€~~ **420 000 €**



**Fidji III** 185 FLY GUY COUACH

Motor yacht with fly bridge, designed for the open seas. Very reliable and can welcome 2 couples in maximum and luxurious comfort. Only two owners – rarely used (around 350 hours in April 2008)

~~720 000-€~~ **690 000 €**





### 72ft Mini Maxi "ALFA ROMEO 3"

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



### 60ft Trimaran "HIQ"

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





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



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



**60ft Imoca "GREAT AMERICAN III"** 1999. Nivelt design. She is fast and extremely reliable. She finished 9<sup>th</sup> in the last Vendee Globe with veteran Richard Wilson.





60ft Open Imoca "UUDS" 1994. Ex GEODIS winner of the 3rd Vendée Globe.



RORC Yacht Of The Year - 60ft "SOLUNE"

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



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



■ RACING INDEX ■

Racing Index



**ALYE PARUSA** Maxi Open monohull  
27,00 m 2000  
~~1 000 000 €~~ **750 000 €**



**ALFA ROMEO 3** Mini Maxi  
21,80 m 2008  
**2 500 000 €**



**AKENA** 60 Open IMOCA  
18,28 m 1998  
~~490 000 €~~ **390 000 €**



**ARTECH 60** 60 Open IMOCA  
18,28 m 2002  
~~420 000 €~~ **270 000 €**



**CHEMINEES POUJOULAT I** 60 Open IMOCA  
18,28 m 2000  
~~450 000 €~~ **350 000 €**



**GLOBE - EX BAGAGES SUPERIOR** 60 Open IMOCA  
18,28 m 1992  
~~260 000 €~~ **180 000 €**



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



**HIQ** Trimaran ORMA 60ft  
18,28 m 1998  
**MAJOR PRICE REDUCTION** **600 000 €**



**LE CIGARE ROUGE** 60 Open Yawl  
18,28 m 1991  
**140 000 €**



**NOKIA** Trimaran ORMA 60ft  
18,28 m 1988  
~~300 000 €~~ **200 000 €**



**PAKA BIZKAIA** 60 Open IMOCA  
18,28 m 2005  
**600 000 €**



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



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



**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 €~~ **200 000 €**



## Racing Index



**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 €**



**IAPUKA, ex Brannec** 50 ft Open  
15,24 m 1993  
**95 000 €**



**SPIRIT OF RACE** 50 ft Open  
15,24 m 1999  
~~120 000 €~~ **110 000 €**



**NEAR MISS** GP 42  
12,80 m 2008  
**500 000 €**



**SEAWOLF 2** GP 42  
12,80 m 2008  
Price upon request / offers welcome



**AZAWAKH III** Jumbo 40  
12,18 m 2006  
~~190 000 €~~ **150 000 €**



**JUMPA LAGI** Pogo 40  
12,18 m 2009  
**250 000 €**



**LA DAME DU VEILLON** Pogo 40  
12,18 m 2005/2006  
~~190 000 €~~ **150 000 €**



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



**MISTER SWING** A 40  
11,99 m 2004  
~~99 500 €~~ **95 000 €**





# Charter

**B**GYB has successfully developed its charter activity and today we have a selection of some of the world's most magnificent yachts for charter. We have organised both private and corporate charters worldwide and we offer our clients impeccable standards of professional and personal services.

Classic, contemporary, fast, tranquil, formal or friendly, the BGYB charter team will find you the best fit for particular chartering requirements. Once you have decided on the type of charter that you wish to experience, the BGYB charter team will put all their efforts into finding the best yacht and the best destination.

**BGYB assets:**

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

## DESTINATIONS

### West Mediterranean

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

### East Mediterranean

- Greece
- Croatia
- Venice
- Turkey

### Caribbean

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

### Indian Ocean

- Maldives
- Seychelles

### Pacific Ocean

- Polynesia
- Galapagos Islands
- New Zealand

### Other Destinations

- Scandinavia
- South East Asia
- South America



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

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



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.

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

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

*Tempted ?*



by courtesy of Perini Navi

### Step 1: Creating the perfect charter

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

#### Who is the charter for?

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

#### Where and when to go?

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

#### To sail or motor?

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

#### What activities to do?

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

#### On board preferences?

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



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

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

### Step 3: Finalising your charter

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

The charter fee includes the charter of the yacht with its crew, fully equipped and fully insured. The Charterer will be charged for all other expenses such as fuel, berthing costs and harbour charges, food and beverages and any other special services that you may request. In order to cover these costs we will require an advanced provisioning allowance (APA) which is 20% - 30%

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.

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





## MAGIC CAT, now berthed in Polynesia



### MAGIC CAT

Type: **Fast cruising catamaran 82'**

Builder: **Multiplast (France)**

Naval Architect: **Gilles Ollier**

Length: **25 m**

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

Charter area: **Polynesia**

Charter Rate: **37 500 €** per week  
plus expenses (MYBA Terms)



**MAGIC CAT** is now berthed and available for charter in Polynesia for the whole 2010 summer season. This is a fantastic new BGYB opportunity and not to be missed. Not only is she a superb yacht, but with her diligent new crew and fantastic new destinations it really is a fantastic offer.

### A Unique Vessel: new Interior Design

**MAGIC CAT** is one of the fastest cruising yachts in the world and furthermore you can charter her in total comfort and perfect safety. Her interior has just been re-designed by Franck Darnet Design. She is in immaculate condition after a major refit in 2007 and 2009. She has been fantastically well maintained by an experienced captain and his new crew.

### A Friendly, Experienced and Professional Crew

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

### A Great Destination: South Pacific

The Islands in the South Pacific are some of the most unspoilt and most beautiful locations in the whole world. From Fiji, to French Polynesia to the Cook Islands: every island you visit will be a hub of tranquility and beauty. BGYB Charter holidays will take you to some of the most exclusive islands where you can snorkel amongst tropical fish, sunbathe on unspoilt, white beaches next to gloriously transparent seas and you can explore some of the volcanic islands.

All of these islands are right in the middle of the South Pacific: far away from any form of Western Civilisation. They are the epitome of "desert islands" where you can truly escape from the world. They are also some of the only islands in the world where you can enjoy the untouched wildlife.

As there are so many stunning places to visit in the South Pacific, below are some suggested itineraries for our clients which would allow them to see the best of the South Pacific.

### French Polynesia Suggested Itinerary

**Day 1:** Huahine Island is one of the first places to discover in French Polynesia. It is 2 islands (Huahine Nui and Huahine Iti) that are connected by a bridge. It is known to be the most relaxing and also the most beautiful place to discover.

**Day 2:** Raiatea Island is a simple island full of lush scenery. You can really discover your adventurous side and explore the secluded island.

**Day 3:** Taha Island is the sister island of Raiatea. You can really take in the beauty of French Polynesia here and relax.

**Day 4:** Bora Bora Island is one of the most popular places to visit in the South Pacific: amazing snorkeling, scenery, gastronomy and atmosphere.

**Day 5:** Moorea Island is another very popular destination in French Polynesia with stunning natural beauty. There are mountains, beaches and clear blue waters that you can explore.

**Day 6:** Papeete Island is the largest island in French Polynesia with much glamour. You can finish your charter holiday here by shopping, eating delicious food and once again, taking in the unparalleled beauty of French Polynesia.





## Long Time Charter on board VAIMITI



Sailing Yacht: **VAIMITI**

Length: **39.20 m**

Guests: **8 guests + 5 crew**

Charter Rate on Application



### Worldwide Adventures

BGYB offers you the opportunity to spend months away at sea on a "long time charter" holiday on **VAIMITI**. She is a fantastic yacht and you can spend your time feeling at home on this long time charter. You can sail to all corners of the world, discovering and exploring islands and countries that are simply stunning. Below is an example of a route that you can take:

**Month 1** – Europe: From the artistically influential city of Venice, Italy, to the labyrinthine Dubrovnik, to the volcanic Sicily and to the glamorous Principality of Monaco: your choice is endless.

**Month 2** – Following Europe you can take an adventure and experience pure escapism in the Atlantic Ocean. You can then visit the exotic Caribbean Islands for a tropical climate and island hop from one paradise to another.

**Month 3** – From the Caribbean you can travel through the Panama Canal, Mexico and sail across to the Galapagos Islands. They are the world's second largest Marine Reserve with only 4 inhabited islands. There is so much to do on these islands from diving with sea lions, surfing, relaxing on the beaches and seeing some of its rare and incredible wildlife.

**Month 4** – Sailing from the Galapagos and across to the South Pacific. The Islands here are some of the most unspoilt and most beautiful locations in the whole world.

From Fiji, to French Polynesia and to the Cook Islands: every island you visit will be a heaven of tranquillity and beauty.



## Venice-Dubrovnik on board SANSSOUCI STAR



### SANSSOUCI STAR

Type: **Motor yacht**

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

Rate: **65 000 €** per week + 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 provides a perfect balance 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. On leaving Split, guests can finish off their yacht charter expedition and head to Korcula's dreamy beaches before arriving in Dubrovnik."





## Glamorous Itinerary on board CRAZY TOO – Summer 2010



Yacht: **CRAZY TOO**  
Type: **Mangusta 108**  
Length: **33 m**

Guests: **8 cruising** - Crew: 5  
Charter Rate 2010: **80 000 €** per week  
+ expenses, MYBA Terms.



**Comments:** Majestic, the 108' has rare versatility. A cruiser yacht or day cruiser, it adapts to the inspiration of the day from its owner. Whether it be at speeds in excess of 40 knots or at anchor, passengers will be able to enjoy all the features.

### The Route suggested:

<b>Day 0:</b> St Tropez;	<b>Day 6:</b> Porto Cervo (Sardinia);
<b>Day 1:</b> Cannes;	<b>Day 7:</b> Cala di Volpe (Sardinia);
<b>Day 2:</b> Nice;	<b>Day 8:</b> Elba (East Corsica);
<b>Day 3:</b> Monaco;	<b>Day 9:</b> French Riviera (Antibes);
<b>Day 4:</b> Calvi (West Corsica);	<b>Day 10:</b> Monaco
<b>Day 5:</b> Ajaccio (West Corsica);	

### Also available for:

♦ **MIPIM 2010** ♦ **GP Monaco 2010**  
♦ **Cannes Film Festival**

## Les Voiles de Saint-Tropez on board ALIX – Fall 2010



Dates: **2010 end of September**  
**beginning of October**

Sailing Yacht: **Alix**, Swan 90

Length: **27.71 m**

Guests: **8 + 3 crew**

Charter rate: **44 000 €** per week + APA



**Comments:** With over 300 seafarers and almost 300 modern and traditional sailing boats, an endless amount of encounters and images are guaranteed to stay long in your mind after this event. Festivities, entertainment, competition and dreams will once again be the key ingredients for this unique event, held at an exceptional site.

**Alix** is a versatile high performance yacht with racing pedigree that combines superior cruising capabilities with the inimitable style of a Nautor's Swan, designed for comfort and performance. The yacht was designed by German Frers and built by Nautor Swan Finland in 2009. With her refined lines and sleek carbon hull, this high tech racing boat is well suited for extended cruising.

**Alix** offers a spacious deck area with one cockpit which extends from the saloon entrance back to the helm with no bridge deck. Her luxurious, spacious and stylish main salon invite guests to socialize, sit, relax and enjoy a convivial drink. You will find in the salon and the cabins a Bose A/V receiver & Sony TV connecting to an iPod Apple Universal Dock. She is equipped with state-of-the-art electronics, navigation equipment and safety devices. The fully equipped kitchen will provide delicious meals according to your personal tastes and dietary requirements. You will enjoy a culinary delight which will make your holidays unforgettable.





## Galápagos Charters



**Cruising the Galapagos Islands** is the best way to see this Unesco World Heritage Site. These Galapagos yachts and boats can be chartered on a crewed basis. Bare boat charter is not possible. As the Galapagos cruises are tightly controlled, there is much demand and so charter reservations must be made well in advance.



### Naturalist, Active and Family Cruise Itinerary

**Day 1:** Meet your bilingual guide at Baltra Island. Explore Las Bachas beach and encounter exotic wildlife.. Snorkel in the clear waters of the Pacific Ocean and enjoy cocktails and dinner with the crew.

**Day 2:** Head towards the Plazas Island and discover the colourful wildlife, particularly the sea lions and iguanas. Continue to Santa Fe Island and marvel at the giant cacti and land tortoises. Finish the day by swimming with the playful sealife.

**Day 3:** Continue onto Espanola where animals reign supreme. Gaze at the blue footed boobies that nest and if lucky watch their infamous dance. Pass by the giant blowhole of El Soplador and head onto Garner Bay, a great place for snorkeling and sunbathing.

**Day 4:** Continue to Floreana. Discover the flamingos of Punta Cormorant and the turtles of Carolina Beach. Swim with white-tipped sharks in the sub-marine crater of La Corona del Diablo. Finish off with lunch in the Post Office Bay.

**Day 5:** Move onto Santa Cruz Island and see the island's rare land tortoises. Also visit the beautiful town of Puerto Ayora and indulge in a bit of shopping. From Charles Darwin Station, take a bus to the airport for departure.

**Day 6:** Wake-up on the breath-taking Island of Rabida and discover the island's exotic bird life. After lunch head to Egas Port of Santiago Island and watch the nearly extinct fur seals.

**Day 7:** Our second day on Santiago Island takes us to Sullivan Bay. Encounter penguins and other arctic and tropical creatures. After lunch, sail to the actively volcanic Bartolome Island and snorkel in the sea or climb to the breath-taking island's summit. Reunite on the boat for good-bye cocktails and dinner.

**Day 8:** Our last stop takes us to North Seymour Island, where you will witness the striking courtship of the frigatebird. After, sail back to Baltra to disembark.



**JOURNEY I**, Length: 27 m  
Guests: **16 guests**  
Charter Rates: **64 800 US\$/week**



**ALTA**, Length: 42 m  
Guests: **16 guests**  
Charter Rates: **69 000 US\$/week**



**NINA**, Length: 31 m  
Guests: **16 guests**  
Charter Rates: **65 950 US\$/week**  
**59 950 US\$/week**

Other yachts available on our website

## Special Events on board LADY EMMA – Spring 2010



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**



**Comment:** 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. The saloon and adjacent formal dining areas are luminous and spacious, with immense windows giving a wonderful view and providing both the sensation of space and coziness. Each of the four cabins are equipped with separate and en-suite bathrooms and conceived in the same elegant and warm tones of the living area. The yacht is designed to give the utmost privacy to guests. However, the most attractive part of the yacht is her extremely large fly area, measuring 58m<sup>2</sup> with a jacuzzi, forward sunbathing area, two large aft sunpads and a lunch dining area

♦♦ Event: **GP Monaco** - Dates: **20-23 May 2010**

**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: **12-23 May 2010**

**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, this yacht will also allow you to organise lavish private receptions and unforgettable cruises.



■ **CHARTER INDEX** ■

**Charter Motor Yacht Index**



Name: **MY ALYSIA** Length: 85.30 m  
Guest/Crew: 36/32 Area: West Mediterranean  
Rate: **696 500 €/week**



**SS DELPHINE** 78.65 m  
26-28/24-27 East Mediterranean  
**50 000 €/day**



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



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



**MY SANSSOUCI STAR** 47.48 m  
12/8 Mediterranean  
**65 000 €/week**



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



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



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



**MY PURE WHITE** 34.00 m  
8/5 West Mediterranean  
**80 000 €/Week**



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



**MY CRAZY TOO** 33.00 m  
8/5 West Mediterranean  
**80 000 €/week**



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



**MY LARMERA** 27.00 m  
8/4 South of France  
**48 000 €/week**



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



**MY LAMPQUICK** 26.30 m  
9/4 West Mediterranean  
**35 000 €/week**



## Charter Sailing Yacht Index



**SY ROSEHEARTY** 56.00 m by courtesy of Perini Navi  
12/9 West Mediterranean - Caribbean  
200 000 US\$/week



**SY DRUMBEAT** 53.00 m  
11/10 South East Asia, South Pacific  
170 000 €/week



**SY PERSEUS** 49.80 m by courtesy of Perini Navi  
10/9 South Pacific, Australia  
175 000 US\$/week



**SY ANTARA** 46.00 m by courtesy of Perini Navi  
12/8 West Mediterranean - Caribbean  
80 000 - 99 000 €/week



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



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



**SY AXIA** 37.50 m by courtesy of Perini Navi  
6/6 West Mediterranean - Caribbean  
55 000 - 65 000 US\$/week



**SY CHARLATAN** 33.94 m  
6/5 South Pacific  
60 000 US\$/week



**SY MOONBEAM IV** 31.00 m  
6/6 West Mediterranean  
45 000 €/week



**SY BUZZY B** 27.50 m  
8/4 South of France  
26 000 €/Week



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



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



**GENIE** 24 m  
12/3 West Mediterranean  
30 000 €/week



**PIXELION** 19,54 m  
7/2 West Mediterranean  
18 000 €/week



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



## ■ NEW CONSTRUCTION & REFIT ■

### Design and new construction

#### Rigour & Sharing Experiences

##### Our Commitment & Service:

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

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

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

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

### Refit & Project Management

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

#### 1. Preliminary Phrase

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

#### 2. During the refit

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

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

#### BGYB's Qualities

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



Nahema, 120ft catamaran



Hortense, 90ft Motor / Sailor



Trimaran 60ft Racing/Cruising



## BGYB at the Antibes Yacht Show, 08-11 April 2010



For the fourth consecutive year, the Antibes Yacht Show heralds the start of the yachting season in the Mediterranean.

This spectacular key event will take place in the largest pleasure harbour in Europe, Antibes from the 8th to the 11th of April 2010.

It is the only Brokerage and Charter Show in the Mediterranean before the yachting season.

With over one kilometre of quay, the show stretches from The Ramparts at the foot of the town along the Bastion Saint-Jaume to the famous Millionaires Quay. Visitors will be able to admire a wide range of beautiful yachts for sale or charter measuring up to 60m; as well as a variety of exhibitors of all different yachting sectors. In 2009, the amount of visitors grew and, some 12 000 yachting lovers came to the show.



We will be pleased to present the 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.

Made of advanced high technology materials and methods in order to reduce weight and enhance performance, LUPA OF LONDON boasts a canting keel to improve sailing stability, allowing the yacht to sail more upright and being more peaceful for the guests.

Her flush deck and sleek lines will excite the most moderate of sailor, yet performance will excite the most qualified.

She is the ideal boat to combine enjoyable cruising and exciting racing events such as St-Barth Bucket or Voiles de Saint-Tropez regattas.





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

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

- Founded the company in 1994
- MYBA Member since 1996
- A professional rugby player and experienced skipper: participated in 2 Vendée Globe in 1992 & 2000, single handed sailing race around the world without help or stopovers
- America's Cup in 1986/1987
- 12 Transatlantic races from 1981 to 2005



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

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



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



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

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



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

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



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

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



■ **Palma de Mallorca - Jean-Yves CANDLOT** - Palma Representative, +34 619 05 64 19 - [palma@bernard-gallay.com](mailto:palma@bernard-gallay.com)

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



■ **Monaco - Philippe MONNET** - 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

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