



WELCOME ON BOARD OF SAILING CATAMARANS

2017 PROGRAM FOR

INCENTIVES & EVENTS CRUISES

PALMA AND COLONIA SANT JORDI – MAJORCA

The Magic Catamarans are specially designed for day chartering. They will seduce you and will enable you to discover the joys of sailing in dreamlike conditions.

In Majorca, based in Palma, we offer:

- 3 Sailing catamarans model Taïti 75 with a maximum capacity of 100 persons. One of them operating in Colonia de Sant Jordi from June until September.
- 1 Sailing catamaran model Taïti 60 with a maximum capacity of 71 persons.
- 1 Sailing catamaran model Freebird with a maximum capacity of 390 persons.

Specifications:	Taïti 75	Taïti 60	Freebird
- Length:	22,80 m	18,20 m	15,23 m
- Beam:	10,42 m	9,10 m	7,43 m
- Engines:	2 x 140 hp	2 x 60 hp	2 x 35 hp
- Sail area:	205 m ²	153 m ²	120 m ²

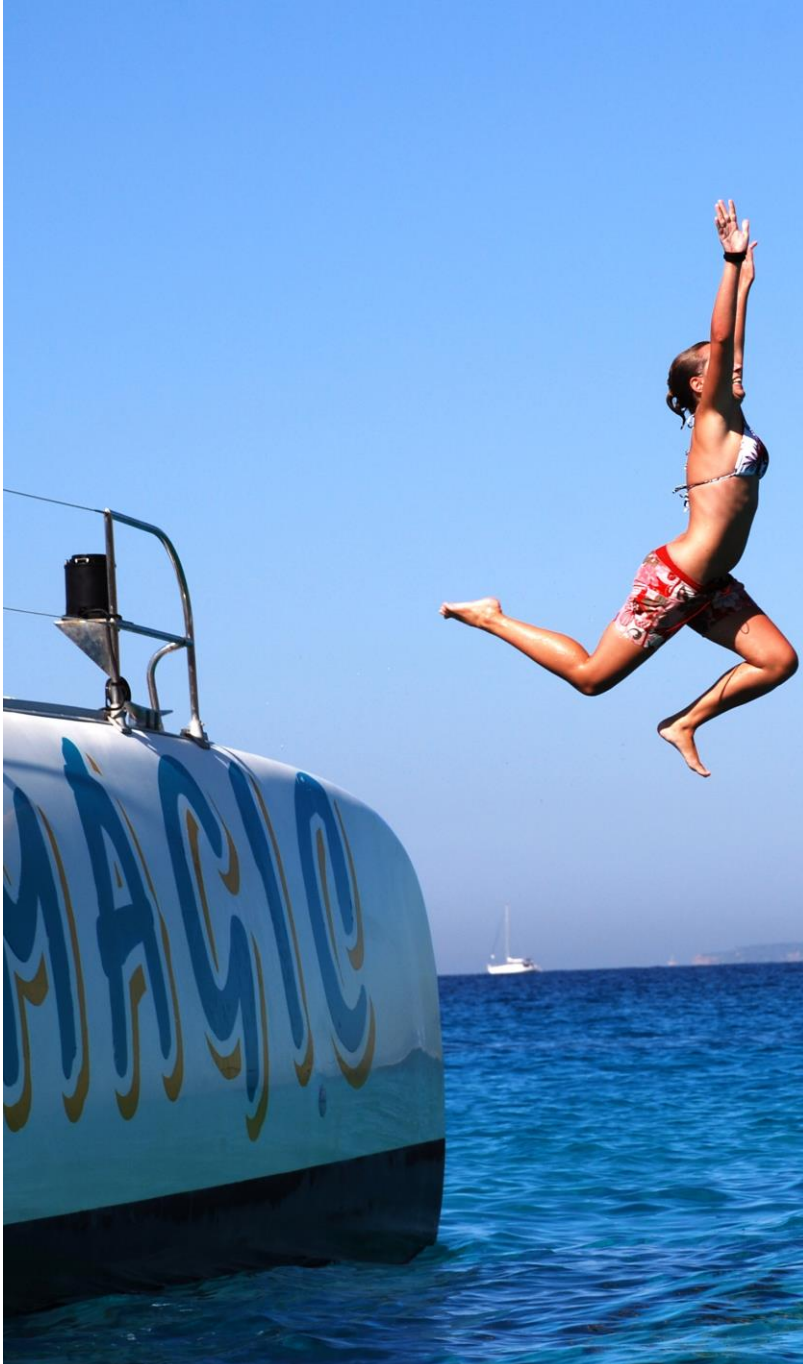
For the comfort of our guests we have on board of the MAGIC sailing catamarans:

- Big solarium, spacious nets on forward beam for sunbathing during the anchor time
- Big bathing ladder* with railings on both sides on forward beam for comfortable access to the sea
- Two bathing ladders integrated into transom scoops for access to the sea
- We provide free masks for snorkeling to enjoy the marine world
- Freshwater showers
- Bar
- Iron Barbecue-Grill on board
- Two bathrooms with toilet and washbasin

* except on board of model Freebird

A MAGICAL EXPERIENCE

Maiorcaescursioni puts at your disposal a large experience and know-how of more than 17 years managing the organisation of exclusive cruises and incentives on board of our MAGIC sailing catamarans.



We will offer you a new perspective on the island of Majorca and of the Costa Brava, and the ability to enjoy some of the most beautiful coasts of the Mediterranean.

Sailing on board of our spacious catamarans, designed especially for day-charter, you will enjoy a fascinating sailing and anchoring in exclusive and secluded coves with turquoise crystal clear waters.

We offer a funny package of water activities consisting of rings and banana during three hours.

For your better flexibility we offer, up on request, a service of embark and disembark in ports other than our home ports, as well as in coves with our dinghies.

On board of our catamarans you can enjoy different types of excellent meals, among which we wish to emphasize our freshly prepared barbecue, much appreciated by our customers.

For the season 2017 we operate with four catamarans in Majorca.

2017 RATES INCENTIVES & EVENTS CRUISES

Maiorcaescursioni will invoice your incentive or event cruises individually per passenger on board in three different seasons - low, medium and high. In the low season we offer the possibility to choose a different schedule as set out in paragraph sailing cruise morning or afternoon, for example from 11.00 h to 16.00 h, for the price of the morning cruise, subjected to availability two days before the cruise. Also you may extend in advance your sailing cruise based on the average hourly price set for the morning cruise.

In order to help you in the calculation of the price per passenger we provide you the following price table.

MAGIC – SAILING CATAMARANS

Type of sailing cruise	Timetable	Capacity	01/01 – 31/05/17	01/06 – 30/06/17	01/07-10/09/17
			10/10 – 31/12/17	11/09 – 09/10/17	
MORNING	10.00 h - 15.00 h	Max. 100 pers.	1.680 €	2.240 €	2.560 €
		Max. 71 pers.	1.380 €	1.680 €	1.920 €
		Max. 38 pers.	920 €	1.120 €	1.280 €
AFTERNOON	15.30 h - 20.30 h	Max. 100 pers.	1.680 €	2.080 €	2.400 €
		Max. 71 pers.	1.380 €	1.560 €	1.800 €
		Max. 38 pers.	920 €	1.040 €	1.200 €
NIGHT **	20.30 h - 01.30 h	Max. 100 pers.	1.680 €	2.080 €	2.400 €
COMPLETE DAY	10.00 h - 19.00 h	Max. 100 pers.	2.520 €	3.360 €	3.840 €
		Max. 71 pers.	2.070 €	2.520 €	2.880 €
		Max. 38 pers.	1.380 €	1.680 €	1.920 €

VAT included

Practical example:

55 members of a medical congress want to make a sailing cruise aboard our catamaran MAGIC of 71 seats on May 25, 2016 from 10.00 h to 15.00 h with the catering service Barbecue I and the beverage service Open Bar II.

We will invoice € 61,29 per person including VAT, from which € 25,09 correspond to the catamaran, € 21,10 to the Barbecue I and € 15,10 to the Open Bar II.

ON BOARD CATERING AND SERVICES 2016

The catering and drinks aboard Magic catamarans are supplied exclusively through our company, find below our proposals, if you wish other proposals for catering or beverage don't hesitate to ask us for your personalized quote!

Barbecue I:

Barbecue with various meats (chicken breast, local fresh sausages and "pinchos" / skewers), bread, buffet of different fresh salads of pasta, potatoes or vegetables and green salad, fruit and pastries for dessert. No drinks included.

Price per person: **21,10 €**

Barbecue II:

Barbecue with veal tenderloin and chicken breast, bread, buffet of different fresh salads of pasta, potatoes or vegetables and green salad, fruit and pastries for dessert. No drinks included.

Price per person: **29,20 €**

Delights of the Sea:

Anchovies with bread and tomato, squid, prawns, cockles or clams, mussels, and grilled sardines, fruit and pastries for dessert. No drinks included.

Price per person: **38,00 €**

Paella / Fideua:

Mixed blind Paella or Fideua prepared on board with fresh green salad buffet, bread, fruit and pastries for dessert. No drinks included.

Price per person: **24,70 €**

Sardinada:

Sardines prepared on the barbecue on board, bread, buffet of different fresh salads of pasta, potatoes or vegetables and green salad, fruit and pastries for dessert. No drinks included.

Price per person: **21,10 €**

Supplements:

Grilled vegetables: **3,50 €**/person

Slice of grilled swordfish: **3,80 €**/person

VAT included

Menu Mallorquí (Majorca):

Vegetables pie in the Majorcan style, dates with bacon, brown bread, stuffed courgettes with seafood, meatballs in the Majorcan style, Tumbet: Typical Majorcan recipe of potatoes and fried vegetables, monkfish in the Majorcan style. Ensaimada: Typical filling cake of Majorca and fruit for dessert. No drinks included.

Price per person: **37,70 €**

Special Menu (Majorca):

Dates with bacon, stuffed chicken with dried fruits, brown bread, stuffed eggs with foie-gras, fish pie of caproig, Granada: Typical aubergine pudding of Majorca, tumbet: typical majorcan recipe of potatoes and fried vegetables, roastbeef with different sauces. Ensaimada: typical filling cake of Majorca and fruit for dessert. No drinks included.

Price per person: **42,30 €**

Executive Menu (Majorca) :

Majorcan brown bread with sobrasada, boiled prawns, dates with bacon, juicy mussels with picadillo sauce, smoked salmon, codfish steaks in creamy sauce, trampó (Majorcan salad), Veal tenderloin instantly grilled on the BBQ. Ensaimada: typical filling cake of Majorca and fruit for dessert. No drinks included.

Price per person: **43,40 €**

Menu de Luxe (Majorca) :

Diverse, savoury canapés, seafood salad, grilled codfish, stuffed potatoes with little vegetables and thin meat slices, ½ boiled lobster in vegetable sauce, roastbeef with different sauces, *gató* (Majorcan almond cake) with ice cream and fresh fruit tower for dessert. No drinks included.

Waiter / Cooker service included.

Price per person: **48,50 €**

Tapas Menu:

Exquisite selection of *tapas* and *montaditos* with ensaimada: typical filling cake of Majorca for dessert. No drinks included.

Price per person: **25,70 €**

Possibility of ½ Tapas Menu.

Price per person: **12,85 €**

VAT included

Sandwich-lunch:

A delicious snack of one ciabatta bread sandwich with cheese or ham or serrano ham, and a selection of filled puff pastries / or two delicious ciabatta bread sandwiches.

Crackers, chips, olives and a mixture of nuts.

No drinks included.

Price per person: **10,20 €**

* Also possibility of ½ Tapas menu. Price 12,85 €

Appetizer:

Champagne or Sangria cocktail as a welcome drink, olives, crackers, mixture of nuts, chips and a selection of filled puff pastries and mini salted cakes.

Price per person: **14,90 €**

Supplement:

Fruit: Watermelon and melon cut into triangles: **1,30 € / person**

Free Bar I :

Consisting of mineral water, refreshments during the whole trip.

Price per person morning or afternoon or night: **10,80 €**

Price per person complete day: **18,40 €**

Free Bar II :

Consisting of mineral water, refreshments, local wine and beer during the whole trip.

Price per person morning or afternoon or night: **15,10 €**

Price per person complete day: **25,70 €**

Free Bar III :

Consisting of mineral water, refreshments, local wine, beer and long drinks during the whole trip.

Price per person morning or afternoon or night: **18,80 €**

Price per person complete day: **32,00 €**

VAT included

GENERAL CONDITIONS FOR INCENTIVES & EVENTS CRUISES 2016

- 1) The first payment over 50% of the total amount will be done by reservation.
- 2) The down payment will be done 15 days before the sailing excursion starts.
- 3) In case of cancellation due to weather circumstances, decision taken by the Captain of the MAGIC catamaran, the amounts paid will be returned and no cancellation costs will be charged.
- 4) If the cancellation is made unilaterally by the client, the cancellation costs will depend on how early it is communicated:
 - a) In case of cancellation notified within 90 days previously to the excursion, the cancellation costs will be 25% of the first payment, or 12,5% of the total amount.
 - b) In case of cancellation notified within 60 days previously to the excursion, the cancellation costs will be 50% of the first payment, or 25% of the total amount.
 - c) In case of cancellation notified within 30 days previously to the excursion, the cancellation costs will be 100% of the first payment, or 50% of the total amount.
 - d) In case of cancellation notified within 15 days previously to the excursion, the cancellation costs will be 100% of the total amount.