

# SEA MAIL

SEPTEMBER 2007

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## HATTERAS INTEREST AT SYDNEY BOAT SHOW

Following the huge interest in the 68 Convertible Hatteras at the Sanctuary Cove International Boat Show in May, Geoff Lovett International displayed the Hatteras at the Sydney Boat Show for the first time.

Based at the Cockle Bay Marina the 68 Convertible, "Hatterascal", had the best vantage point of the show atop of the 12 metre tower.

Geoff Lovett International, Australia's Exclusive Hatteras Dealer, once again had a lot of interest in the Hatteras from visitors to the show. "A lot of our southern based clients had heard about "Hatterascal" and were keen to see it first hand.

We also had a lot of interest in other models in the Hatteras range, especially the 54 Convertible and the new 100 Motor Yacht." said GLI Sales Manager, Ian Swan.

This years Sydney Boat Show held from August 2-7 saw over 81, 000 visitors , with over 1,000 people

inspecting the Hatteras.

Hatteras Sales Manager, Karl Kemppainen flew in from the USA to attend the show and give clients the latest information regarding the entire Hatteras range including the new 100 Hatteras MY. (pictured below)



Hatteras 100 Motor Yacht

## MEET PETER LOVETT



Peter Lovett has recently joined the Geoff Lovett sales team. With boating in his genes, Pete has,

until recently, spent most of his time on the water as a Captain on some of the finest Motor Yachts in Australia. He is now involved in brokerage and sales based at the Marina Mirage office.

### Q & A WITH PETE

#### First memory on a boat:

Hanging out at Dad's marina hopping onto any boat I could.

#### Favourite fishing spot:

Great Barrier Reef. Cairns to Lizard Island.

#### Best advice about boating:

Best with family and friends in good weather while keeping safe, and enjoying a couple of refreshments.

#### Favourite boating destination:

Lord Howe Island.

#### If I could purchase any boat it would be...

150ft Custom built long range mother ship equipped with all the toys known to man including 40ft game boat for serious sport fishing, exploring reefs islands and diving.

## BENETTI MANAGER VISITS AUSTRALIA

Mr Stefano De Vivo, newly appointed member of Benetti Yachts International Sales Management Team, attended the Sydney International Boat Show with Australia's only Authorised Benetti dealer, Mr Geoff Lovett.

Mr De Vivo saw the boat show as an opportunity to view the motor & superyacht landscape in this rapidly growing Motor Yacht market.

At only 29 years of age Mr De Vivo has had a wealth of experience in the Luxury Motor Yacht Industry.

Stefano studied Naval Architecture and Ocean Engineering at the University College London and whilst attending college, he had the chance to take a summer internship with Riva Boats.

Stefano spent four years with Riva, including being appointed as World After Sales Manager then being promoted to Far East Area Manager. During this time, he established a dealership for Eastern China and a dealer for South Korea seeing the first new luxury 68 footer to come Korea.

In January 2007 Benetti snatched Mr De Vivo from Riva to join a brand new team under the guidance of the new Sales and Marketing Director, Mr. Vincenzo Moccia.

Due to his experience in the area, Mr. De Vivo has been appointed to follow and support dealers and brokers in the far east as well as clients in Europe. His technical background ensures that questions for both sales and engineering can be addressed faster and in a correct manner, proving

how Benetti wishes to give a complete service to their new and repeat customers all over the world.

Benetti Yachts has been delivering world-class yachts from 30 metres to over 85 metres since 1873.

GLI Managing Director, Mr. Geoff Lovett, has had a long history with Benetti in Australia having acted as

the broker in the sale and construction of the 56 metre Benetti, *Galaxy* (pictured).

The Benetti range features the new 24 meter **LEGEND**, 30 meter **TRADITION**, 37 meter **CLASSIC** and the 45 meter **VISION** all constructed of high tech composite materials.



56m Benetti Galaxy

**HARGRAVE**  
CUSTOM YACHTS

## HARGRAVE NEWS

# 1

### FT LAUDERDALE BOAT SHOW

If you are serious about your boating, then you will have October 25 marked in your diary...

FT LAUDERDALE BOAT SHOW.

Geoff Lovett International, Australia's Official Hargrave dealer, can announce that Hargrave have moved from their traditional spot at the show to Face Dock #4, South at Bahia Mar and will be competing head-to-head with major manufacturers. Hargrave will have Lazzara on the right & Sunseeker on the left.

After two decades in the same location at Bahia Mar Hargrave are hoping that prominent Philadelphia Realtor Albert M. Greenfield was right when he said the secret to success in real estate is three things, "location, location, location."

# 2

### HARGRAVE OWNERS RENDEZVOUS

Whilst the calendar is out.....Hargrave clients of Geoff Lovett International are invited to the **Hargrave Custom Yachts 2008 Owners' Rendezvous:**

**Casa De Campo, Dominican Republic, April 3, 2008 – April 6, 2008**

This exotic destination awaits and Hargrave Yachts have blocked off an assortment of resort rooms, along with 6 slips at the beautiful marina in anticipation of your arrival. More detailed information will follow, but please mark your calendars and get ready for one of the most exciting Hargrave events to date! More information about the resort can be found at

<http://www.casadecampo.com.do/>

# 3

### NEW HARGRAVE OWNERS

Hargrave Custom Yachts is pleased to announce that we have a new addition to the Hargrave Family of Owners, Dr. Armando and Lourdes Munoz. They come to us as experienced Hargrave cruisers, having spent time with a close friend on his 2007 96' Hargrave. Dr. Armando and Lourdes Munoz enjoyed these experiences so much they have decided to build their very own 75' Hargrave Fly bridge Motoryacht.



Hargrave Vice President, Pete Colagiovanni poses with new Hargrave owners Dr. Armando and Lourdes Munoz

# [ BROKERAGE NEWS ]

With the weather warming up and the holiday season on the horizon boating time is here and Geoff Lovett International are ready to assist with the right boat for your boating requirements .

## SPORTS CRUISERS

Generally Sports Cruiser sales and interest have been slower in the cooler months, however these models are always popular as the weather warms up. Sports Cruisers are an ideal boat for this climate as they are easily manageable, ideal for a weekend getaway or a day with the family.

**We currently have 2 stunning Mustangs with motivated vendors ready to sell.**



### Mustang 38 Sports Cruisers

FOR SALE  
CONTACT

sales@geofflovetint.com or phone 07 55 264144

## SPORTS FISHERS

Sports Fishers are always in demand and our turn over is constant. With the Game Fishing Season about to commence we have had a lot of interest in our range of brokerage Sports Fishers and have cornered the market on Riviera 48's.

**We currently have 3 Riviera 48's priced from \$720,000 to \$820,000**



### Riviera 48's

FOR SALE  
CONTACT

sales@geofflovetint.com or phone 07 55 264144

## MOTOR YACHTS

Motor Yacht sales and inquiries have been very high since the Sanctuary Cove Boat Show where we displayed the 90 Hargrave, "Mabuhay Lima", as well as the 68C Hatteras "Hatterascal"

We have a prestigious list of Motor Yachts on our current brokerage list.

Check out our full listings on our website:

[www.geofflovetint.com](http://www.geofflovetint.com)



### Hargrave 90 "MABUAY LIMA"

FOR SALE  
CONTACT

geoff@geofflovetint.com or phone 07 55 264144

# GEOFF LOVETT

I · N · T · E · R · N · A · T · I · O · N · A · L PTY LTD

MOTORYACHT SPECIALISTS

BROKERAGE CHARTERS



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PERRY JAMES : 0418 680 731

PETER LOVETT: 0407 072 244

GEOFF LOVETT : 0418 752 006

# BOAT OF THE MONTH

## 29M AZIMUT



Built by Azimut in 1988, AURORA has an excellent pedigree and has been expertly maintained by her experienced, professional captain and crew.

Featuring four large staterooms all with en suite bathrooms, spacious saloon, flybridge and deck areas AURORA is well suited to charter, family cruising or corporate entertaining. The vessel is in current survey and is a popular choice for many charter clients.

Just re launched after her annual maintenance and service AURORA has fresh bottom paint and is ready for a new owner to enjoy.

FOR MORE INFORMATION CONTACT 07 55 264144

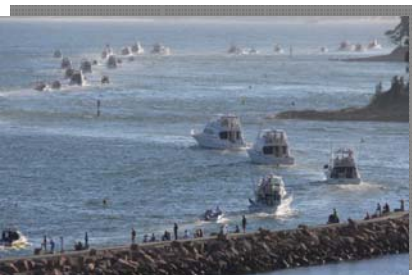
or email us at [sales@geofflovetint.com](mailto:sales@geofflovetint.com)

# [CHARTER CHAT]

## LUXURY CHARTER DIVISION

The Luxury Charter Division at Geoff Lovett International is coming into its busiest time of the year. Not only is the weather warming up for ideal charter conditions, the North QLD Game Fishing Season is about to start.

Many of the larger Motor Yachts from our luxury charter fleet are currently based at Hamilton Island (following the recent Hamilton Island Race Week)



Game fishing boats follow one another out in a Game fishing tournament.

preparing for their charters and mother ship commitments for Game Fishing Tournaments.

Representatives from Geoff Lovett International will be visiting the new marina developments at Airlie Beach over the next month and also have a team entered in Keith Williams' Pt. Hinchinbrook tournament.

We have an amazing range of vessels available for Christmas & New Years functions and holiday charter all along the East Coast. Contact our charter Manager, Lauren Webb for pricing and availability.



Geoff Lovett International is a proud member of MYBA - Mediterranean Yacht Brokers Association

## FOCUS ON

### Phoenix I

This magnificent 115' Lloyds Ship has recently undergone a major refit and is ideal for a Christmas break or amazing New Years Eve function.



FOR MORE INFORMATION CONTACT OUR CHARTER MANAGER

07 5526 4144 [lauren@geofflovetint.com](mailto:lauren@geofflovetint.com)