



Broad Reach



New Bavaria 34 Cruiser. Buy for charter management or private use.

Dear

Welcome to Broad Reach, the yacht sales e-newsletter from Horizon Yacht Sales – authorized dealer for [Bavaria Yachts](#), and [Fountain-Pajot catamarans](#).

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10th Anniversary Special Offer.

Horizon Yacht Charters is **10** years old!. We've chosen to mark the occasion with a very special offer: Buy any new boat from us throughout 2008 and we will *give* you the following package for absolutely nothing!*

- Standard Horizon CP300 7" Colour GPS Chart Plotter (incl. Caribbean C-Maps electronic charts)
- Icom 422 VHF (incl. antenna and cable)
- Delta anchor with 165' chain
- Xantrex 2000 Watt inverter/charger with Link 2000 Battery Monitor
- Upgraded house batteries (4 x 6V golfcart batteries)
- Mooring kit (4 dockline + 4 fenders)



Just some of the items in our 10th Anniversary Special Offer.

This offer is worth a total of \$10,000 (\$10,000 for 10 years - see what we did there?)

*Subject to availability and new yacht purchase balance paid in full.

Charter management with Horizon Yacht Charters - how it works.

If you dream of owning a yacht in the Caribbean, you will want your pride and joy to be well cared for while you are not there and that costs money. To offset the costs of ownership, charter management is an easy way to have your cake and eat it.

But why Horizon Yacht Charters? Well, we only sell quality yachts that you actually want while providing a personalised boutique service designed to suit your specific needs. You will know your yacht is in the best hands in the business, with people



New Bavaria 40 Cruiser - Order now and be ready for the new 2008-09 season.

who care for your boat like it is their own. And when you call to chat, you will talk directly to the people who live and work here, looking after your boat on a day-to-day basis. With Horizon, you're more than a number and so is your boat.

Horizon offers two management programmes: Maximum Income and No Expenses.

Maximum Income: As the owner, you receive 80% of net revenue from your yacht and pay the costs of the boat (dockage, insurance, maintenance, turnarounds, annual haul and launch etc). What is left is net revenue to you and this can be around 8-10% return on purchase price. Additionally, under this programme you can have *unlimited use of you yacht*.

No Expenses: You receive 25% of net revenue from your yacht and Horizon takes care of all of the costs (excluding capital asset

replacement). With this programme you are limited to four weeks of use per year but do not have to be involved in the minutiae of charters. Returns here can be around 6-8% on the purchase price.

With both programmes, we don't make you commit to five years either. It's your boat, if you want to charter for a shorter time then that's fine with us, we make the programmes flexible to suit your needs.

For more information on potential net revenue or to discuss the programmes in more detail, [contact our sales manager](#) at the BVI office.

Sail Away Prices

Our Sail Away yachts are offered at spectacular prices and come ready to sail from our docks in the BVI. At [Horizon Yacht Charters](#), we understand that each owner has different needs and requirements for their boats. We are renowned not only for our immaculate charter fleets, but also for our expertise in systems specifications and engineering solutions enabling the [private yacht purchaser](#) to get exactly what he requires in his yacht, from electronics to rigging and mechanics to sail cloth.



Fountaine Pajot Orana 44. Buy for charter management or private cruising.

Sail Away prices:

Bavaria Yachts

Bavaria 31	-	\$113,000
Bavaria 34	-	\$140,000
Bavaria 38	-	\$167,000
Bavaria 40	-	\$188,000
Bavaria 42	-	\$215,000
Bavaria 46	-	\$264,000
Bavaria 50	-	\$330,000
Vision 40	-	\$233,000
Vision 44	-	\$261,000
Vision 50	-	\$330,000

Fountaine Pajot Catamarans

Mahe 36	\$296,000
Lavezzi 40	\$403,000
Orana 44	\$548,000
Salina 48	\$709,000
Eleuthera 60	\$1,415,000
Galathea 65	Please contact for pricing.

Charter Ready Prices

Cruise on your own yacht in crystal clear Caribbean waters, considered by many to be the best sailing grounds in the world. Realise the dream and cover your costs with [Horizon Yacht Charters' Ownership Programme](#). Yacht prices are inclusive of our comprehensive custom charter package (including rigging,

sail, electrical, electronic and engine upgrades, as well as RIB dinghy and outboard motor). Price also reflects commissioning and delivery to the Caribbean.

Bavaria Yachts

Bavaria 34	-	\$183,000
Bavaria 38	-	\$209,000
Bavaria 40	-	\$242,000
Bavaria 42	-	\$266,000
Bavaria 46	-	\$317,000
Bavaria 50	-	\$385,000
Vision 44	-	\$313,000
Vision 50	-	\$382,000

Fountaine Pajot Catamarans

Mahe 36	\$355,000
Lavezzi 40	\$453,000
Orana 44	\$598,000
Salina 48	\$828,000 (incl. generator and air conditioning)
Eleuthera 60	Please contact us for pricing
Galathea 65	Please contact us for pricing

Try before you buy

Take the ultimate test sail by [chartering a yacht](#) from any of our bases. Should you subsequently buy a similar new yacht within the following three months, we will deduct up to a week's charter fee from the purchase price.



Brokerage

This edition's featured brokerage yacht is a [2004 Bavaria 38](#) currently based in our Grenada charter fleet. A proven performer, this fine yacht has two cabins and one spacious head/shower. Also featuring many additions including stack-pack, dodger, bimini, dinghy and outboard, deep lead keel, engine upgrade and much more. This boat is also available to stay in our thriving fleet in the beautiful Grenadines.

To view all of our used boats for sale, [click here](#). All yachts are in immaculate condition and many are available to remain on charter.

2004 Bavaria 38 - based in Grenada and available for charter management.

Contact Us

For information on any of the above please contact our Yacht Sales Manager on (+1) 284 494 8787 or info@horizonyachtcharters.com.

Many thanks from the Horizon Team and we look forward to welcoming you aboard!

All pricing and information is subject to change without notice.



CARIBBEAN DEALER FOR:



APPROVED AGENT:



Horizon Yacht Charters is the authorised dealer for Bavaria Yachts and approved agent for Fountaine-Pajot Catamarans.

