

Avtal köp av segelbåt Hanse 388#

Säljare:

BohusCharter AB orgnr 556621-4481
Strandvägen 3 45930 Ljungskile, Sverige

Köpare:

Mikael Lönnroth sson: [REDACTED]
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OBJEKT

Detta avtal avser köp av en segelbåt, modell Hanse 388 årsmodell 2019, med utrustning enligt Bilaga 1 Offertspecifikation "Offer_Hanse 388_Mikael Lönnroth_20180809.xlsx.pdf" och standardspecifikation Bilaga 2.

PRIS

EUR 181 392.- exklusive VAT (ettundraåttioentusen trehundraåttio två euro)

LEVERANSTID

Båten levereras från produktion preliminärt i Nov 2018. Båten skall besiktigas före utleverans och vara fullt betald. Båten lagras på bevakad uppställningsyta utanför Hanse Yachts och plastas in. Båten blir sjösatt och segelklar i Greifswald April 2019.

BETALNINGSVILLKOR

Vid detta kontrakts undertecknande

1st deposit om 10% av priset mot faktura vid avtalets tecknande	18 139 €
2nd deposit om 20 % av priset mot faktura senast 2018-08-15	36 278 €
Ca 10 dagar före leveransdagen resterande belopp mot faktura	126 975 €
Totalt EUR € ex VAT	181 392 €

GARANTIER

Fabriksgarantin är 12 månader.
För monterad utrustning gäller respektive leverantörs
garantivillkor. Garantin utgår från dagen då båten lämnar
Greifswald.



ÖVRIGT

- Då båten är färdigbyggd skall Köparen leverans-godkänna båten på varvet i Greifswald, (själv eller via ombud, som kan ombesörjas till självkostnad) varefter ägandet övertages av Köparen, förutsatt att båten är fullbetald. Därefter kan båten bottenmålas, riggas etc enligt

- Köparen övertager försäkringsansvaret för båten vid godkännandet ovan.

- Datum för leveransdagen meddelas preliminärt 4 veckor före leveransen och slutgiltig leveransdag 10 dagar före leveransen.

-Båten levereras fritt Finland och köparen ombesörjer hemtransporten till Finland på egen bekostnad.

- Köparen skall vid handover i Greifswald Tyskland underteckna dokumentation om övertagande av båten och att båten transporteras till Finland.

- Köparen skall ange momsregistreringsnummer i Finland enligt Tredjepartshandel med EU-länder. I annat fall är köparen förpliktigad att erlagga svensk moms 25% till säljaren.

Detta avtal är upprättat i två likalydande exemplar och undertecknat av båda parter.

Säljare
Ljungskile, Sverige 2018-08-09

BohusCharter AB
[Redacted]

Köpare

[Redacted]
Mikael Lönnroth

OFFER

HANSE

388

Dealer:

Eobus Yachts AB - Hanse o Moody Sverige

Customer:

Mikael Lönroth

Date:

08-09-2018

Language: English
 Currency: €
 Exchange rate: 1.00
 VAT: 0%
 Discount: 0.00%
 Add. Discount: 0.00%
 Total Discount: 0.00%

MatrNr	Items	Standard	Options	Add-On	Feature	Price ex VAT	Price ex VAT	Selection	Discount	Price ex VAT Incl. Discount	Price Incl. VAT & Discount
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H588.19 as per standard specification

Package 122 900,00 € 122 900,00 € 1 0,00% 122 900,00 € 122 900,00 €

Package B&G Navigation Package (only with XC3001 or XC3003) 8 950,00 € 8 950,00 € 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%

XC3000 B&G VHF V50 at chart table, incl. wireless remote handset H50 (only with XK5000 or XK5011) 1 100,00%

XF4010 B&G Zeus² 9" chart plotter at cockpit table (only with XC3001 or XC3003) 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%

Package XW2001 Upgrade - 12" chart plotter 9 500,00 € 9 500,00 € 1 10,00% 855,00 € 855,00 €

XF4011 B&G Zeus² 12" chart plotter at cockpit table (only with XC3001 or XC3003) 1 100,00%

Package XW3000 Cruising Package 4 390,00 € 4 390,00 € 1 100,00% 0,00 € 0,00 €

XC1325 Teak on cockpit bottom 1 100,00%

XC9062 Helmman footrests (free mountable) 1 100,00%

XC9080 2 additional cleats, midship (1 each side) 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%

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 Flapole 1 100,00%

XV9901 6 fenders 1 100,00%

XV9902 4 mooring lines 1 100,00%

XV9910 Add. winch handle 1 100,00%

XV9950 HANSE maintenance kit 1 100,00%

Package XW3001 Upgrade - Synthetic teak 3 500,00 € 3 500,00 € 1 10,00% 315,00 € 315,00 €

XC1326 Synthetic teak on cockpit bottom (colour selection) 1 10,00%

XC1341 Synthetic teak on cockpit benches (colour selection) 1 10,00%

Package XW3002 Upgrade - stainless steel anchor with chain 1 700,00 € 1 700,00 € 1 0,00% 1 700,00 € 1 700,00 €

XC9101 Ultra-anchor 16 kg, stainless steel, with Ultra Flip swivel and 50 m stainless steel chain, dia. 8 mm 1 0,00%

Package XW4000 Performance Package 5 990,00 € 5 990,00 € 1 100,00% 0,00 € 0,00 €

XC2201 2 GRP steering wheels, Y-spoke (black or white) 1 100,00%

XE3005 ELVASTROM FCL performance sails - full battened, triradial, main and jib 1 100,00%

XE9001 Dyneema halvyards for main and jib 1 100,00%

XE8002 Selden MDS mainsail slider system 1 100,00%

GLS

XW4001	Upgrade - Secondary Winches				1 750.00 €	1 750.00 €	1	0.00%	1 750.00 €	1 750.00 €
XG5200	2 LEMMAR 40 ST EVO manual secondary winches						1	0.00%		
XV5000	Comfort Package				3 590.00 €	3 590.00 €	1	0.00%	3 590.00 €	3 590.00 €
XC9032	Courtesy lights in cockpit						1	0.00%		
XC9033	Courtesy lights at companionway						1	0.00%		
XC9300	2 vents for coach roof hatches						1	0.00%		
XL9003	Indirect lights in saloon and cabins						1	0.00%		
XL9004	LED overhead lights in saloon and master cabin, dimmable						1	0.00%		
XN2500	Cockpit cushions (colour selection)						1	0.00%		
XV9010	Blind set with flyscreens for deck hatches						1	0.00%		
XV9080	Blinds for hull windows						1	0.00%		
XV9080	Blinds for side coach roof windows						1	0.00%		
XW7000	Entertainment Package				1 560.00 €	1 560.00 €	1	0.00%	1 560.00 €	1 560.00 €
XH2090	Wireless charging						1	0.00%		
XK1000	FUSION MS RAYON Multimedia radio with bluetooth - for saloon and cockpit						1	0.00%		
XK2000	2x 2 speakers in saloon and cockpit						1	0.00%		
XK3070	FUSION MS-NRX remote control in cockpit						1	0.00%		
	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)	0	X	0	670.00 €	670.00 €	1	0.00%	670.00 €	670.00 €
XL3002	C2. 2 aft cabins with double berth and storage space (only with XL2002)	0	X	0	1 990.00 €	1 990.00 €	1	0.00%	1 990.00 €	1 990.00 €
XL7200	Chart table lowerable and seat in saloon convertible into double berth	0	X	0	1 990.00 €	1 990.00 €	1	0.00%	1 990.00 €	1 990.00 €
XL7801	Worktop in galley - Seashell White	0	X	0	490.00 €	490.00 €	1	0.00%	441.00 €	441.00 €
XM1101	WOOD FURNITURE: FLOORBOARD	0	X	0	2 900.00 €	2 900.00 €	1	0.00%	2 900.00 €	2 900.00 €
	Furniture - Canadian Chestnut									
	UPHOLSTERY CARPETS & CURTAINS									
XN2002	Upholstery - Valerica (colour selection)	0	X	0	590.00 €	590.00 €	1	0.00%	590.00 €	590.00 €
	DECK & OUTSIDE EQUIPMENT									
XC1351	Synthetic teak on bathing platform (colour selection - only with XC6001 or XC6002)	0	0	X	100.00 €	100.00 €	1	0.00%	100.00 €	100.00 €
XC3001	Cockpit table, stainless steel with folding teak tops	0	X	0	990.00 €	990.00 €	1	0.00%	990.00 €	990.00 €
XC4001	Gateway stanchion	0	0	X	790.00 €	790.00 €	1	0.00%	790.00 €	790.00 €
XC6001	Bathing platform, manual fold-out with swimming ladder (only with XC1350 or XC1351)	0	X	0	2 250.00 €	2 250.00 €	1	0.00%	2 250.00 €	2 250.00 €
XC9161	Anchor and forestry fitting with double mooring roll incl. gennaker/crossover eye	0	X	0	690.00 €	690.00 €	1	0.00%	690.00 €	690.00 €
XC9421	Portlight in coach roof window stb and 2 hatches in deckwindows next to companion-way	0	X	0	2 320.00 €	2 320.00 €	0	0.00%	0.00 €	0.00 €
	RIG & SAILS									
XE2001	Lazy bag with lazy jacks (colour selection - not with XE1001)	0	0	X	890.00 €	890.00 €	1	0.00%	890.00 €	890.00 €
XE2012	Sprayhood with stainless steel stake, 3 windows (1 operable - colour selection)	0	0	X	1 990.00 €	1 990.00 €	1	0.00%	1 990.00 €	1 990.00 €
XE3300	ELVSTRØM CZ Crossover sail - with CX endless furler and storage bag (only with XC9161)	0	0	X	4 370.00 €	4 370.00 €	1	0.00%	4 370.00 €	4 370.00 €
XE9003	Gennaker/Crossover package incl. halyard, 2 sheets, 2 blocks and padeyes (only with XC9161)	0	0	X	790.00 €	790.00 €	1	10.00%	711.00 €	711.00 €
	NAVIGATION & INSTRUMENTS									
XF4500	B&G 4G Broadband Radar (only with XF4000, XF4010 or XF4011)	0	0	X	2 750.00 €	2 750.00 €	1	0.00%	2 750.00 €	2 750.00 €
XF4600	B&G AIS Class B transponder (only with XF4000, XF4010 or XF4011)	0	0	X	1 150.00 €	1 150.00 €	1	0.00%	1 150.00 €	1 150.00 €
	PROPULSION									
XC1001	Engine (Diesel, approx. 29 hp) - saildrive; 2-blade folding propeller	0	X	0	1 000.00 €	1 000.00 €	1	10.00%	900.00 €	900.00 €
XG3101	Bowthruster, 12 V, retractable, incl. battery	0	0	X	7 900.00 €	7 900.00 €	1	0.00%	7 900.00 €	7 900.00 €
	EQUIPMENT									
XH2201	Inverter/charger, 12 V / 1600 W - 60 A, incl. AC panel (only with XH1001)	0	X	0	2 290.00 €	2 290.00 €	1	0.00%	2 290.00 €	2 290.00 €
XH4011	Heating, hot air with blowers in saloon and master cabin (not with XH4511)	0	0	X	3 550.00 €	3 550.00 €	1	0.00%	3 550.00 €	3 550.00 €
XH4022	Outlet for heating in aft cabins (only with XH4011 and XL3002)	0	0	X	480.00 €	480.00 €	1	0.00%	480.00 €	480.00 €
XH5150	Microwave in galley	0	0	X	790.00 €	790.00 €	1	0.00%	790.00 €	790.00 €
	RADIO & ENTERTAINMENT									
	ACCESSORIES									
	SHIPPING AND TRANSPORT									
XZ1010	Shrink wrap foil	0	0	X	400.00 €	400.00 €	1	0.00%	400.00 €	400.00 €
XZ2001	Loading on truck	0	0	X	390.00 €	390.00 €	1	0.00%	390.00 €	390.00 €

OK

XZ4000	Declaration of Conformity	X	0	0	0		standard	0,00 €	1	0,00%	0,00 €	0,00 €
XZ4005	Safety manual	X	0	0	0		standard	0,00 €	1	0,00%	0,00 €	0,00 €
XZ4010	Builder's Certificate	X	0	0	0		standard	0,00 €	1	0,00%	0,00 €	0,00 €
LIST PRICE:								194 320,00 €			194 320,00 €	
TOTAL DISCOUNT:								19 688,00 €		10,13%	19 688,00 €	19 688,00 €
TOTAL PRICE:								174 632,00 €			174 632,00 €	174 632,00 €
Additional components:												
	Rigging mast assembly and installation installation sails and rails						Price ex VAT	1 670,00 €	1	0,00%	1 670,00 €	1 670,00 €
	Antifouling incl ratersåle 2 x primer+ 2 x antifouling						1 490,00 €	1 490,00 €	1	0,00%	1 490,00 €	1 490,00 €
	Final commissioning test equipment Yamarin pre-delivery inspection, calibration of navigation						1 350,00 €	1 350,00 €	1	0,00%	1 350,00 €	1 350,00 €
	Cleaning inside and outside						450,00 €	450,00 €	1	0,00%	450,00 €	450,00 €
	Mounting Lazy bag with lazy jacks						400,00 €	400,00 €	1	0,00%	400,00 €	400,00 €
	Mounting Sprayhood, stainless steel frame 3 windows						400,00 €	400,00 €	1	0,00%	400,00 €	400,00 €
	Handover procurements, handover and testdrive						1 000,00 €	1 000,00 €	1	0,00%	1 000,00 €	1 000,00 €
LIST PRICE:								201 080,00 €		9,79%	201 080,00 €	201 080,00 €
TOTAL DISCOUNT:								19 688,00 €			19 688,00 €	19 688,00 €
TOTAL PRICE:								181 392,00 €			181 392,00 €	181 392,00 €

Notes:

Offerten gäller i om 2018-08-12. Offerten anges i euro och kursnyckel anges i övre högra hörnet. Vi reserverar oss för valutförändringar.
 Förutsättningar för att erhålla rabatten är beställning och 10% handpenning oss tillhanda senast 2018-08-15.
 Vid beställning erläggas 10 % i handpenning.
 Årenast 2018-08-26 erläggas 20% i 2nd deposit för produktionsläggning.
 Cirka 10 dagar före leverans aviseras preliminär leverans. Beskrivning skall ombeskrivas av köparen och händer skall resulerande 70% erläggas.
 Leverans fr är preliminär november 2018.

(Date) _____ (Place) _____

(Signature) _____

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LOA		11.40 m	37' 5"
Hull length		10.99 m	36' 1"
LWL		10.40 m	34' 1"
Beam		3.90 m	12' 10"
Draft			
shallow keel		1.62 m	5' 5"
L-keel, medium		2.06 m	6' 9"
Displacement			
shallow keel	approx.	8.66 t	19,092 lbs
L-keel, medium	approx.	8.27 t	18,232 lbs
Engine Diesel			
standard	approx.	27.30 PS	27.30 hp
option	approx.	38.00 PS	38.00 hp
Fuel tank	approx.	160 l	42 gal
Fresh water	approx.	295 l	77 gal
CE Certificate	A - 6 / B - 10		
Design	judel / vrolijk & co		
Interior	HanseYachts Design		
Mast length above WL	approx.	17.60 m	57' 9"
Total sail area	approx.	72.00 m ²	775 sq ft
Main sail			
standard	approx.	43.50 m ²	468 sq ft
furling	approx.	39.00 m ²	420 sq ft
Self-tacking jib	approx.	28.50 m ²	307 sq ft
Crossover	approx.	61.10 m ²	658 sq ft
Gennaker	approx.	93.90 m ²	1,011 sq ft

HULL

- 6 hull windows (3 each side)
- GRP hull, isophthalic gelcoat, colour: Signal White (RAL 9003), 1st layer vinyl ester resin with balsa sandwich core.
- Waterline and cove line, isophthalic gelcoat, colour: Dark Grey (RAL 7043)

KEEL

- L-keel, cast iron, draft: 2.06 m
- GRP rudder with sea-water resistant aluminium shaft and selfaligning bearings

LAYOUT & INTERIOR

- A1: Master cabin with double V-berth and storage space
- B1: Saloon with large L-galley, dining area on stb and sofa on port
 - separate head with shower stall on port (only with XL3001)
- C1: Aft cabin with double berth and storage space on port, utility room on stb (only with XL2001)
- 2-burner gas stove, 12 V fridge approx. 130 l, waste bin, double stainless steel sink with mixing tap
- Interior furniture in high quality marine plywood, satin varnish
- Hanse companionway closing system
- Saloon table, folding with stowage
- Worktop in galley - Black Quartz
- SLS - Scenario light system - touch screen controller and dimmer in saloon

WOOD (FURNITURE, FLOORBOARD)

- Furniture - Mahogany Style, Satin Varnish
- Cupboard fronts in wood colour
- Floorboard - Acacia

UPHOLSTERY, CARPETS & CURTAINS

- Mattresses for all berths
- Upholstery - Monte Carlo, colour: Cream

DECK & OUTSIDE EQUIPMENT

- GRP deck with antislip surface, isophthalic gelcoat, colour: Signal White (RAL 9003), 1st layer vinyl ester resin with balsa sandwich core. 1 cockpit locker on stb, stern locker on port and stb, stowage for running rigging at helm position, anchor locker at bow.

- Teak on cockpit benches
- Twin wheel steering system with emergency tiller
- 2 stainless steel steering wheels with leather cover
- Pulpit and pushpit, stainless steel
- Railing, incl. stanchions and stainless steel wire
- Covered halyards and control lines lead to cockpit helm position, organizers and jammers, 4 mooring cleats, handrail on coach roof, bow anchor fitting with step
- 2 LEWMAR 40 ST EVO manual halyard winches
- Swimming ladder
- Anchor and forestay fitting
- Self tacking jib system
- Mainsheet system
- 2 deck hatches - openable, anchor locker hatch, stowage on coach roof with acrylic glass hatch
- 6 deck coach roof windows with openable portlight in bathroom, glass next to companionway, glass in saloon and master cabin, 2 portlights in cockpit side for aft-cabins

RIG & SAILS

- Rig, anodized aluminium, deck stepped, with kicker, standing and running rigging and 2 reefs
- ELVSTRÖM Dacron sails - full battened, main and jib

NAVIGATION & INSTRUMENTS

- Illuminated compass
- Navigation lights - LED

PROPULSION

- Fuel tank, approx. 160 l
- Engine (Diesel, approx. 29 hp) - saildrive, 2-blade fix propeller

EQUIPMENT

- 12 V and 230 V electric system with main panels and 230 V shore power and sockets.
- AGM battery set, capacity: 1x 90 Ah + 1x 160 Ah AGM
- Country Version: EU / AUS
- Battery charger 35 A
- Manual toilet with sea water flush (B layout)
- LPG gas system, stowage for 1 gas bottle
- Blackwater system (appr. 35 l) with deck extraction and seacock for head, electric and manual bilge pump

- Freshwater system with electric pump and 20 l hotwater, heated by main engine
- Fresh water tank, appr. 300 l

ACCESSORIES

- Mast steps

SHIPPING & TRANSPORT

- CE - Certificate cat. A - 6 / B - 10 (only with XE1001)
- Owners manual
- EC - Type Examination Certificate

GM