

# ALBA SAILING 2012

BAREBOAT & SKIPPERED  
YACHT CHARTER  
SCOTLAND

# Alba Sailing



## BENEFITS

- Easy access to Alba Sailing's base by road or rail
- Only two hours by car from Glasgow Airport
- Taxi or minibus service from Glasgow Airport
- Seaplane service from Glasgow to Oban
- Easy pontoon boarding with loading trolleys
- Restaurant, bar, showers and free car park on site
- Alba's offices, workshops, chandlery and clothing shop located by water's edge
- Personal on-site service from the "hands-on" proprietors
- Planned system of preventative maintenance carried out during the winter to ensure fewer problems during the summer
- Charter base in area of high scenic beauty
- No tidal restrictions on leaving Dunstaffnage Marina thus saving on valuable passage time
- Immediate access to Tobermory and the Western Isles
- Grocery and frozen meals provisioning service
- Two major supermarkets in Oban, open until late and on Sundays
- Outboard motor, bedding and wet weather clothing hire service
- Warm air heating, GPS, sprayhoods and dodgers on each yacht
- Comprehensive charts and a full set of pilot books on each yacht
- All yachts equipped and certificated to DoT standards

## STANDARDS

- Alba Sailing complies with the standards set by the Department of Transport and the Association of Scottish Yacht Charterers
- Alba Sailing's yachts have an appropriate Department of Transport Stability Rating for the cruising area shown and are equipped to the safety requirements of the Department's Code of Practice for Small Commercial Sailing Vessels
- Alba Sailing's aim is to satisfy customers' needs by providing well found yachts from the leading names in boat building and back this up with a courteous and caring service



## WEST COAST OF SCOTLAND CRUISING AREA



# WELCOME TO ALBA SAILING

**Chartering a yacht from Alba Sailing is the perfect way to explore the historic and dramatic North West Coast of Scotland and the Hebridean Islands. Whatever your cruising ambitions our location in Oban - "The Gateway To The Isles"- is the ideal starting point for visiting this spectacular cruising ground.**

Almost the entire group of Western Isles are at your disposal and all the skipper needs is the yacht handling experience, the crew and the available time. For less experienced sailors we can offer the services of a fully qualified skipper. As a Royal Yachting Association recognised training centre we also offer a full range of training courses for the complete beginner through to preparation for the Yachtmaster examinations.

Established for over 20 years Alba Sailing has built an enviable reputation for providing well

equipped, well found yachts. Quality never goes out of date and our blend of modern fast cruising yachts and classic ocean going designs, ensures there is a wide choice of yachts available to suit all requirements.

Our yachts are all berthed at Dunstaffnage Marina, on pontoons (no swinging moorings), where our purpose built premises house our own workshop facilities, offices, chandlery and clothing store. Sleeping bags, pillows, towels, outboard engines and oilskins are all available to hire. Marina facilities include restaurant, bar, en-suite accommodation, showers, toilets and car parking. There is a small grocery shop half a mile from the Marina and we can arrange for a grocery order to be placed on board for your arrival. We can also arrange for frozen meals to be placed aboard. These are specially prepared by an excellent cook using fresh, local ingredients.



# SAILING IN SCOTLAND

**Cruising in Scotland is the perfect antidote to the pressures of modern life. There is simply nowhere better to sail than Scotland's West Coast and Hebridean Islands.**

Exhilarating sailing amidst some of the most beautiful scenery in the world by day and a myriad of sheltered anchorages or bristling harbours at night, make this a unique cruising area. From Alba's base, the Isle of Mull, Skye and the Hebrides are all within easy reach by day sailing so a wide choice of routes are available.

No matter which route you choose to sail, the most breathtaking seascapes will surround you. The hills, mountains, islands, lochs and inlets take on a magical appearance when viewed from the sea.

The multitude of legends and mystique surrounding these parts, the relaxed informal way of life of the locals, the bustling pubs with occasional impromptu ceilidhs (musical parties), the remote isolated communities, the spectacular wildlife including dolphins,

porpoises, seals, whales, rare species of birds or the ancient archaeological remains all add to the attraction.

The Western Islands have their own history, the people their own language and culture far removed from the pace of life in mainland Britain. The first impression of these islands leaves you in awe of the courage of the local people living and working in such lonely isolation in this modern hi-tech world. By cruising here you can leave the pressures of everyday life behind and pause for reflection in an air of timeless seclusion. Those visiting for the first time are usually so spellbound by Scotland's beauty that they are drawn back again and again to revisit old haunts and explore new lochs and islands.

Imagine anchoring in a deserted anchorage and relaxing in the cockpit after an exhilarating day's sailing. Perhaps enjoying a well earned refreshment whilst reflecting on the day's sailing, planning the next day's cruise or simply admiring the spectacular beauty of a West Coast sunset - such memories last forever.



# THE 2012 ALBA FLEET

**Over the years we have built a reputation for providing well equipped, quality yachts. Quality never goes out of date and our blend of modern fast cruising yachts and classic ocean going designs ensures there is a wide choice of yachts available whatever your cruising ambitions.**

## EQUIPMENT

In addition to the comprehensive inventory of safety equipment as required by the UK coastguard agency, all Alba yachts have a wide range of equipment onboard which includes sprayhood, dodgers, roller furling, deep reefing mainsail and generous quantities of anchor chain. Down below all the yachts have warm air heating, well proportioned cookers, refrigerated cool boxes and pressurised hot and cold water systems with showers.

## MAINTENANCE

With the lack of back up services in this area, it is essential that all yachts are fully serviced after each charter and we have a rigorous programme of safety and maintenance checks that are undertaken before you board the yacht. Our onshore facilities at our base in Dunstaffnage Marina include our own well equipped workshop and a comprehensive store of spare parts so that any potentially faulty item can be quickly changed before we hand over the yacht .



## JEANNEAU SUN ODYSSEY 43DS "ELOISE"

A combination of roller furling genoa and single line mainsail reefing with lazy jacks ensure efficient and easy sail handling.

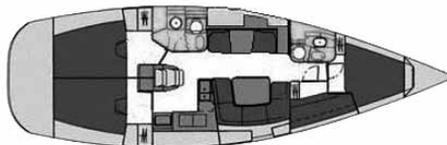
As well as a large, comfortable and practical cockpit she has an uncluttered layout with high quality teak decking. You cannot fail to be impressed by the light airy atmosphere and panoramic views from the saloon. The accommodation provides berths for 10 or 8 people without using the saloon berths.

Other features are 2 heads both with spacious showers, autopilot, gps plotter, wind/depth/log instruments, large fridge, stereo radio/CD player and electric windlass.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
13.2m	12.8m	4.2m	2.0m	55hp	200L	400L
Berths	Cabins	Heads	Showers	Category	Handover	Year
10	5	2	2	2	Saturday	2004



## JEANNEAU SUN ODYSSEY 43 "CHANTILLY OF OBAN"

A perfect blend of modern design and traditional construction, with her solid teak decks she not only looks stunning but is fast, comfortable and a delight to sail.

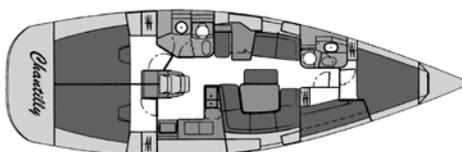
Twin wheels provide the helmsmen with an excellent choice of viewing positions. A possible double and single berth in the saloon mean that there is an additional berthing option available when planning accommodation for a crew of up to 10.

Equipment includes lazy jacks with single line reefing, electric windlass, autopilot, GPS plotter, wind/speed/depth instruments with repeater, 200 litre fridge, deluxe cooker with 2 burners, grill and oven.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
13.2m	12.8m	4.2m	2.0m	55hp	200L	400L
Berths	Cabins	Heads	Showers	Category	Handover	Year
10	5	2	2	2	Friday	2004





## WESTERLY OCEANLORD "OCEAN LORD"

Originally the London Boat Show model, she now has new teak decks, a powerful rig and large self-tailing winches.

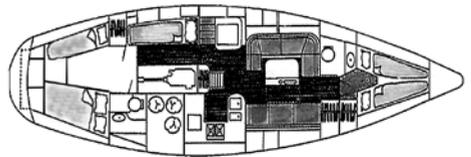
She has a good windward performance, exemplary seagoing qualities and the 10 berths are arranged so that 8 can sleep in comfort without sharing a double.

Equipment includes slab reefing mainsail, roller furling genoa, powerful 55hp engine (new 2008), electric windlass, large cooker and refrigerated cool box. Electronics include GPS plotter, VHF, wind/depth/log instruments, stereo radio, CD and cassette players.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
12.34m	10.74m	4.11m	1.68m	55hp	205L	500L
Berths	Cabins	Heads	Showers	Category	Handover	Year
10	4	2	2	2	Saturday	1994



## WESTERLY SEALORD "HIGHLAND SEALORD"

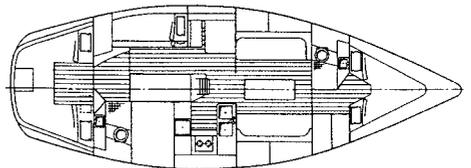
With a DoT stability category 1 hull, this classic yacht possesses fine seakindly qualities, is easy to handle, has a good windward performance and her 10 berths are arranged so that 8 can sleep in comfort without sharing a double.

Equipment includes roller furling genoa, slab reefing mainsail (new 2008), GPS, wind/depth/speed instruments, CD/radio player, two burner hob with oven and grill, refrigerated cool box, anchor windlass, propeller stripper and a powerful Bukh engine.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
11.93m	9.91m	4.11m	1.68m	36hp	205L	500L
Berths	Cabins	Heads	Showers	Category	Handover	Year
10	3	2	2	2	Saturday	1986



## WESTERLY OCEANRANGER "CLEAR BLUE"

This elegant yacht combines excellent sailing performance with an attractive, spacious, teak finished interior.

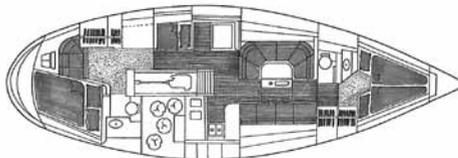
Ideal for fast passage making in a high degree of comfort, "Clear Blue" is a yacht you will be proud to sail.

She has teak decks and equipment includes mainsail with lazy jack reefing and furling genoa, large self tailing winches, GPS, wind/depth/log instruments, Navtex, stereo radio/CD player, refrigerated cool box, electric windlass and GPS chartplotter.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
11.58m	9.37m	3.86m	1.52m	40hp	160L	320L
Berths	Cabins	Heads	Showers	Category	Handover	Year
8	3	2	2	2	Sunday	1995



## MOODY 31 "TRUE BLUE OF HAMBLE"

This classic design from Moody combines sleek lines with remarkably spacious accommodation.

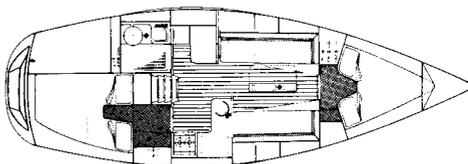
Below, there are two private double cabins and a large saloon with two further single berths. The chart table area and galley are well proportioned making the yacht equally workable at sea or at anchor. Her deep, safe cockpit, easy handling and exemplary seagoing qualities make her a very popular small family yacht.

Equipment includes a fully battened mainsail, furling genoa, GPS, wind/depth/speed instruments, refrigerated cool box, stereo radio/CD player, electric windlass and GPS chartplotter. She is having a major refurbishment over the winter including full re-upholstery.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
9.37m	7.75m	3.2m	1.52m	20hp	90L	130L
Berths	Cabins	Heads	Showers	Category	Handover	Year
6	3	1	1	2	Friday	1989





## DUFOUR 36 "SHADOWFAX"

New to the fleet in 2010. A typical Dufour - quality through and through. The interior space and airiness belies her 36 foot length.

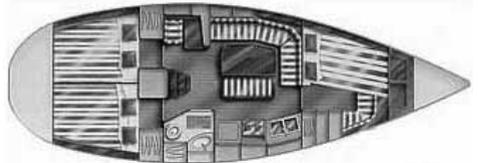
There are two spacious aft cabins, a comfortable double in the forecabin and plenty of room for two in the saloon. On deck she is uncluttered and the reefing system ensures easy handling of the mainsail. Roller reefing headsail is standard on all of our yachts.

Equipment includes fully battened mainsail with lazy jacks, single line reefing, windlass, autopilot, GPS plotter, wind/speed/depth instruments with repeater, large fridge, and a deluxe cooker. All the equipment on this yacht has been chosen on quality - not price. She is a boat you will be proud to sail and be seen on.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
11.11m	9.18m	3.77m	1.8m	30hp	160L	280L
Berths	Cabins	Heads	Showers	Category	Handover	Year
8	3	1	1	2	Thursday	2007



## JEANNEAU SUN ODYSSEY 35 "FLYER II"

New to the fleet in 2010. The Sun Odyssey 35 is a popular mid-sized cruiser, with a particularly spacious and bright interior.

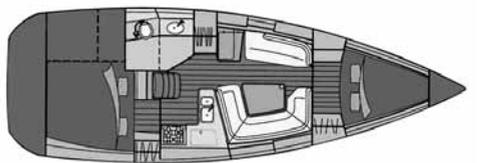
This yacht is an 'owners' version with a very large aft double cabin, and the saloon can be configured with two singles or a double berth. Easily handled by a couple and room for up to 4 in comfort without using the saloon.

She has a fairly large masthead rig with twin spreaders and a baby stay. The traveller and mainsheet are handled on the coach roof winch, keeping the cockpit clear. The mainsail has slab reefing with lazy jacks, and the Genoa is roller furling. Twin chart plotters and the latest electronics make this a very easy boat to sail short handed.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
10.75m	9.74m	3.47m	1.85m	30hp	130L	310L
Berths	Cabins	Heads	Showers	Category	Handover	Year
6	2	1	1	2	Sunday	2003





# RAFFY G Océanis 46

**Raffy G has a combination of roller furling Genoa and single line mainsail reefing with lazy jacks ensuring efficient and easy sail handling.**

As well as a large, comfortable and practical cockpit she has an uncluttered layout with high quality teak finishes in the cockpit. The twin wheels allow a choice of comfortable helming positions and easy viewing when berthing.

As soon as you step below you cannot fail to be impressed by the light airy atmosphere and the warm feeling provided by the expanses of mahogany.

The accommodation provides comfortable berths for 8 people without using the saloon space.

The saloon seating easily converts to create a very comfortable extra double berth if required. Other features are a well laid out and





very practical galley with a huge fridge, 2 heads both with full size showers. The yacht is fitted with warm air heating throughout.

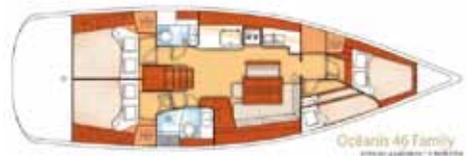
If you enjoy luxury yachting and require both space and pace, you will be delighted with Raphy G. All the controls are led back to the cockpit and for a larger boat she is remarkably easy to sail.



The twin chart plotters and state of the art navigation systems make this a very easy boat to sail – uncomplicated yet rewarding.

### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
14.40m	13.68m	4.25m	2.05m	75hp	200L	530L
Berths	Cabins	Heads	Showers	Category	Value	Year
10	4	2	2	1	£250000	2011



Oceanis 46 Family  
www.alba-sailing.co.uk



## JEANNEAU SUN ODYSSEY 409 "MISS VICTORIA"

This stunning Jeanneau Sun Odyssey 409 was ordered in October 2011 for delivery in early 2012. We will bring her up to the standard expected by the RYA and the MCA for commercial use and she will be available for charter from late March 2012 - bookings are being taken now.

The version we have ordered is the top spec. version with electric bow thrusters, electric auxiliary winch (just press the button to hoist the main!) and a 106% Genoa. The saloon table converts to a bed hydraulically!! No wonder this yacht was the outright winner of 'Yacht of the year' in 2011.

The mainsheet is led back to each helm station giving outstanding visibility, comfort and ease of sail handling whichever point of sail you are enjoying.



Down below the saloon and cabins are flooded with natural light by day and at night the contemporary lighting gives a feeling of calm and warmth.

The galley is a masterpiece of design work and combined with the saloon provides a space for enjoyment and relaxation. The navigators area layout is simple yet effective and provides a secure place for storage of charts and navigation equipment to plan your next adventure.



The boat is warmed throughout by the Eberspacher system.

Miss Victoria is a yacht that looks and feels very expensive but is remarkably easy to sail. If you like a touch of luxury with your sailing then Miss Victoria is the yacht for you.

### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
12.34m	11.4m	3.99m	1.55m	40hp	200L	530L
Berths	Cabins	Heads	Showers	Category	Handover	Year
8	3+saloon	1	1	1(tbc)	Sunday	2011





## JEANNEAU SUNFAST 40 "TIGH SOLUIS"

A powerful triple spreader rig and deep draft lead keel make this a seriously fast cruising yacht.

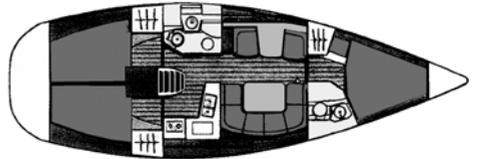
On deck she has an electric windlass, twin steering wheels, fully battened mainsail, lazyjack reefing and cockpit mainsheet traveller system. Accommodation is generous with three double cabins plus a double saloon berth.

Equipment includes wind/depth/log, cockpit GPS/plotter and autopilot. A racing package with additional insurance and various extra sails is also available.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
11.75m	10.17m	3.95m	2.4m	40hp	136L	320L
Berths	Cabins	Heads	Showers	Category	Handover	Year
8	4	2	2	2	Wednesday	2003



## WESTERLY CORSAIR MK11 "GOLDRUSH OF CLYDE"

This thoughtfully designed centre cockpit sloop has a good turn of speed, is easily handled and has exceptional seagoing qualities.

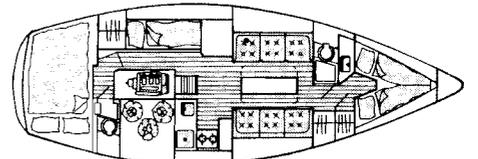
She is very comfortable for living aboard for long spells at a time making her ideal for two families or one large group.

Equipment includes GPS, wind/depth/speed instruments, slab reefing mainsail, furling genoa, a stereo CD/radio, refrigerated cool box and electric windlass.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
10.87m	9.27m	3.86m	1.52m	30hp	160L	320L
Berths	Cabins	Heads	Showers	Category	Handover	Year
8	3	2	1	2	Wednesday	1988



## WESTERLY CORSAIR "PEMVA"

This yacht is probably the best Westerly Corsair in the world! She has had a £60000 refurbishment over the last 18 months - literally from the ground up – a true labour of love.

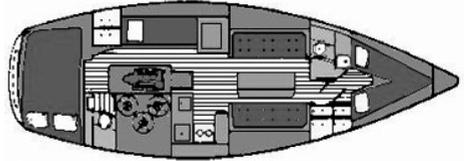
From the polished holly floors to the state of the art Simrad electronics this yacht redefines the word immaculate. The accommodation is comfortable and spacious.

The details regarding this boat are far too extensive to include in a couple of paragraphs – her full details and photographs are on our website.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
10.87m	9.27m	3.86m	1.5m	30hp	160L	320L
Berths	Cabins	Heads	Showers	Category	Handover	Year
8	3	2	1	2	Friday	1984



## BENETEAU OCEANIS 40 "INSATIABLE"

New to the fleet for 2010 this yacht is available for Skippered Charter.

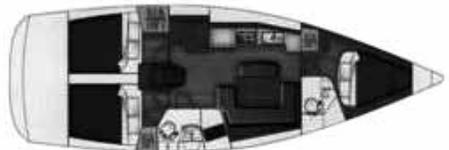
A superb yacht with 2 large double cabins to sleep 4 in comfort. Crew quarters are separate. The skipper and first mate are lovely people (Husband and Wife) who will sail the boat and cook all your meals.

You can be as involved or detached from sailing the boat as you wish. A great way to see the West Coast for those who prefer not to charter on a bareboat basis. This boat is available for charters of one day upwards on flexible turnaround days - phone for details.



### YACHT SPECIFICATIONS

LOA	LWL	BEAM	DRAFT	ENGINE	FUEL	WATER
12.17m	10.35m	3.96m	1.96m	40hp	200L	360L
Berths	Cabins	Heads	Showers	Category	Handover	Year
7	3	2	2	2	Flexible	2007





## HOW TO BOOK

Contact us by email or phone to check on the availability of the yacht. We will hold your provisional booking for 7 days while you complete the documentation.

Download the Charter Agreement from our website ('Downloads' page) or ask us to post one to you. Complete it ensuring that your signature is witnessed.

Email or post it back to us with your deposit cheque. You are welcome to pay by direct transfer — we will email our bank details to you. Credit card payments attract a 3% surcharge.

We will complete our part of the agreement and send a copy back to you for your records.

Approximately 8 weeks before your charter commences we will send you your final invoice which must be paid within 14 days. You can also download your comprehensive joining pack, details of hire items and a copy of the yachts inventory from our website or request a paper copy.

## WEEKEND AND EXTENDED CHARTERS

Subject to availability, short term or additional days rental are offered at a rate of one fifth of the weekly rate with a minimum of half the weekly rate. For weekend charters we reserve the right to transfer you to another yacht with the same or more berths should the yacht of your choice receive a full week's booking.

## EXPERIENCE REQUIRED

It is obviously necessary for the skipper to have sailing qualifications and/or practical experience in coastal waters commensurate with the type of yacht chartered. With little or no support services on the west coast, if things do go wrong, a lot depends on your own ability to improvise to enable you to continue your charter without returning to base. If you do not have the experience

required, we would be pleased to offer one of our RYA Instructors to skipper for you. In this way, you can learn as you sail and perhaps obtain an RYA practical completion certificate at the end of your holiday.

## SECURITY DEPOSITS

These vary according to the value of the yacht. The reason for the security deposit is that we and our insurers require the charterer to have a reasonable financial stake in the total value of the vessel whilst it is under their control. This is to discourage small claims and ensure that the charterers are aware of the high cost of repairs and maintenance on modern sailing yachts and the damage they can cause to others. You cannot insure against the loss of the security deposit which will be forfeited in the event of an insurance claim.

## TAKE OVER AND HAND BACK OF YACHT

When you take over your yacht at 15.00 hours on the first day of your charter, she will be clean, watered and fuelled prior to your arrival. Before you set sail you will be asked to check off an inventory of the yachts equipment and complete a hull report detailing any damage to the hull. We will give you a pre-charter briefing on the working and care of the engine and equipment and answer any questions you may have about the cruising grounds.

You hand the yacht back at 09.00 hours on the last day of your charter with the yacht clean and tidy, and all personal gear having been removed. It makes sense to return to base the evening before in order to tidy up in preparation for a relaxed and well-organised departure the next day.

## **RYA Training – Competent Crew, Day Skipper, Coastal Skipper**

Each Course takes the form of a five-day cruise. You will live on board the yacht and be involved in all aspects of cruising, from keeping a lookout at night to washing up the dishes. Alba Sailing offers the following RYA Courses on a selection of yachts.

**COMPETENT CREW** - this is meant for those with little or no experience to help them learn to become a useful crew member.

**DAY SKIPPER** - for those with a minimum of 5 days, 100 miles and 4 night hours. Basic sailing ability and navigation skills are required and ideally you will already have completed the Day Skipper theory course.

**COASTAL SKIPPER** - for those with a minimum of 15 days (2 as skipper), 300 miles and 8 night hours who have navigational skills to Coastal Skipper shorebased standard and practical sailing ability to Day Skipper standard. If you wish to take the DoT Coastal Skipper or Yachtmaster Exam at the end of the course, you will need to make arrangements yourself with the RYA Scotland. Fellow students are often happy to stay and crew during the exam. We will be happy to supply the yacht for the exam for a nominal fee after the five day course.

**WOMEN ONLY COURSES** - The emphasis on all our courses is above all to enjoy the experience of sailing in these beautiful waters whilst learning new techniques and skills. Many women find learning easier and more fun when sailing with a female skipper and crew so we are now pleased to be able to offer all the above courses for women only.

Individuals are welcome subject to our ability to find others willing to participate at the same time as yourself. Groups of friends are easier to arrange and therefore attract a small discount. The food provided is of a very high standard and there is plenty of it. All the main meals are home cooked and of course vegetarian meals can be supplied if required.

**Dates:** Courses run from March through to November and depending on demand can be arranged to suit your requirements.

**Cost:** £450 - 475 per person per five days including VAT, full board, diesel fuel and gas.

Full details of dates are on our website.





# IDEAN EXPERIENCE

**In 2011 we ran two – 2 week cruises to St Kilda, but many people were shocked by the staggering beauty of the Outer Hebrides whilst waiting for a window to get out to St Kilda. For 2012 we will be running two – 2 week cruises just to explore the Outer Hebrides in all their glory. If the weather is particularly settled we will pop over to St Kilda but that will not be the main objective.**

We will explore some stunning locations such as the Wizards Pool, Mingulay, Vatersay, Benbecula, the beaches of North Uist, Loch Maddy, the Shiant Island group, Rona, Raasay and much of the Isle of Skye.

The Outer Hebrides are 200 or so islands, only 13 are inhabited, spread out over 150nm from North to South. They have their own history, the people their own language and a culture far removed from the pace of life in mainland Britain.

The 14 day cruises are intended as an adventure holiday but many people also use the time as an opportunity to gain an RYA qualification or as milebuilding in preparation for the Yachtmaster or Coastal Skipper exam.

We will try to include any specific wishes of the group in terms of where we go but obviously the weather plays a big part.

**There are 2 cruises planned for 2012 departing on the 19th May and the 11th August. The yacht we will be using is Oceanlord and places are strictly limited to 6, although the yacht is a 10 berth boat, to allow ample personal space and plenty of space in the cockpit and around the saloon table. Places are £999**



## Chandlery

Our on-site Chandlery stocks just about everything you might need for your Charter from a nice pair of Dubarry boots to a cord for your sunglasses.

We stock popular items from

**Plastimo • Dubarry • EC Smith • Meridian Zero  
XM Yachting • Henri Lloyd • Gill International**

Some people buy Pilot books and Charts in advance of their charter to do a little 'armchair sailing'! We are happy to take phone orders and mail items out to you.

## Accommodation and Supplies

Charterers often arrive a day early or leave a day late due to flight times or just to make the most of their holiday. We have made arrangements with local accommodation suppliers from Bed & Breakfasts to 5 star Hotels. Please ask us for details

We have also sourced good quality food and drink suppliers in the area to help provision the yacht. The details are on the 'Useful Links' page of our website.

For 2012 we are able to offer the services of the lady who provides meals for our all inclusive cruises to our bareboat clients. Jennie is a trained cookery teacher who is fanatical about local quality food – the meals are home made then frozen and delivered to your yacht. Just pop them in the oven and delicious food is ready in 40 mins! See our website for details.

## Hire Stock

We have available for hire – waterproof and breathable sailing suits, pillows, towels, sleeping bags and liners etc. Many continental clients use this facility to save travelling with heavy and bulky items as baggage allowances get ever more restrictive – and it leaves more room to take home more Malt Whisky! We also hire outboard engines for the dinghy for those who prefer not to have to row ashore – all outboards are new Honda 4 strokes.

# The Alba Sailing Philosophy

## The philosophy at Alba Sailing is simple...

We provide a wide range of sizes and types of yacht. They range from 31 feet to 46 feet and from the ocean-going classics like 'Oceanlord' to the ultra-modern Jeanneau range like 'Eloise'.

We have our purpose built base at Dunstaffnage Marina with a very well equipped workshop and we pride ourselves on our high standard of maintenance. Many people think we escape to the Caribbean over the Winter. In truth it's our busiest time of the year – the more we do over the Winter the less should need attention in the Summer.

We strive to offer outstanding levels of customer service – from the first point of contact to the follow up letter when you get home. If it's possible to do it – we will do it – and with a smile!

Our pricing policy is simple – we do the opposite to what many companies do. Many companies offer fantastic discounts to new customers only. We believe that this upsets loyal customers. At Alba Sailing we spend our time and energies on looking after our existing customers – maybe that's why over 70% of Alba charterers return year after year. We simply offer a good product at a fair price backed with great service – it's not rocket science!

We are a small family business – by family I naturally include my wife Julie, but I also include Tim and Di, our two full time employees who work tirelessly all year to make sure that we offer our charterers the best experience we can of the magical West Coast of Scotland. We work as a very close knit team.

We all hope we shall have the pleasure of meeting you in 2012 – whether its for a charter or an RYA training course or just some advice in the shop. You will always be sure of a warm welcome at Alba Sailing.

*David Banks  
Dunstaffnage Marina, 2012*



ALBA SAILING  
Dunstaffnage Marina  
Oban  
Argyll  
PA37 1PX  
Scotland

Telephone: Int + 44 (0) 1631 565630  
Fax: Int + 44 (0) 1631 565620  
email: [charter@alba-sailing.co.uk](mailto:charter@alba-sailing.co.uk)  
[www.alba-sailing.co.uk](http://www.alba-sailing.co.uk)

