

New Delphia 34' – Member's Opportunity

As you would be aware, we at Yacht Sales Australia on the MHYC Marina are the Australian & New Zealand agents for Delphia Yachts Poland. Delphia have just released several new models and are keen for us to display, in particular their new D34' yacht at the forthcoming Sydney Boat Show in August.

Delphia have demonstrated their enthusiasm for our agency, following a visit to Sydney in person, by offering us an attractive Agency discount to encourage us to purchase and display this yacht. We are keen and see the value of pursuing this opportunity and hence have taken this step of passing it onto interested Club members.

We would like to import this boat and proudly participate in the 2014 Sydney Boat Show. At this time we are unable to commit to the purchase ourselves however we do have the expertise and physical resources to make this exercise a success.

This special call to members and/or their close business colleagues, is to seek interest in purchasing a new Delphia 34' at well below cost price.

We see tremendous potential in being able to accept Delphia Yachts' offer and capitalise on this opportunity. If we could find a partner to join us in purchasing the yacht and allowing us to display it at the forthcoming Sydney Boat Show, we would make it available at the wholesale price of \$160,000 (with nothing more to pay!). Delphia Yachts Australia's role would be to commission the boat on arrival, have limited access to her for test sails prior to the Boat Show and subsequent limited showings following. The boat would be released to the new owner immediately following the Show in early August.

Delphia Yachts Australia would handle all aspects of the purchase, as the Agent with the normal new boat warranties applicable. Obviously, a range of desirable options would be fitted to the boat ex factory in line with typical Boat Show presentation.

Our goal would be to sell another boat from the interest shown in 'your boat' prior to or at the least during the Show. This program represents the introduction of a completely new model to the Australia and New Zealand market.

The benefit to you would be in owning the latest 34' production yacht from Europe at a saving of some \$45,000 on the Australia price.

We are very keen to discuss the finer points with those who indicate an interest. This yacht was exhibited at the Dusseldorf Boat Show 3 weeks ago and was received enthusiastically with 5 orders placed.

We need to move swiftly so contact us at our Delphia Australia office at Middle Harbor Yacht Club for a chat or call on 0414 236 337. *This is a once only opportunity!*