

OFFER

HANSE **345**

Dealer:	CROATIA YACHTING d.o.o.
	Supilova 26, 21 000 Split, CROATIA
	sales@hanseyachts.hr
Customer:	SPUZVAR Ribarski Obrt, vl. Miroslav Bačelić
	Put Igrališta 1, 22010 Žaborić
	OIB: 71797966113
Date:	03/09/2014

Offer No.	05-08/2014
Subject	Hanse 345
Hull number	H345 # 193
Engine number	

Language:	English
Currency:	€
Exchange rate:	1
VAT:	0%
Discount:	0.00%
Add. Discount:	0.00%
Total Discount:	0.00%

MatNr	Items	Standard	Options	Add-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H345.15	as per standard specification					86.900.00 €	86.900.00	1	0.00%	86.900.00	86.900.00
	HULL										
XA1000	GRP hull, white Gelcoat, standard	X				standard	0.00	1	0.00%	0.00	0.00
XA3000	Waterline, 2 stripes, standard, dark grey	X				standard	0.00	1	0.00%	0.00	0.00
	KEEL										
XB1000	Keel, T-shape, standard draft, cast iron, 1,87m	X				standard	0.00	1	0.00%	0.00	0.00
	LAYOUT & INTERIOR										
XL1001	A1: V-berth with lockers & shelves	X				standard	0.00	1	0.00%	0.00	0.00
XL2001	B1: saloon with L-shaped sattee with L-shaped galley & chart table	X				standard	0.00	1	0.00%	0.00	0.00
XL3002	C2: double aft cabins with double berths & storage lockers		X			1.450.00 €	1.450.00	1	0.00%	1.450.00	1.450.00
XL7200	Double berth in saloon, sliding			X		790.00 €	790.00	1	0.00%	790.00	790.00
XL7600	Worktop in galley, black	X				standard	0.00	1	0.00%	0.00	0.00
	WOOD (FURNITURE, FLOORBOARD)										
XM1100	Furniture - Mahogany style	X				standard	0.00	1	0.00%	0.00	0.00
XM1200	Floorboard - Acacia style	X				standard	0.00	1	0.00%	0.00	0.00
	UPHOLSTERY, CARPETS & CURTAINS										
XN1000	Mattresses, standard for all berths	X				standard	0.00	1	0.00%	0.00	0.00
XN2001	Upholstery 'Monte Carlo' (Hanse Colour Card)		X		DARK GREY	290.00 €	290.00	1	0.00%	290.00	290.00
	Packages										
XW2000	B&G Navigation Package Basic					7.500.00 €	7.500.00	1	0.00%	7.500.00	7.500.00
XF2200	B&G Triton multifunction display in cockpit, incl. transducer (speed, depth, temp)							1	0.00%		
XF2210	B&G Triton multifunction display in cockpit incl. windtransducer							1	0.00%		
XF3000	B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK1510)							1	0.00%		
XF4010	Zeus² 9 chart plotter, at cockpit table, incl. plotter rack							1	0.00%		
XF5000	Autopilot, B&G control unit & FluxGate Gyro Compass RC42							1	0.00%		
XF9100	GoFree wireless link (only with chart plotter)							1	0.00%		
XK1510	Antenna for VHF, FM and AIS, incl. splitter							1	0.00%		
XW3000	Cruising Package Basic					4.300.00 €	4.300.00	1	0.00%	4.300.00	4.300.00
XC9015	Teak on cockpit bottom & helmsman sitting area							1	0.00%		
XC9062	Helmsman footrests (not mounted)							1	0.00%		
XC9080	Spring cleats							1	0.00%		
XC9090	Anchor windlass, electrical, remote control (only with XH1001)							1	0.00%		
XC9100	Anchor 'Delta' 10kg, with 30m galvanized chain, 8mm							1	0.00%		
XH1001	Battery set, capacity upgraded to: 1x90Ah + 2x160Ah AGM							1	0.00%		
XH2000	Charger 30A							1	0.00%		
XH2150	Shore power 220 V or 110 V							1	0.00%		
XH3110	Shower unit at cockpit / stern, cold & warm water							1	0.00%		
XH3120	Shower unit in heads incl. drainage pump, cold & warm water							1	0.00%		
XH5010	Water heater, 20l							1	0.00%		
XV9420	Wind indicator							1	0.00%		
XV9450	Flagpole							1	0.00%		
XV9901	4 Fenders							1	0.00%		
XV9902	4 Mooring lines							1	0.00%		
XV9910	Second winch handle							1	0.00%		
XV9950	HANSE maintenance kit							1	0.00%		
	OPTIONS										
	DECK & OUTSIDE EQUIPMENT										
XC1000	Deck, standard (non slip)	X				standard	0.00	1	0.00%	0.00	0.00
XC2200	Double steering system, stainless steel/leather wheels	X				standard	0.00	1	0.00%	0.00	0.00
XC3001	Cockpit table, stainless steel with folding teak tops			X		990.00 €	990.00	1	0.00%	990.00	990.00
XC4000	Guard rail	X				standard	0.00	1	0.00%	0.00	0.00
XC5100	2 LEWMAR 40 ST EVO manual halyard winches	X				standard	0.00	1	0.00%	0.00	0.00
XC6001	Bathing platform, teak, folding			X		2.250.00 €	2.250.00	1	0.00%	2.250.00	2.250.00
	RIG & SAILS										
XE1000	Mast, standard rig	X				standard	0.00	1	0.00%	0.00	0.00
XE3000	ELVSTRÖM Dacron sails, full batten main & self tacking jib	X				standard	0.00	1	0.00%	0.00	0.00
XE3005	ELVSTRÖM FCL triradial cut performance sails, full batten, main & self tacking jib			X		3.250.00 €	3.250.00	1	0.00%	3.250.00	3.250.00
XE9001	Dyneema halyards for main & jib			X		730.00 €	730.00	1	0.00%	730.00	730.00
	NAVIGATION & INSTRUMENTS										
	PROPULSION										
XG1100	VOLVO D1-30, 20.3kW/27hp - saildrive, propeller 2 blade fix			X		1.600.00 €	1.600.00	1	0.00%	1.600.00	1.600.00
	EQUIPMENT										
XH1000	Battery set, capacity: 1x90Ah + 1x160Ah AGM	X				standard	0.00	1	0.00%	0.00	0.00
XH1600	Country Version: EU / AUS	X				standard	0.00	1	0.00%	0.00	0.00
	ACCESSORIES										
	SHIPPING AND TRANSPORT										
XZ2001	Loading on truck			X		380.00 €	380.00	1	0.00%	380.00	380.00
	LIST PRICE:									110.430.00	110.430.00
	TOTAL DISCOUNT:								0.00%	0.00	0.00
	TOTAL PRICE:									110.430.00	110.430.00
	Additional components:					Price ex VAT					
	Transport Greifswald - Umag					5.300.00 €	5.300.00	1	0.00%	5.300.00	5.300.00
	Rigging (mast assembly and installation, installation of sails and rails)					1.000.00 €	1.000.00	1	0.00%	1.000.00	1.000.00
	Costs of launching (including travel lift and land berth charges for 4 days)					580.00 €	580.00	1	0.00%	580.00	580.00
	Lazy bag with lazy jacks					620.00 €	620.00	1	0.00%	620.00	620.00
	Bimini top					1.560.00 €	1.560.00	1	0.00%	1.560.00	1.560.00

Sprayhood	1,220.00 €	1,220.00	1	0.00%	1,220.00	1,220.00
Radio CD(MP3/USB) player with saloon and cockpit speakers	480.00 €	480.00	1	0.00%	480.00	480.00
Charter equipment (deck, safety, bedlinen, galley, navigational...)	4,000.00 €	4,000.00	1	0.00%	4,000.00	4,000.00
LIST PRICE:					125.190.00	125.190.00
TOTAL DISCOUNT:					0.00	0.00
TOTAL PRICE:					125.190.00	125.190.00

Notes:

Payment conditions	4.000,00 EUR + VAT upon order 16.000,00 EUR + VAT latest 10 weeks before start of production Balance latest 3 weeks before delivery
Payment method	kuna equivalent at the selling exchange rate of Hypo Alpe Adria bank d.d at the moment of payment to our bank account 2500009-1101363215 at HYPO ALPE ADRIA BANK D.D.,
Delivery	December 2014
Offer valid till	04/09/2014
Note	VAT is not included Due to the agreed discount the buyer(charter company) will cover all the costs for small warranty repairs.

41885
(Date)

(Place)

(Signature)

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