

Alubat Newsletter August 2002

SOUTHAMPTON BOAT SHOW 2002

Despite early indications we have been able to secure a **Marina Berth (258)** at this year's show. Our exhibit will be an **Ovni 435** which we expect to generate a lot of interest as this is the first time an Ovni has been shown in the UK.

She is French owned and is the owner's 5th Ovni. By Alubat's standards, the interior layout is quite customised (mainly in the galley, navigation area and one of the aft cabins) but this customisation is just another positive facet of the Ovnis. We know that many of you have expressed interest in a test sail. Opportunities will be limited after the show and priority will be given to those who have signed a contract subject to test sail. If you would like to book an appointment to view please call 01702 584821 prior to the show and 07973 220488 during the show.



Ovni 435



Practical Boat Owner— Review of the 345

← 'Adagio', the 345 featured in the August 2002 PBO review is currently in Spain, moving on to Madeira and the Canaries to prepare for the ARC Rally at the end of Sept. Thanks to the owner for lending us his boat, - Bon Voyage. Also thanks to David Harding, of PBO for the photographs.



Where was the photographer when this shot was taken? Spot the person behind the wheel at the Boatshow.

Grand Pavois de la Rochelle - 18th - 23rd Sept.

Alubat's home boat show sees them exhibiting a 345, 385 and Cigale 14m. Like more information? Give us a call. Getting there is easy: Ryan Air fly direct from London Stansted to La Rochelle.

PARIS BOAT SHOW - 6th to 16th December

We are planning a passage to the Paris Boat show departing Friday 6th December and returning Sunday 8th. A great opportunity to see a 345 - 385 - 435 and 455 and pre-Christmas shopping is optional. We will have full details after the Southampton Boat Show but would appreciate early confirmation of your interest to give us an idea of numbers. And, if you order your Ovni at the Paris show we will refund up to £250 per couple of your travel expenses.

CALL US FOR MORE INFORMATION.

Charter before you Buy - the Ultimate Test Sail

Charter an Ovni in Brittany or the Adriatic. Details on request.

NEWS IN BRIEF: the Ovni 32 has been discontinued, the range now starts with the 345
Need INSURANCE? Call us for a competitive quote..

Contact : Stephen Johnson

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OPEN WEEK/FACTORY VISIT — JUNE 2002

This was a great success and will doubtless become an annual event. A particularly telling comment was ' Until you've seen the build process at the factory you cannot begin to understand the intrinsic strength of the Ovnis or appreciate the high labour content that goes into building one of these boats'. Merci Alubat for a good visit.

PRICE/SPECIFICATION NEWS: We sell in Euros with a Sterling price only fixed at the time of the first payment. This avoids building in an exchange rate fluctuation margin and allows you to benefit from the strength of Sterling. Prices were increased on 1st July whilst the standard specification was upgraded to include the holding tank, battery charger and load distributor and curtains.

	€uro ex VAT	£ inc VAT	Prices at 1 July 02 £ prices, based on €1.58 = £1, are for information only.
Ovni 345	€127,500	£94,818	
Ovni 36	€144,500	£107,460	
Ovni 385	€157,500	£117,128	
Ovni 435	€209,000	£155,427	
Ovni 455	€275,000	£204,509	
Ovni 455cc	€306,000	£227,563	