

Alubat Newsletter January 2004



The standard Ovni radar arch gives 'Jemima' her distinctive outline - even double shrink wrapped.

Under Wraps! Ovni 385 'JEMIMA' makes her London Debut

We spent the 23rd of December at the London Excel exhibition centre seeing 'JEMIMA' offloaded and positioned on our stand, N1853, in the North Hall. We returned on the 28th to unwrap her and her distinctive shiny aluminium hull band stands out from the crowd of neighbouring GRP boats. From a distance head for the N1700-1900 Blue banner or Swan Nautor's suspended sign - our neighbours.

JEMIMA's Special Features

'No two boats are ever the same' is an axiom which certainly holds true for Ovnis. As a case in point, JEMIMA has 61 non-standard items in her specification from welded handrails to a manual anchor winch. This number of items is not unusual as each boat is tailored to the owner's individual requirements.

OPPORTUNITIES

Can't wait the usual 12 or so months for an Ovni? Then seize these very rare opportunities. A **spring 2004** Ovni 345/2 cabin version delivery is available. (This boat is our demonstrator and may be displayed at Southampton 2004). A **summer 2004** 385 delivery (layout optional) will be available due to buyer upgrade.

Price Increase/Deliveries

March 2004 will see an as yet unspecified price increase from Alubat. Secure a 2005 build slot before this date to beat the increase.

Qualities of Aluminium

When we think of aluminium sometimes it's that sheet of stuff we use to wrap the turkey at Christmas that first comes to mind. But the aluminium alloy that Alubat use to build the Ovni's isn't in the same category and we will have samples of the Ovni hull plating at the boat show for you to touch, feel and appreciate the immense strength of this material.



Ovni 345 undersail

New Model - 58

Not to be left behind in the move towards ever larger models, Alubat have added a 58' centre cockpit, shoal draft, centreboard ketch to their range. Her standard inventory will include items such as generator, aircon, washing machine and electric winches. And, as a departure from the norm, she will also be offered in fixed keel version. Price and details available on application.

Future Event: Our third annual Alubat **Open Week** will take place in May 2004. A good range of models will be available to view in various stages of production and some to test as well. Ask for details.

Contact us for further details.

Charter before you Buy - the Ultimate Test Sail

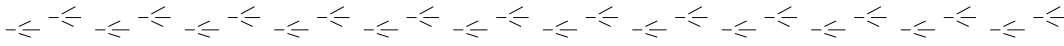
Contact Charlie Sailing Ltd - 01590 688 328 (www.charliesailing.co.uk) for anything from a skippered sailing weekend to an RYA course aboard 'JEMIMA' the Ovni 385 which will be at the London Excel Boat Show 2004.

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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. New prices will be applicable from March 2004 (see above).

	Euro ex VAT	£ inc VAT*	*Prices at 1 March 2003. £ prices, based on €1.42 = £1, are for information only.
Ovni 345	€132,600	£109,720	
Ovni 36	€150,300	£124,370	
Ovni 385	€163,800	£135,600	
Ovni 435	€217,360	£179,850	
Ovni 455	€286,000	£236,650	
Ovni 455cc	€318,240	£263,330	



Delivering an Ovni 385

My wife and I sailed around the world between 1993 and 1996 in a cheap and cheerful steel yacht, which became our home and most trusted friend. During this voyage, and subsequently, as we set up our Sailing School, our preference for metal boats was confirmed. On many occasions (especially whilst chipping off rust!) we found ourselves lusting after the Ovni range of centreboard aluminium cutters built by, we were to learn, Alubat in France. So, as the story goes, we ordered one, sight unseen, despite never having sailed one. How is that for faith? We felt we had made the right decision, but only time would tell.

We were therefore delighted when Stephen approached us to deliver a new Ovni 385 from Les Sables d'Olonne to a client in Hayling Island in June this year. Here was a test sail with a vengeance, rather unfortunate if I decided that I didn't like the Ovni experience after all!

After a tour of the Alubat factory - a thoroughly enjoyable experience with Stephen, we decamped to the fair "Selkie", although not before I had the opportunity to thrust a small piece of aluminium deep into my pocket!

Light winds initially saw a couple of hours of engine, followed by some lethargic tacking until the wind backed slightly, and we could steer our course to Belle Isle and onwards. By the second day the wind had freshened and backed further to the SW, creating a rather lumpy grey sea as the fabled Glennan Isles slipped by some distance off the starboard beam. A benign Raz de Seine was shrouded in a dreary mist, and we made a run for Cameret, followed by another one ashore for Moules Frites!

On day 3 the wind deserted us completely and we had to motor almost the whole way to St. Peter Port, with sunshine deteriorating into isolated rainstorms clearly visible on Selkie's radar. Tight marina handling proved to be a breeze in the confines of St. Peter Port Marina, and we left the following morning for a glimpse of Alderney, prior to a departure in the small hours for a largely windless Channel crossing, which saw us back in Home Waters soon after lunch (freshly caught mackerel of course!).

Would I now change my mind? No, no a bit of it, I loved her! I adore good designs and see inherent beauty in functionality. She sails like a dream, and handles beautifully. The electronic gear on board all performed flawlessly, and the 55 hp engine made long periods of motoring more tolerable. The hull design and construction cannot be faulted, and the efficient and powerful rig whisked us along sweetly in light airs. Any minor niggles with some details, more internal, than external will be resolved on our boat because of Alubat's semi-customised approach.

Our boat, to be on display at the London Boat Show in January, will be fully coded for commercial operation by March 2004. She will of course replace our much loved steel boat, which will be sold, and hopefully disappear off to far flung lands again, whilst we launch our 385 as the smartest Sailing School boat in the country!

Charlie Tait. Charlie Sailing Ltd. September 2003

