

# Alubat Newsletter March 2003

## OPEN WEEK/FACTORY VISIT MAY 2003



Following on from last year's successful open week we have set the dates for an Alubat 'Open Week' in May this year. It will run from the 22nd May to the 28th (29th and 30th the factory is closed). This is an excellent opportunity to discover what makes an Ovni so different from the run-of-the-mill production boat. We intend to give personal tours of the Alubat factory and test sails aboard a 385 or 435 subject to availability. This will be on an appointment only basis and we are taking bookings now.



### One Year On

- This time last year we'd just come back from our first visit to Alubat. Needless to say, the car knows it's own way there now and we have had a very positive year.
- 6 new Ovnis will arrive in the UK starting in September and continuing into 2004.. Are extended delivery times a problem? Not if it means having a boat built to your exact requirements rather than a clone of the previous boat off the production line is the usual response.

### PARIS BOAT SHOW

A small group of clients made the journey to Paris and managed to combine a boatshow visit with Christmas shopping and a dose of French culture. One client actually confirmed his order at the boat show. The picture below shows the signing 'ceremony'. We do intend to repeat this trip for any interested parties.



**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..

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### TOP SECRET: B56

- Alubat are expanding their range and introducing a new 56' deep keel aluminium cruiser with 3 optional interior layouts Just add water as this boat will be sold as a complete package. The first production slot will be mid to late 2004.

### CIGALE/LEVRIER DES MERS

Alubat also manufacture the Cigale and Levrier des Mers ultra light displacement deep fin aluminium cruisers. Look out for reviews of in the yachting press this year.

### DATE FOR YOUR DIARIES:

Southampton Boatshow 2003. 12th to 21st September. See the Ovni 385 - 3 cabin version. More details later.

**PRICE/SPECIFICATION NEWS:** We sell in Euros with a Sterling price only fixed at the time of the first payment if necessary. Prices below apply for deliveries from September 2004. A couple of June 2004 deliveries are still available at the old price. Contact us for details.

	€uro ex VAT	£ inc VAT	Prices at 1 March 2003.
Ovni 345	€132,600	£103,870	£ prices, based on €1.50 = £1, are for information only.
Ovni 36	€150,300	£117,735	
Ovni 385	€163,800	£128,310	
Ovni 435	€217,360	£170,265	
Ovni 455	€286,000	£224,033	
Ovni 455cc	€318,240	£249,288	