

OFFER

HANSE 388

Dealer:	Croatia Yachting d.o.o.
	Dražanac 2/a, 21 000 Split, Croatia
	EU VAT ID: HR08633766175
Customer:	
Date:	7.11.2018

Offer no.	
Subject	Hanse 388 Charter Edition
Hull no.	
Engine type	
Engine no.	
Length	
Year	

Language:	English
Currency:	€
Exchange rate:	1,00
VAT:	0%
Discount:	10,00%
Add. Discount:	0,00%
Total Discount:	10,00%

MatNr	Items	Standard	Options	Acc-On	Feature	Price ex VAT €	Price ex VAT €	Selection	Discount	Price ex VAT incl. Discount €	Price incl. VAT & Discount €
H388.19	as per standard specification					122.900,00 €	122.900,00 €	1	3,00%	119.213,00 €	119.213,00 €
	Packages										
XW2000	B&G Navigation Package (only with XC3001 or XC3003)					4.290,00 €	4.290,00 €	1	100,00%	0,00 €	0,00 €
XF2200	2 B&G Triton² multifunction displays in cockpit, incl. transducer (wind/depth/speed/temperature)							1	100,00%		
XF4010	B&G Zeus³ 9" chart plotter at cockpit table (only with XC3001 or XC3003)							1	100,00%		
XW2002	Upgrade - Navigation Package					4.490,00 €	4.490,00 €	1	100,00%	0,00 €	0,00 €
XF3000	B&G VHF V60 at chart table, incl. wireless remote handset H60 (only with XK5000 or XK5011)							1	100,00%		
XF5000	B&G Autopilot with Triton² control unit and Precision 9 compass							1	100,00%		
XK5000	VHF preparation with antenna and splitter for FM and AIS							1	100,00%		
XW3000	Charter Cruising Package					4.720,00 €	4.720,00 €	1	100,00%	0,00 €	0,00 €
XC1333	Teak on helmsman seats (only with XC9060)							1	100,00%		
XC1350	Teak on bathing platform (only with XC6001 or XC6002)							1	100,00%		
XC3001	Cockpit table, stainless steel with folding teak tops							1	100,00%		
XC6001	Bathing platform, manual fold-out with swimming ladder (only with XC1350 or XC1351)							1	100,00%		
XC9060	2 helmsman seats, foldable (only with XC1333 or XC1334)							1	100,00%		
XC9090	Anchor windlass, electrical, remote control with chain counter (only with XH1001)							1	100,00%		
XC9100	Delta-anchor 16 kg, galvanized with 30 m galvanized chain, dia. 8 mm							1	100,00%		
XC9421	Openable portlight in coach roof window stb							1	100,00%		
XH1001	Battery set, capacity: 1x 90 Ah + 2x 160 Ah AGM							1	100,00%		
XH3110	Shower unit in cockpit, warm-/coldwater							1	100,00%		
XV9420	Wind indicator							1	100,00%		
XV9450	Flagpole							1	100,00%		
XV9901	6 fenders							1	100,00%		
XV9902	4 mooring lines							1	100,00%		
XV9910	Add. winch handle							1	100,00%		
	OPTIONS										
	HULL										
	KEEL										
	LAYOUT & INTERIOR										
XL2002	B2: Saloon with short L-galley, dining area on stb and sofa on port - separate head with shower stall on port (only with XL3002)		X			670,00 €	670,00 €	1	100,00%	0,00 €	0,00 €
XL3002	C2: 2 aft cabins with double berth and storage space (only with XL2002)		X			1.990,00 €	1.990,00 €	1	100,00%	0,00 €	0,00 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth		X			1.990,00 €	1.990,00 €	1	100,00%	0,00 €	0,00 €
	WOOD (FURNITURE, FLOORBOARD)										
XM1201	Floorboard - Classic Stripes		X			1.400,00 €	1.400,00 €	1	10,00%	1.260,00 €	1.260,00 €
	UPHOLSTERY, CARPETS & CURTAINS										
XN2001	Upholstery - Monte Carlo (colour selection)		X			290,00 €	290,00 €	1	100,00%	0,00 €	0,00 €
	DECK & OUTSIDE EQUIPMENT										
XC9080	2 additional cleats, midship (1 each side)					390,00 €	390,00 €	1	10,00%	351,00 €	351,00 €
XC9404	2 openable hatches in deck windows next to companionway		X			1.190,00 €	1.190,00 €	1	10,00%	1.071,00 €	1.071,00 €
	RIG & SAILS										
	NAVIGATION & INSTRUMENTS										
	PROPULSION										
	EQUIPMENT										
	RADIO & ENTERTAINMENT										
	ACCESSORIES										
	SHIPPING AND TRANSPORT										
XZ2001	Loading on truck			X		390,00 €	390,00 €	1	100,00%	0,00 €	0,00 €
XZ4000	Declaration of Conformity		X			standard	0,00 €	1	10,00%	0,00 €	0,00 €
XZ4005	Safety manual		X			standard	0,00 €	1	10,00%	0,00 €	0,00 €
XZ4010	Builder's Certificate		X			standard	0,00 €	1	10,00%	0,00 €	0,00 €
	LIST PRICE:									144.710,00 €	144.710,00 €
	TOTAL DISCOUNT:								15,77%	22.815,00 €	22.815,00 €
	TOTAL PRICE:									121.895,00 €	121.895,00 €

Additional components:	Price ex. VAT						
Transport Greifswald - Umag	7.200,00 €	7.200,00 €	1	0,00%	7.200,00 €	7.200,00 €	
Rigging (mast assembly and installation, installation of sails and rails)	1.150,00 €	1.150,00 €	1	10,00%	1.035,00 €	1.035,00 €	
Antifouling (including materials - 2 layers of primer and antifouling)	1.220,00 €	1.220,00 €	1	10,00%	1.098,00 €	1.098,00 €	
Costs of launching (including travel lift, 5 days land berth charges, 1 day sea berth charges)	740,00 €	740,00 €	1	0,00%	740,00 €	740,00 €	
Final commissioning - test of equipment, Engine pre-delivery inspection, calibration of nav. instruments, cleaning	300,00 €	300,00 €	1	50,00%	150,00 €	150,00 €	
Lazy bag with lazy jacks	700,00 €	700,00 €	1	0,00%	700,00 €	700,00 €	
Bimini top	1.680,00 €	1.680,00 €	1	0,00%	1.680,00 €	1.680,00 €	
Sprayhood	1.330,00 €	1.330,00 €	1	0,00%	1.330,00 €	1.330,00 €	
Radio CD(MP3/USB) player with saloon and cockpit speakers	500,00 €	500,00 €	1	0,00%	500,00 €	500,00 €	
Inverter (12V-220) 350 W	290,00 €	290,00 €	1	0,00%	290,00 €	290,00 €	
Blinds for side windows and hatches	780,00 €	780,00 €	1	0,00%	780,00 €	780,00 €	
Charter equipment (deck, safety, bedlinen, galley, navigational...)	4.200,00 €	4.200,00 €	1	0,00%	4.200,00 €	4.200,00 €	
Charter make-ready pack(Jib UV protect, auto switch for windlass, various reinforcement...)	500,00 €	500,00 €	1	0,00%	500,00 €	500,00 €	
LIST PRICE:					165.300,00 €	165.300,00 €	
TOTAL DISCOUNT:					23.202,00 €	23.202,00 €	
TOTAL PRICE:					142.098,00 €	142.098,00 €	

Notes:

Payment conditions:

8.000 € + VAT upon order
 24.000 € + VAT 12 weeks before production start
 Balance latest three weeks before delivery

Payment method:

IBAN: HR30 2330 0031 1530 4592 3, SWIFT: SOGEHR22 at SPLITSKA BANKA d.d.

Delivery:

March 2019

Offer valid till:

7 days

Additional notes:

VAT is not included!
The offer is valid for Croatia Yachting charter management fleet only!

(Date)

(Place)

(Signature)

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