

Brokerage

It is understandable that not many owners of our boats want to resell them...

It is rare to find them on the market. Our representative in Florida, CNB America, is a known specialist. Right now he has two exceptional sailing yachts available:

Bénéteau 62 Serendipity : 62' / 18.95 m.

The only Bénéteau 62 second-hand available worldwide! Designed by Bruce Farr, built by Bénéteau in 1995, ordered by her present owner and delivered in November 1995. In absolutely immaculate condition. Very well equipped and professionally maintained by non live-aboard crew since it was new. In fresh water since delivery. Main engine is a Caterpillar 205 hp. Westerbeke generator 16 Kva. Air conditioning throughout. Carbon mast and carbon pole. Bowthruster. Electric furling genoa. Electric self tailing winches. Complete electronics including radar, autopilot, GPS, SSB, VHF's, B&G jumbo displays. Watermaker, complete entertainment center. 2 sets of sails including a complete set in Spectra by Hood new in 1996. 4 magnificent cabins, 4 bathrooms, layout with large owner's cabin aft. Seller is building new custom 95' Frers in our shipyard.

CNB 76 Narval II : 76' / 23.00 m.

designed by Philippe Briand, built by CNB. Launched in december 91. Exceptional cruising yacht in excellent condition. 4 double guest cabins plus crew, all with ensuite baths. Cummins 116 hp



Narval II ▲

Serendipity ▼



main engine. 15 kW Kohler generator. Lewmar electric winches, watermaker, air conditioning throughout. Complete electronic systems including radar, GPS, SSB, telex, B&G Hydra 330, autopilot, Apple Macintosh computer. Central cockpit with large dining table and aft cockpit for steering and sail handling. Sensibly priced, this yacht is one of the famous CNB 76'.

Contact : CNB America

Charter

Some of our privately owned yachts are available for crewed charter. They are managed by our subsidiary Merex Caraïbes. If your clients want to try out one of these boats with his friends and family before "taking the plunge", why not suggest that he charters one of these for a week. Including your rental commission, Merex Caraïbes

still allows you to offer a considerable 10% reduction off the normal public rate. Furthermore, CNB will reimburse your client for the charter fee in the event that he orders a CNB with 12 months of the charter.

Contact : Merex Caraïbes



Blues, CNB 70



Grand Bleu II, CNB 76



Caresse, Bénéteau 62

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Editorial

The first edition of the "CNB Newsletter" focuses primarily on the shipyard's Picture Boats, the construction of custom yachts.

Some of your clients, acquaintances or friends may one day decide to go beyond the mass-produced type of yacht and embark on a more ambitious project or realize a fantastic dream: have their boat custom built. The selling points for this type of CNB yacht presented to you in this first edition should help you to convince them.

To help you get started we have put together some publicity and technical packages which are listed on page 3.

If the budget for a new construction is too large, there are some very good opportunities for buying previously owned yachts, particularly through CNB America, based in Florida. In the Brokerage section (page 4) there are two exceptional sailboats available.

And finally, since it isn't always easy to convince clients to invest in the construction of a prestigious sailboat without having sailed aboard, our subsidiary, Merex Caraïbes, rents some of these boats for charter (page 4) allowing the quality of these yachts to be experienced under the best of conditions.

These are the main subjects discussed in the N°1. Future editions will introduce you to our concept of naval construction, the materials used, our organization, the CNB staff and our future projects.

Dieter K. Gust Olivier Lafourcade

P.S. For further information please contact the appropriate person by consulting the contact list on page 4



“At the same time that we construct pure «custom» yachts, ships designed and created in accordance with the desires of a particular owner, CNB has developed “semi-custom” production sailboats such as the CNB 76 (11 built to date) and the CNB 70 (3 built to date). Each yacht is studied by our design office in collaboration with an internationally renowned architect. While optimizing the costs, the goal is to create sailboats which are perfectly adapted to navigation and allow the maximum amount of options for equipment, layout and decoration which personalize each yacht.”

Olivier Lafourcade, in charge of Custom Yachts

■ The CNB 64 is the successor to the Bénéteau 62, slightly longer, it is the smallest in our fleet and at the moment, the only which is constructed in composite. Bruce Farr and Pininfarina’s combined talents have given birth to the CNB 64, a remarkably high performance sailing boat, of comfort, and renowned elegance and grace. A powerful hull, an efficient sail plan, bulb/winglets lead keel guarantee exceptional sailing

performance and pleasure. The interior is laid out according to your personal preferences, owners cabin forward or aft, mahogany, Finnish birch wood, wild cherry or teak woodwork is crafted with the same attention to detail and perfection as the magnificent teak deck.

■ The CNB 70, hull N° 4 is now under construction. A 21m boat, maneuverable by 2 people, designed for high performance and maximum comfort with a large volume hull for supporting the weight of the various options proposed. A base with multiple versions : sloop or ketch, fixed keel or centerboard, protected roof or wheel house to be used for high sea cruising or chartering. The result : an elegant boat with excellent performance, an encouraging welcome from the public and professionals, (voted one of the five most beautiful yachts at the Genoa Boat Show in 1997 by Yacht Capital).

■ The CNB 76, 11 hulls have been built since 1991, the next (probably 77’) will contain many improvements. It will be wonderful!

CNB 64



CNB 76



■ The CNB 82 is on the drawing board, it is still too early to discuss. We will give you more details in the upcoming issues of our newsletter. If you need more details call us.

CNB 70

Architect: Philippe Briand • Construction material: aluminum • Overall length: 21,12 m/ 69.29 ft • Hull length: 21,00 m/ 68.90 ft • Waterline length: 17,72 m/ 58.14 ft • Beam maximum: 5,98 m/ 19.62 ft • Draft: 2,70 m/ 8.85 ft • Ballast: 13 t/ 28,665 lb. • Full load displacement: 44 t/ 97,000 lb. • Rigging: cutter • Sail area: 222-482 m²/ 2,389-5,186 sq. ft • Engine: Cummins 116 HP • Fresh water capacity: 1,000 l/ 264 gal • Fuel capacity: 2,500 l/ 660 gal.

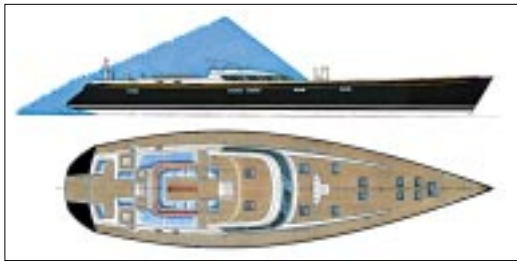
CNB 64

Architect: Bruce Farr & Associates • Deck and interior styling: Pininfarina • Hull construction: composite (glass/balsa core/polyester) • Overall length: 19,55 m/ 64.14 ft • Hull length: 19,20 m/ 63.00 ft • Waterline length: 15,60 m/ 51.18 ft • Beam: 5,18 m/ 17.00 ft • Draft: 2,10 m or 3,05 m / 6.9 or 10.00 ft • Ballast: 7,85 t or 6,40 t / 17,306 or 14,109 lb. • Displacement: 25 t or 23,55 t / 55,115 or 51,918 lb. • Sail area: 226 m²/ 2,433 sq. ft • Engine: Volvo 110 HP - Fuel capacity: 136 l/ 36 gal • Water capacity: 1,192 l/ 315 gal.

CNB 70



CNB 82



Marketing

Documentation, brochures, video and soon Internet...

To help you sell these boats, CNB has prepared the best tools. Here is a list, don't hesitate to ask us for the packages you need. . .

CNB presentation video VHS PAL or NTSC 8mm

CNB 64 : brochure, plans and specifications

CNB 70 : brochure, plans and specifications

CNB 76 : brochure

CNB's Brochure : 4 page leaflet with a photo of each sailboat built to date

Coming soon :

CNB's corporate brochure

CNB's Web site (<http://www.cnb.fr>)

CNB

CNB shipyard is situated 5 minutes from the historic center of Bordeaux on a site housing four buildings (129, 000 sq. ft.) and dedicated to naval construction for over a century. The complex is at the edge of a 1,000 ft. deep water quay. The main building is equipped with six



CNB's main building, with the Frers 76' Vivant being hauled out for launching.

moving cranes from 2 to 20 tons, a flat marble surface of 18,300 sq. ft. and ten machines including one plasma cutting machine. A floating crane allows the launching of craft in excess of 250 tons.

Custom

"Festina Lente" Frers 95'

This impressive custom yacht designed by German Frers was sold to an Argentinean client with the help of Luis Buglioni - Bénéteau dealer - Buenos Aires, Argentina.

Built with a new aluminum alloy which is more resistant and therefore lighter, it was designed to perfectly fulfill the owners sailing needs.

A centerboard allowing him to drift close to shore,



and easy for a couple to handle.

We will keep you updated in the upcoming issues on the progress of this magnificent yacht.

In the next newsletter we will show you the CNB 70, recently sold with the indispensable help of Marcos Soares - Bénéteau dealer - Rio de Janeiro, Brazil; to his Brazilian client.