

# North Sea Maritime's Alubat Newsletter Spring 2004

## Alubat/Ovni Open Week Mon. May 24th to Friday 28th May

For the third year running we have organised an 'open week' at the Alubat factory at Les Sables d'Olonne in France. As usual there will be a chance to see a number of different models in build at various stages including the 2 cabin Ovni 345 mentioned below as well as some recently commissioned boats available to view at nearby Port Olonna. These include two of Alubat's rarer models, a 455cc and Cigale 14m as well as a 385 (2 cabin) and 435 (3 cabin).

We have some appointments available so please let us know if you'd like to come. This is a fantastic opportunity to see the range - the only chance to see so many new boats apart from at the Paris Boatshow - not to mention the guided tour of the factory, from aluminium sheets to finished boat and the implementation of different owner's customisation requests.

Look at these companies for travel plans: Ryanair ([www.Ryanair.com](http://www.Ryanair.com)) fly London Stansted to La Rochelle, British Airways ([www.ba.com](http://www.ba.com)) fly Gatwick to Nantes and Brittany Ferries ([www.brittanyferries.com](http://www.brittanyferries.com)) go from Portsmouth to Caen or St. Malo. We can also recommend a good hotel, well situated and offering our clients a

reduced room rate.



### Demonstrations

We would like to thank the Taits of Charlie Sailing Ltd for conducting demonstrations aboard their 385 'Jemima' which many of you saw at the London Boat Show. And of course 'Jemima' is available for skippered charter and RYA tuition courses throughout the year. They can be contacted on 01590 688 328 or [www.charliesailing.co.uk](http://www.charliesailing.co.uk).

**385 or 435? Soon there'll be a 395 in the picture too!**

### OVNI 345 - 2 cabin version **For Sale**

Comprehensively equipped this boat will be available for immediate sale subject to her being displayed at the Southampton 2004 boatshow. Please email or telephone for further details/specification.

### Contact : Stephen or Francine Johnson

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Ovni 435 at Hythe Marina

### New North Sea Maritime Website

Our new website (same address: [www.northseamaritime.com](http://www.northseamaritime.com)) will be up and running from the end of April. As well as price and specification information, there is also a 'construction' section which shows pictorially how an Ovni is built. We expect this still to be 'work in progress' and would welcome your feedback once you've had a chance to look at the site.

**STOP PRESS** The sharp-eyed amongst you will have spotted a new model in the price list below. The **Ovni 395**, available in 2005, will run alongside the popular 385. For a full spec and layouts/sail plans please contact us. It looks like there'll soon be another model to watch out for on the bluewater cruising circuit!

**PRICE/SPECIFICATION NEWS:** We sell in Euros with a Sterling price only fixed at the time of the first payment if requested. At the moment the €/£ rate is more favourable than in January saving more than £7,000 on a 385. The new prices are shown below although a couple of pre price rise slots are still available for Summer 2005.

	€uro ex VAT	£ inc VAT*	*Prices at 1 March 2004.
Ovni 345	€135,250	£105,945	
Ovni 36	€153,300	£120,085	
Ovni 385	€167,000	£130,816	
Ovni 395	€175,000	£137,083	
Ovni 435	€219,750	£172,137	
Ovni 455	€289,750	£226,970	
Ovni 455cc	€324,750	£254,387	

£ prices, based on €1.50 = £1, are indicative only.

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