

# North Sea Maritime's Alubat Newsletter Jan. 05

## Schroders London Boat Show 6<sup>th</sup>-16<sup>th</sup> January 2005

One year on, where are we? Stand number N1853 same as last year. Swan are kindly marking our position again by hoisting their house flag to make it easier to locate North Sea Maritime except this time they are diagonally opposite us.



The 395 makes her debut at the boatshow in La Rochelle - Sept 04

**What will you see?** The Ovni 395, which replaces the popular 385, is making her UK debut. 'Loani' is a two cabin (owner's) version with optional second heads. This new model is proving as popular as her predecessor with 30 boats sold across the Alubat network so far.

A notable difference on 'Loani' is that she is without the 'Ovni Arch'! The arch is standard but has been replaced by an antenna post at her owner's request.



**The 1st UK Ovni Owner's Rally** - took place in August 2004. The picture above shows the Ovni 345 'Bandeboo', which was at Southampton, en route to the rally. For more pictures and information about the association please look at [www.ovniowners.co.uk](http://www.ovniowners.co.uk).

**AVAILABLE FOR SUMMER 2005 SEASON:  
New Ovni 395 & New Ovni 435**

Layout and specifications still to be confirmed on above deliveries but act quickly to avoid disappointment. Next deliveries available after these are late Spring 2006

**Secondhand Ovni 385 - 2002 - 2 cabin version**

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### HOW IS IT BUILT?

- When you visit our stand you won't fail to notice a large section of 395 hull which Alubat have provided to show the plate thickness and immense strength intrinsic in the fabrication. This also brings to life the pictures in the construction section of our website.
- Have you ever heard the Johnny Cash song 'One piece at a time'? We've asked Father Christmas for the bow section for next year!

### FUTURE EVENTS

- For the 4th year in succession we will hold our **Alubat Factory Open Week in May 2005** - likely to be week of 23rd May.
- We also hope to arrange a series of **'Open Weekends'** around the country so that you can see an Ovni nearer to home and without the 'brouhaha' of a boatshow. Dates and locations available soon. Please call/check our website - [www.northseamaritime.com](http://www.northseamaritime.com).
- **Paris boatshow trip - December 2005.** Following 2004's successful trip we will again be going to the show - combining boats, Christmas shopping and very good food can't be a bad thing!

**PRICE/SPECIFICATION NEWS:** We sell in Euros with a Sterling price only fixed at the time of the first payment if requested. Prices below apply to deliveries from September 2005 onwards. There has been an aprox 1.5% price increase in Euro terms since Sept due to an increase in raw material prices.

	€uro ex VAT	£ inc VAT*	*Prices at 1 December 2004.
Ovni 345	€136,620	£110,700	£ prices, based on €1.45 = £1, are indicative only and will vary with the exchange rate. Copyright North Sea Maritime Ltd Dec. 2004
Ovni 36	€154,850	£125,480	
Ovni 395	€177,625	£143,950	
Ovni 435	€221,950	£179,850	
Ovni 455	€292,675	£237,170	
Ovni 455cc	€327,998	£265,800	
Cigale 14M	€302,020	£244,750	
Cigale 16M	€362,625	£293,850	