

Hanse 348 – Sales manual

12.07.2017

Pascal Kuhn



Hanse 
BREAKING RULES . SETTING TRENDS

315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com



Highlights



315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com

Highlights

- Fast Cruising -

- ▶ Judel / Vrolijk & CO designed hull for optimized performance, stability and balance of the vessel
- ▶ High rig and large sail area for a stunning performance
- ▶ Various keel options to match sailing area and performance
- ▶ ELVSTRÖM CZ Crossover sail - with CX endless furler and storage bag
- ▶ Gennaker for maximum downwind performance

Highlights

- Easy Sailing -

- ▶ Easy sailing concept with all functions operable from the helm position with one set of winches only
- ▶ Deckslayout and coachroof design ensuring optimum view when helming the vessel
- ▶ Twin wheel steering with optional chart plotter at cockpit table
- ▶ Mainsheet on coachroof to allow maximum comfort in cockpit
- ▶ Self-tacking jib for easy manouvering
- ▶ Manual furling systems for easy handling of sails (furling rig optional)

Highlights

- Innovative design -

- ▶ Sleek and elegant Hanse exterior profile
- ▶ New „Hanse family look“ - interior and exterior – Design, materials and quality throughout the whole fleet
- ▶ Modern Hanse furniture design
- ▶ Two deck cockpit lockers and one anchor locker at bow

Highlights

- Individual customization -

- ▶ Various cabin versions
- ▶ Various wood and fabric choices for interior and exterior
- ▶ Several canvas and canopy options
- ▶ Optional GRP cockpit table with integrated optional chart plotter
- ▶ Entertainment options



Concept

Hanse 
BREAKING RULES . SETTING TRENDS

315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com

Concept – Rig and Sails

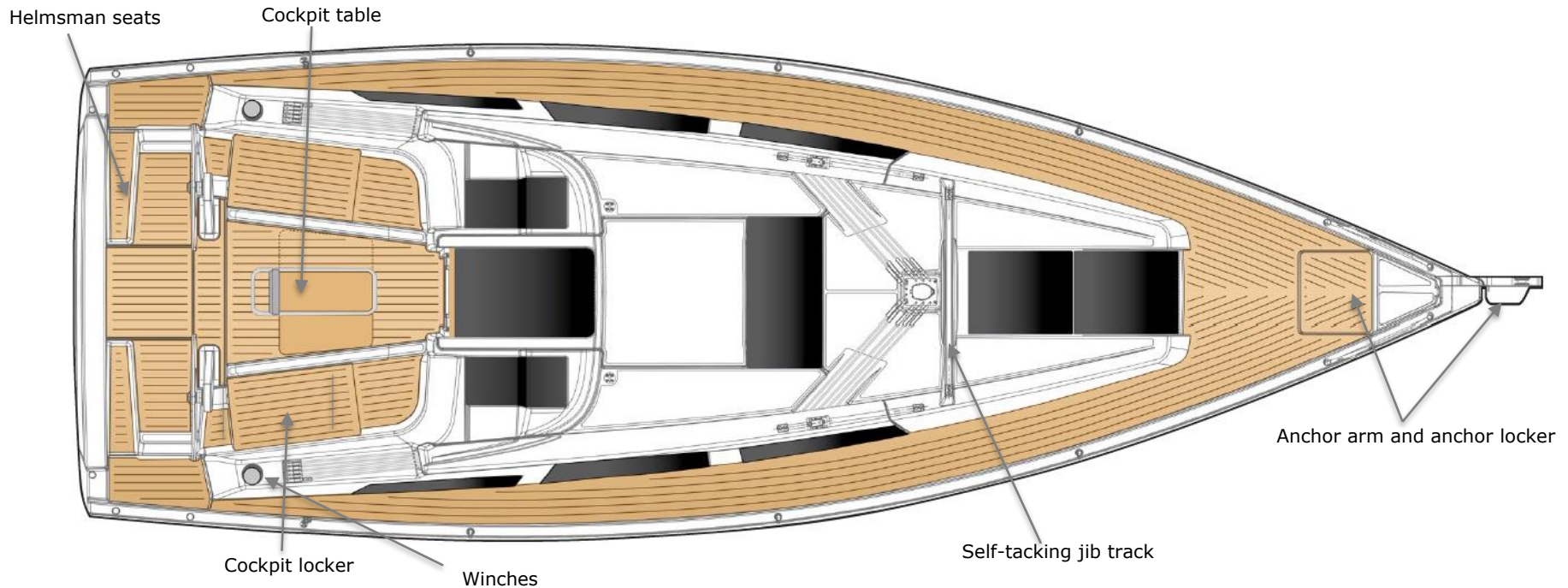


The enormous sail plan makes the Hanse 348 being one of the best performing vessels of its class. Due to the excellent aero- and hydrodynamic concept of Judel / Vrolijk & CO - featuring the Hanse „Crossover“ sail attached to the anchor arm and a huge Gennaker - she is in combination with the two keel options always well balanced and easy to handle.

By this, performance meets the clients requirements at its best - stunning performance, easy to sail and tuned for the clients area.

An optimized and well thought deckslayout, a manual jib furler and a self-tacking jib in standard are completing an astonishing vessel.

Concept – Deckslayout



The deckslayout features the Hanse easy sailing concept with all functions operable from the helm position with one set of winches only. The saloon glass windows next to the companion way are one of the key features of this deck design.

The cockpit combines comfort and safety. The cockpit locker in both cockpit benches transom keep the deck clean and

give stowage for all equipment on board.

An anchor arm at the bow and the anchor locker make the anchoring manoeuvre easy at any time. Optional secondary winches on the coamings give the opportunity for more ambitious sailing and manoeuvring.

Concept – Deck hatches and Windows



Light and view below deck are essential and bring the focus to an extraordinary interior styling. Therefore the Hanse 388 can have overall 5 openable hatches on deck.

The central saloon glass window area is made out of two openable flush hatches and is accompanied by two hull windows. The hatches next to the glass companion way are

completing the concept.

A forward hatch and an additional screen offer light to the foreship cabin.

Two aft coachroof windows and a cockpit side hatch are providing light to the aft cabins.

Concept – Furniture Design

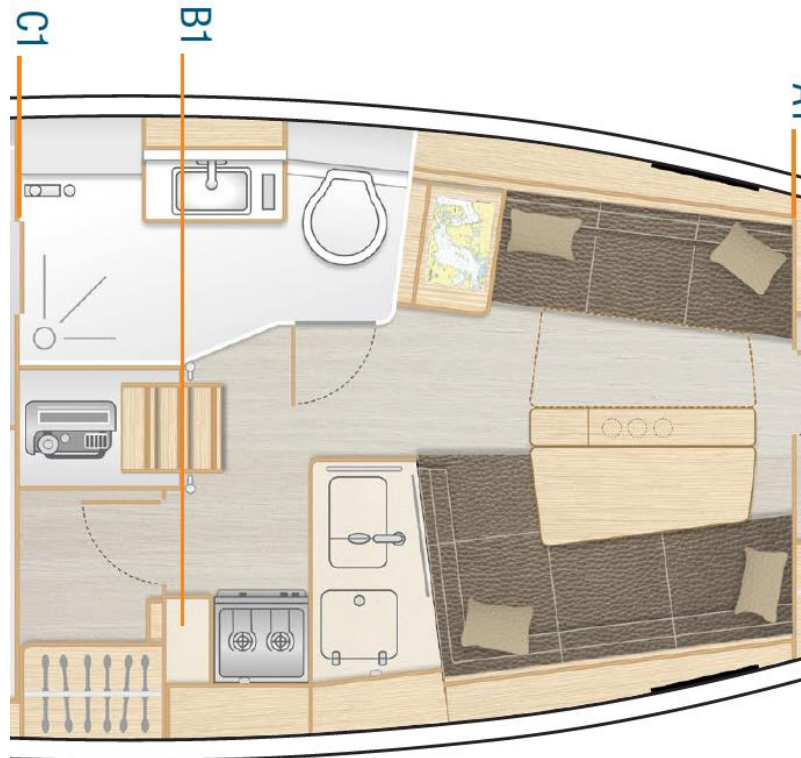
Picture schematic from H548



With its innovative and modern furniture design, the Hanse 348 is an extraordinary yacht. Various wood options can be combined - next to the numerous upholstery choices - with upper cupboard fronts in „ Pearl“ or „Dove Grey“. The saloon upholstery is designed to achieve the impression of a settee with still the maximum of stowage below.

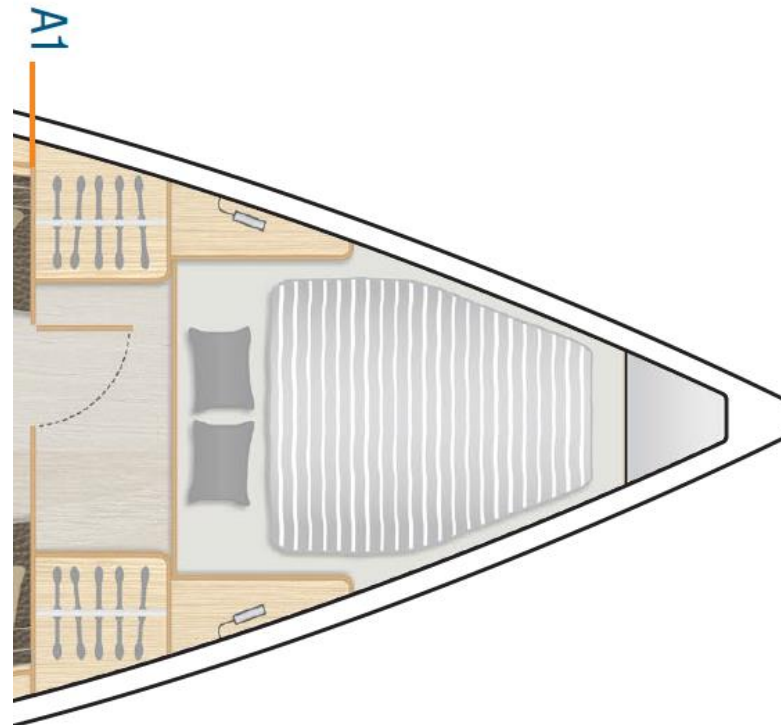
Wooden bulkheads and a washing basin in special Hanse Design are just some of the features of the new Hanse 348. Despite to the Hanse furniture Design all features and materials are in accordance to our „big boats“ with no difference in quality or materials.

Concept – Saloon



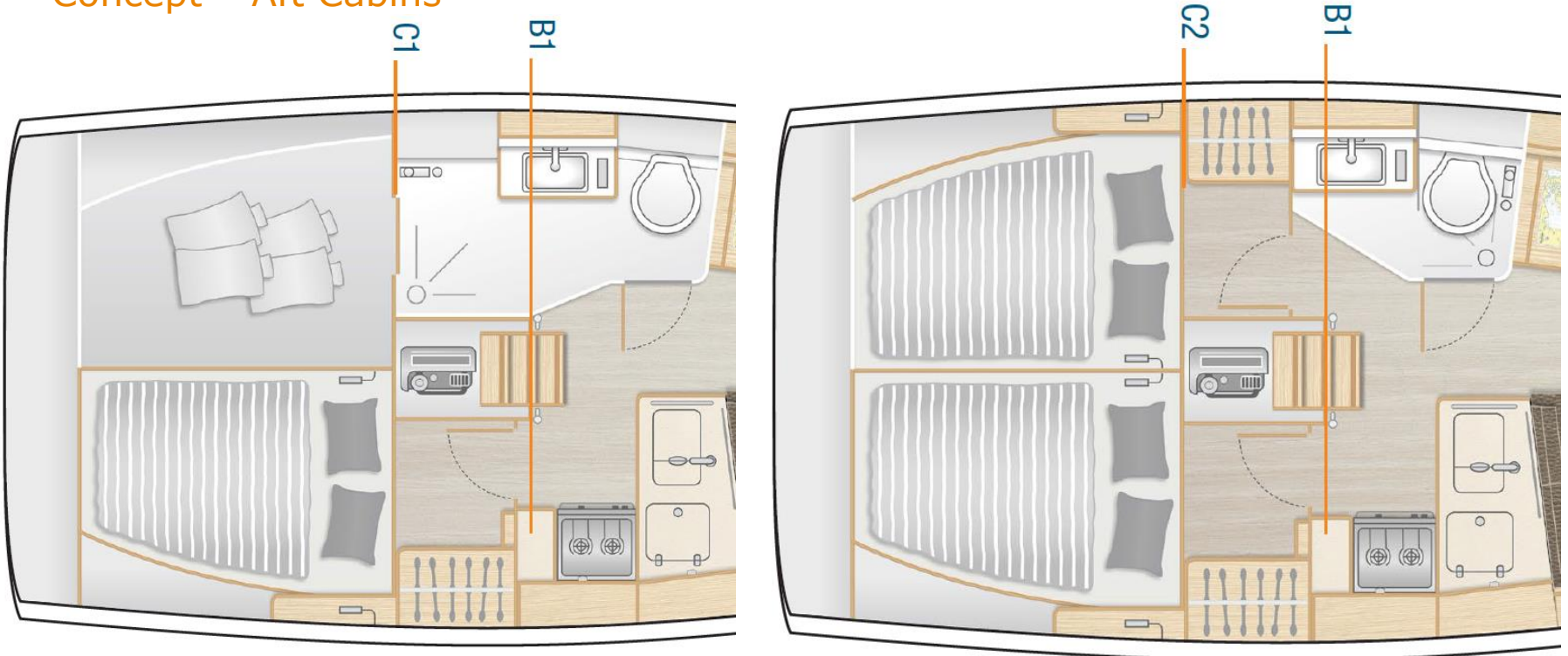
The Hanse 348 saloon offers a maximum of comfort and functionality. The settees on both sides can be connected into a huge dining area by the saloon table with its foldable tops. The marine galley and a big head, equipped with the Hanse Design washing basin, a toilet and a separate shower stall are completing the saloon. The extractable port settee makes the saloon become a third or fourth cabin.

Concept – Master Cabin



The modern and stylish master cabin is featuring one cupboard each side. It offers a V-birth of 1.60 x 2 m. Shelves on the sides of the birth offer additional stowage.

Concept – Aft Cabins



Two different aft cabin options allow to choose between a two or three cabin version boat. The beds are both 1.60 x 2m. For more stowage space the port aft cabin can become a huge locker.



Standards



315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com

Principle dimensions



LOA		10.40 m	34' 1"
Hull length		9.99 m	32' 9"
LWL		9.55 m	31' 4"
Beam		3.55 m	11' 8"
Draft			
	shallow keel	1.55 m	5' 1"
	L-keel, medium	1.95 m	6' 5"
Displacement			
	shallow keel	approx. 6.50 t	14.330lbs
	L-keel, medium	approx. 6.20 t	13.668 lbs
Engine Diesel			
	standard	approx. 13.60 PS	13.60 hp
	option	approx. 21.00 PS	21.00 hp
Fuel tank		approx. 160 l	42 gal
Fresh water		approx. 210 l	55 gal
CE Certificate		B - 8	
	Design	judel / vrolijk & co	
	Interior	HanseYachts Design	
Mast length above WL		approx. 15.75 m	51' 8"
Total sail area		approx. 55.50 qm	593 sq ft
Main sail	standard	approx. 32.50 qm	350 sq ft
Self-tacking jib		approx. 23.00 qm	248 sq ft
Crossover		approx. 48.90 qm	526 sq ft
Gennaker		approx. 81.60 qm	878 sq ft

Standards

HULL

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

KEEL

- L-keel, cast iron, draft: 1.87 m
- GRP rudder with sea-water resistant aluminium shaft and selfaligning bearings

LAYOUT & INTERIOR

- A1: Master cabin with double V-berth, hanging locker and shelves
- B1: Saloon with L-galley, dining area on stb and sofa on port
- C1: Aft cabin with double berth and storage on port, utility room on stb - separate head with shower stall on port
- 2-burner gas stove, 12 V fridge approx. 130 l, waste bin, double stainless steel sink with mixing tab
- Interior furniture in high quality marine plywood, satin varnish
- Hanse companionway closing system
- Saloon table, folding with stowage
- Worktop in galley - Black Quartz

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, color: Signal White (RAL 9003), 1st layer vinyl ester resin mit balsa sandwich core
- Cockpit locker on port and stb, 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
- Halyards and control lines with organizers and jammers on coachroof, 4 mooring cleats, handrail on coachroof, bow anchor fitting
- 2 LEWMAR 40 ST EVO manual halyard winches
- Swimming ladder
- Self tacking jib system
- Mainsheet system
- 5 deck hatches - openable, anchor locker hatch, stowage on coachroof with acrylic glass hatch
- 6 deck coach roof windows, acrylic glass next to companionway

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

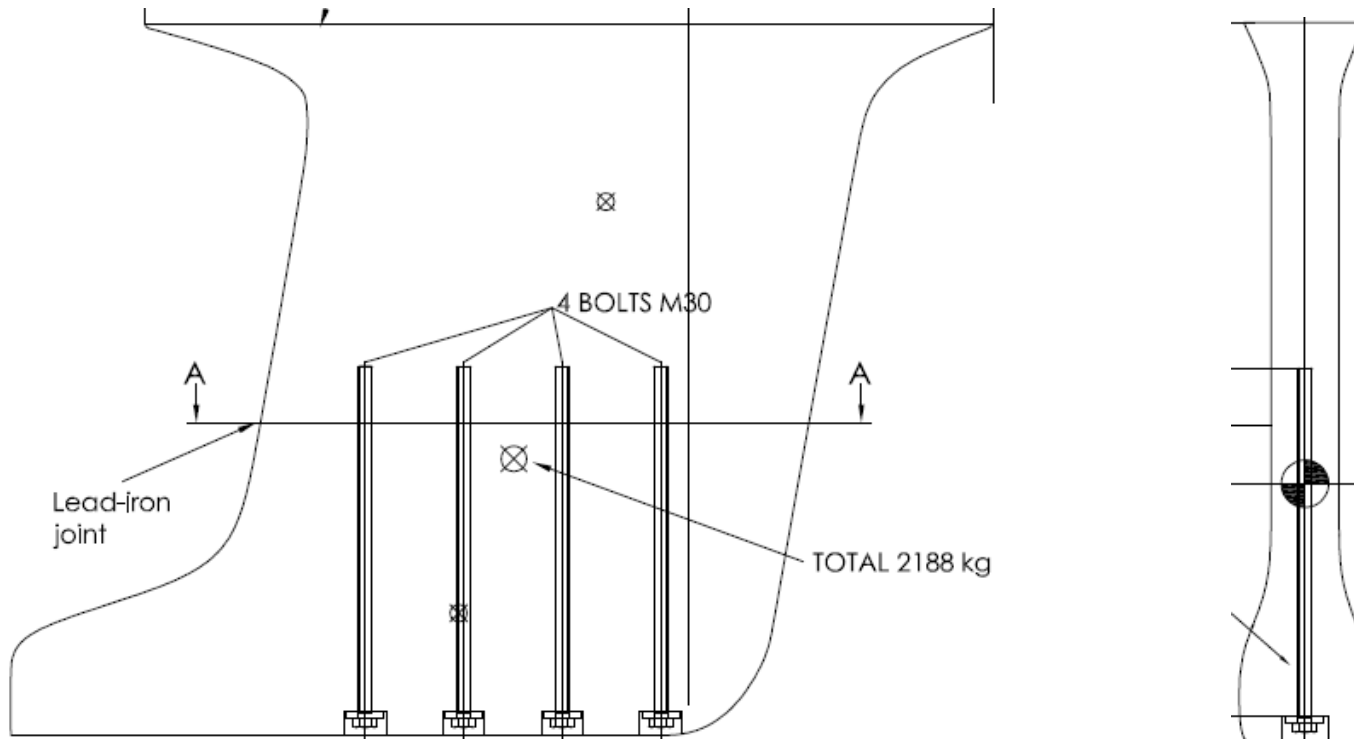
PROPULSION

- Fuel tank, approx. 160 l
 - Engine (Diesel, approx. 12 hp) - saildrive, 2-blade fix propeller
 - Engine (Diesel, approx. 18 hp) - saildrive, 2-blade folding propeller
- ### EQUIPMENT
- 12 V and 230 V electric system with main panels.
 - 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
 - Shower unit in cockpit, warm-/coldwater
 - LPG gas system, 1 bottle in stowage
 - Blackwater system (appr. 65 l) with deck extraction and seacock for head, electric and manual bilge pump
 - Freshwater system with electric pump
 - Fresh water tank, appr. 230 l
- ### SHIPPING & TRANSPORT
- CE - Certificate cat. B - 8
 - Owners manual
 - EC - Type Examination Certificate

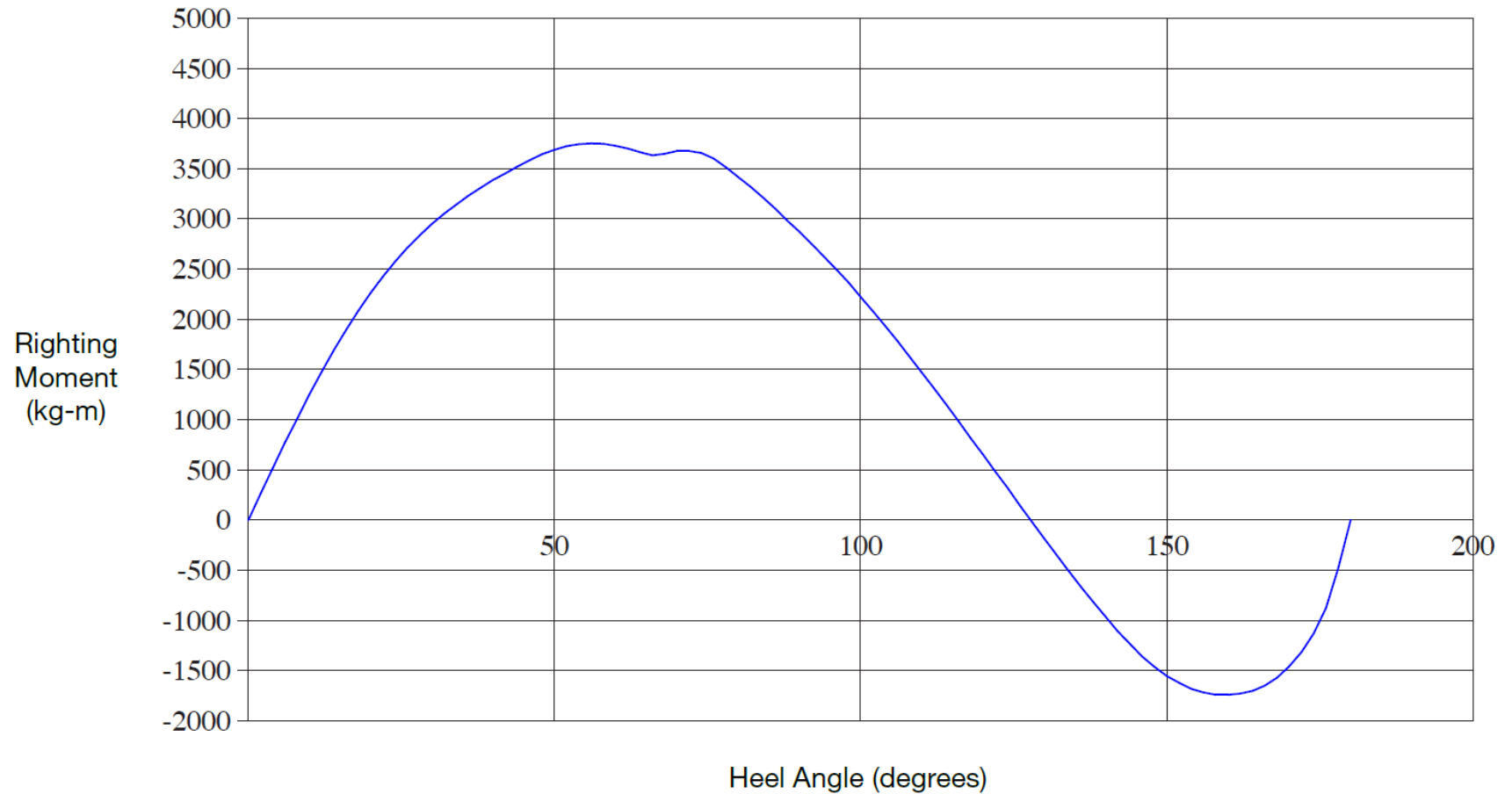
B – Keel: Medium Draft

XB1002 L-keel, cast iron, draft: 1.95 m

Draft	1.95 m	6' 5"
Ballast	2.19 t	4.475 lbs
Dspl.	6.20 t	13.668 lbs

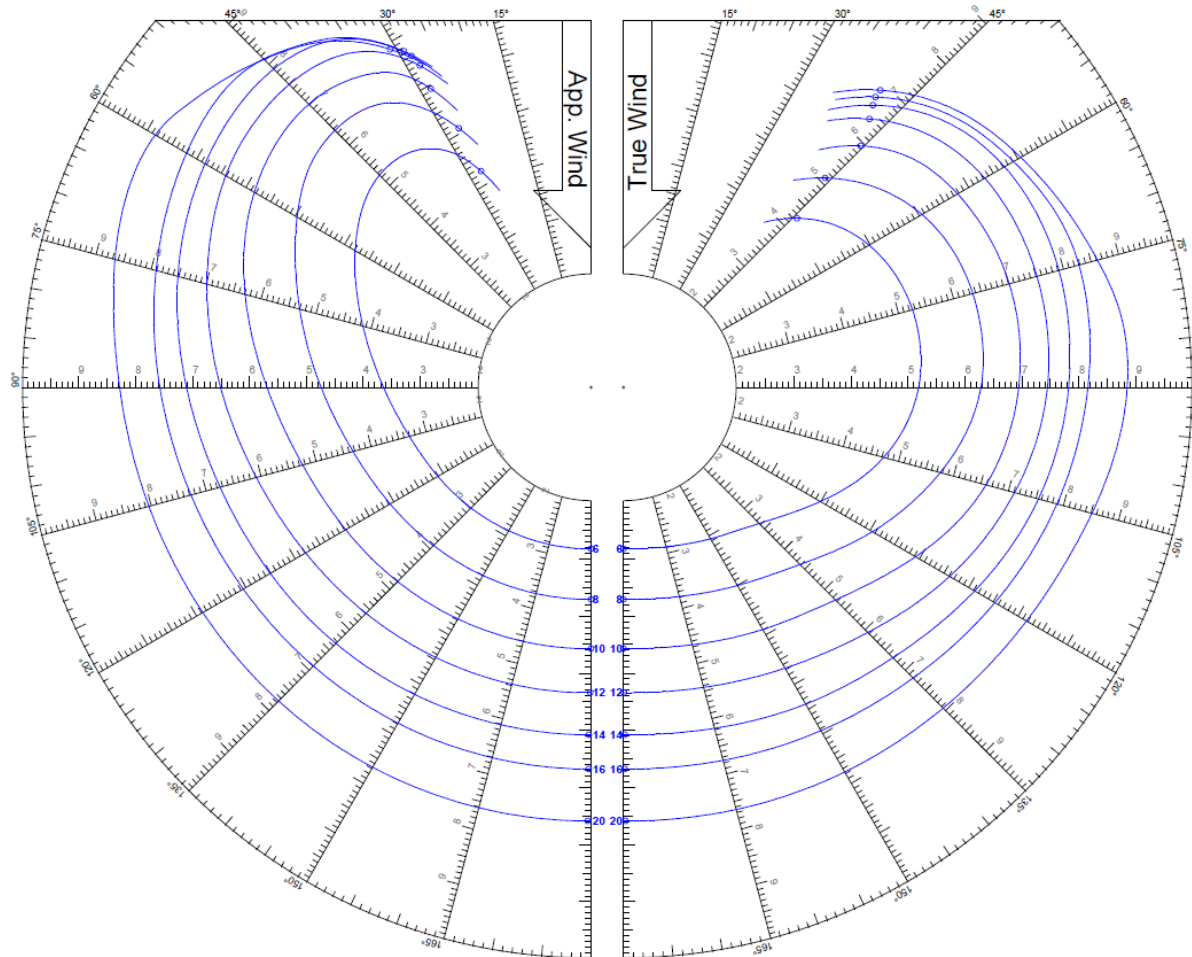


Medium Draft Keel - Stability



Medium Draft Keel – VPP

Self-tacking jib upwind and gennaker downwind





Options



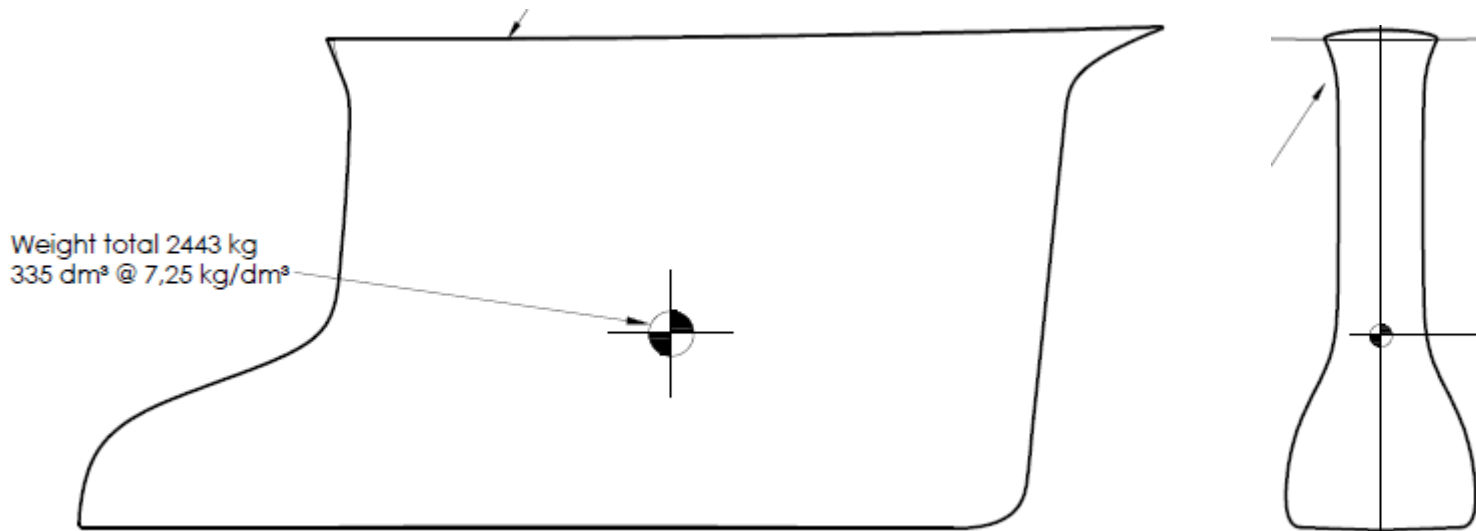
315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com

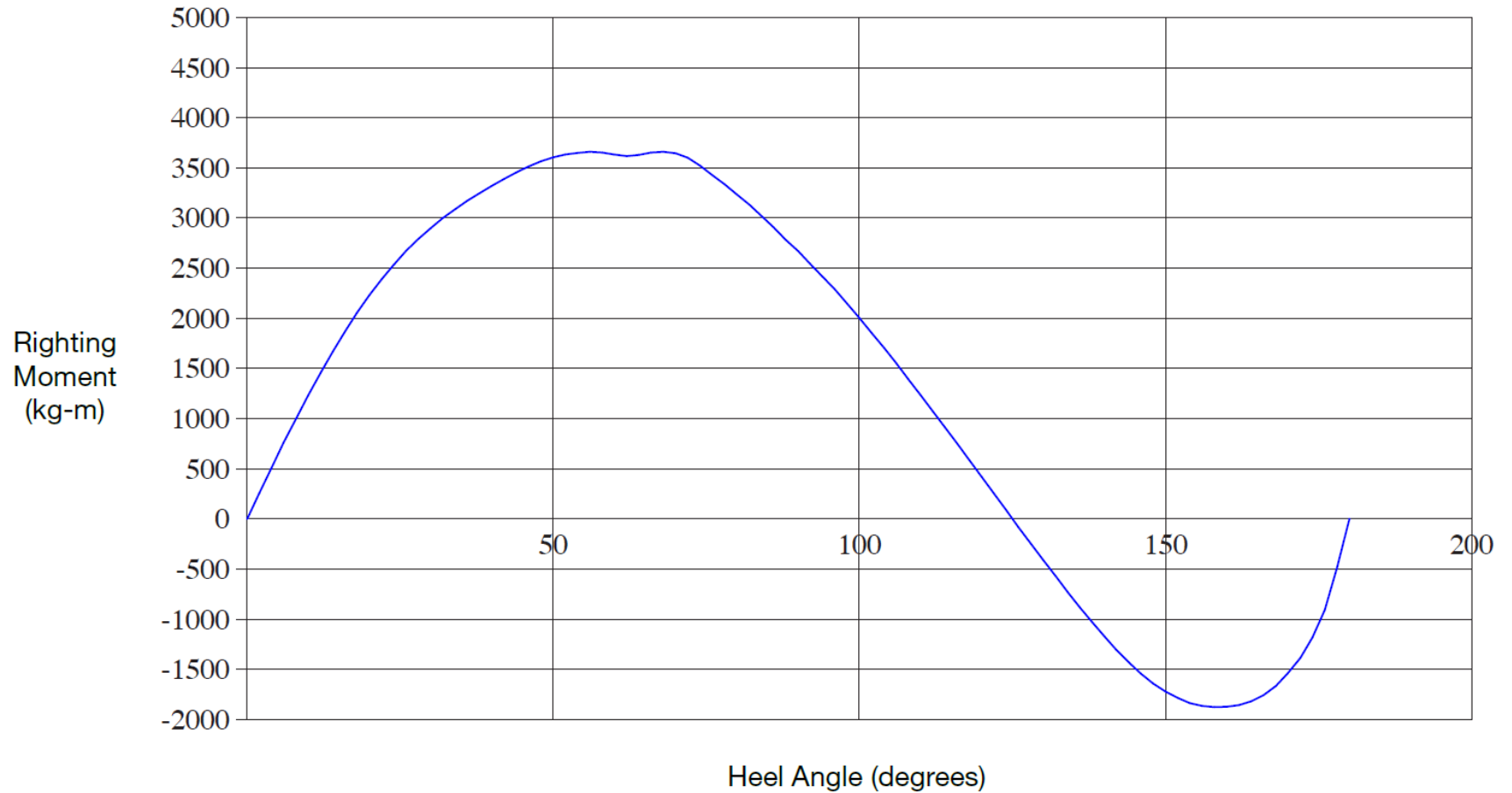
B – Keel: Shallow Draft Keel

XB1001 L-keel, cast iron, draft: 1.65 m

Draft	1.55 m	5' 1"
Ballast	2.44 t	4.986 lbs
Dspl.	6.50 t	14.330 lbs

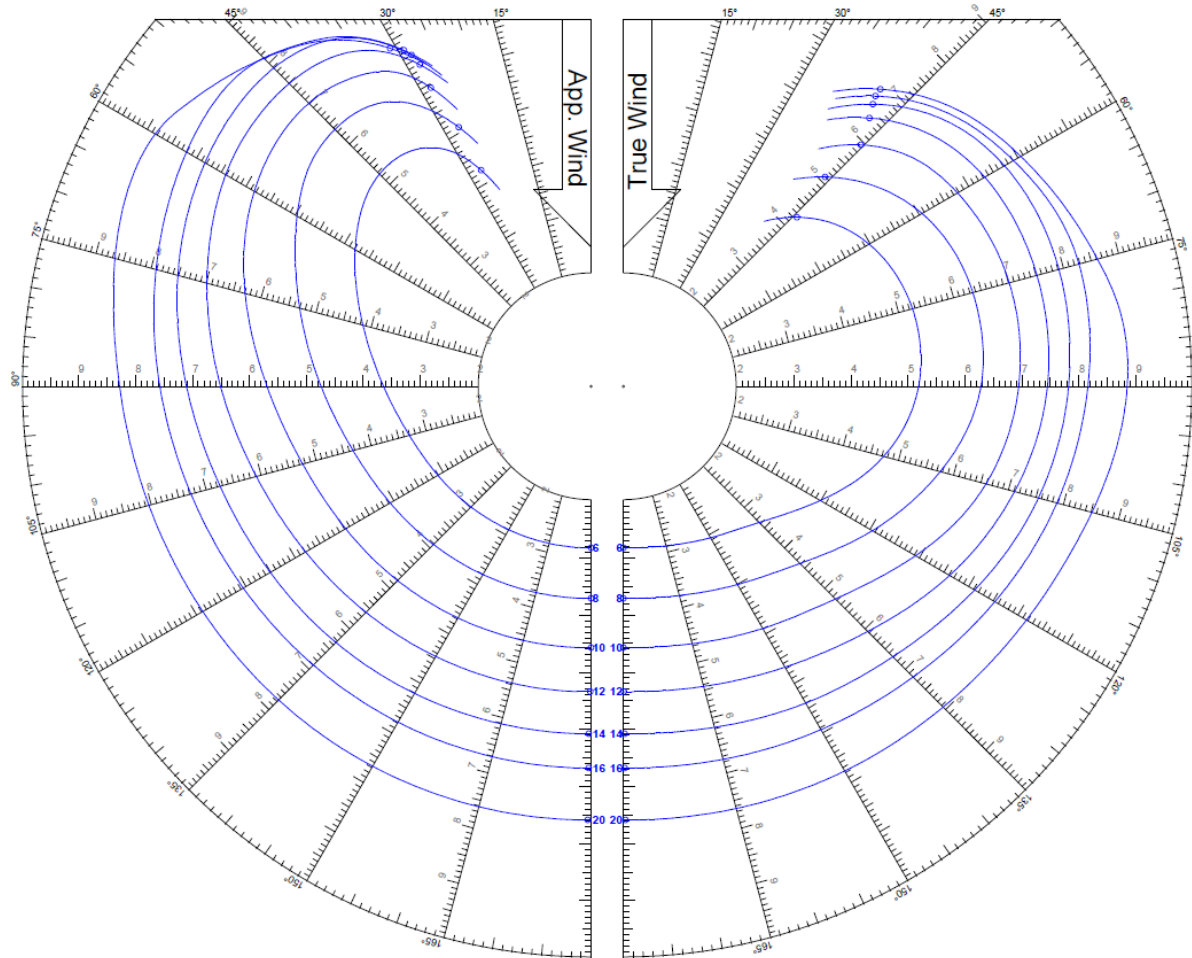


Shallow Draft Keel - Stability



Shallow Draft Keel – VPP

Self-tacking jib upwind and gennaker downwind



C – Deck & outside equipment

XC3001 Cockpit table, stainless steel with folding teak tops

XF4010 B&G Zeus³ 9" chart plotter at cockpit table

XF4011 B&G Zeus³ 12" chart plotter at cockpit table

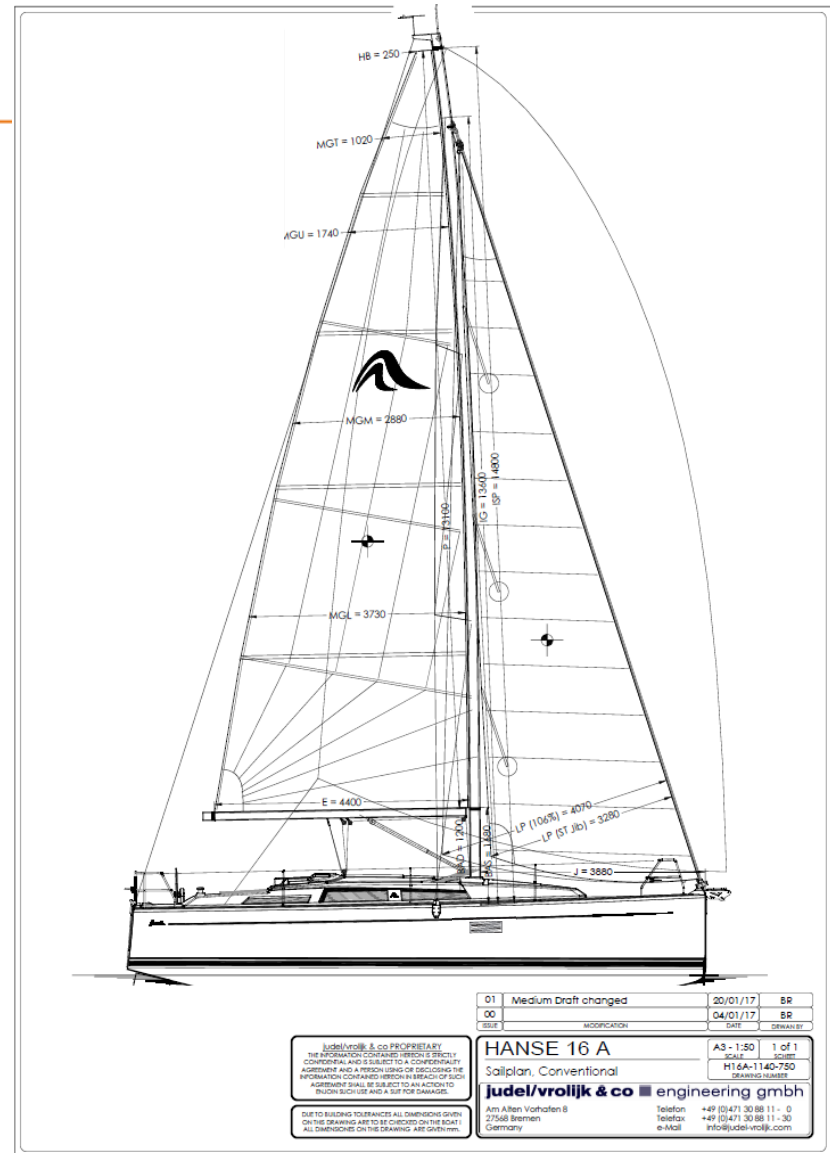


E – Rig & sails: Sail Plan

Conventional midboom sheeting

XE1000 Rig, anodized aluminium

Total sail area	55.50 m²	593 sq ft
Mainsail	32.50 m²	350 sq ft
Jib	23.00 m²	248 sq ft
Crossover	48.90 m²	526 sq ft
Gennaker	81.60 m²	878 sq ft
E	4.40 m	14' 5"
P	13.10 m	41' 12"
J	3.88 m	12' 9"
IG	13.60 m	44' 7"
Mast length above WL	15.75 m	51' 8"

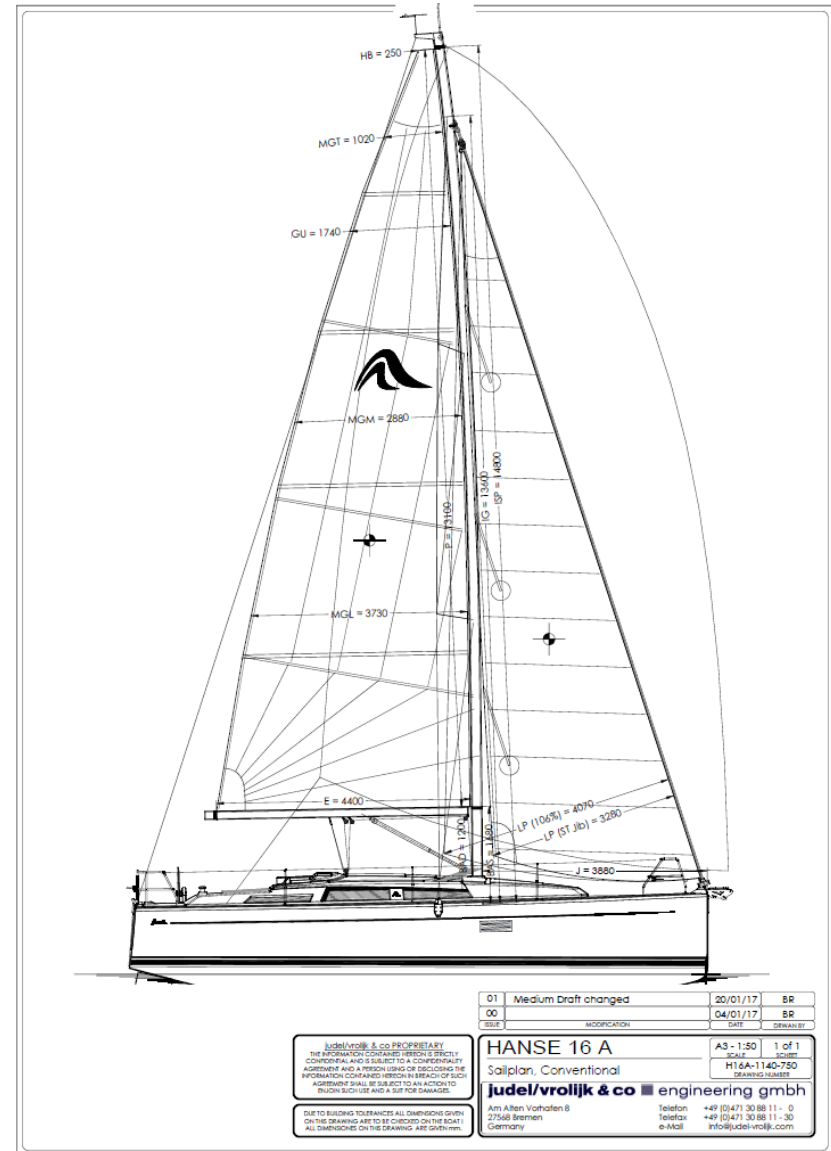


E – Rig & sails: Sail Plan

Furling Rig

XE1001 Rig, anodized aluminium with manual inmast furling system

Total sail area	53.10 m²	572 sq ft
Mainsail	30.10 m²	324 sq ft
Jib	23.00 m²	248 sq ft
Crossover	48.90 m²	526 sq ft
Gennaker	81.60 m²	878 sq ft
E	4.40 m	14' 5"
P	13.10 m	41' 12"
J	3.88 m	12' 9"
IG	13.60 m	44' 7"
Mast length above WL	15.75 m	51' 8"



F – Navigation & Instruments

B&G Instrument range



Triton² Multifunction display



Zeus³ chartplotter 12"



Zeus³ chartplotter 9"



Triton² Autopilot controller



4G Broadband radar



H50 wireless handset



V50 VHF

H – Propulsion

XG1000 Engine (Diesel, approx. 12 hp) - saildrive, 2-blade fix propeller

XG1001 Engine (Diesel, approx. 12 hp) - saildrive, 2-blade folding propeller

XG1103 Engine (Diesel, approx. 18 hp) - saildrive, 3-blade folding propeller



K – Radio & entertainment

XK1000 FUSION MS-RA205 Multimedia radio with bluetooth - for saloon and cockpit



XK1001 FUSION MS-AV750 Multimedia radio with bluetooth and CD/DVD player - for saloon and cockpit



XK3000 FUSION MS-NRX remote control in cockpit



XK5030 FUSION wireless link - remote control via mobile devices

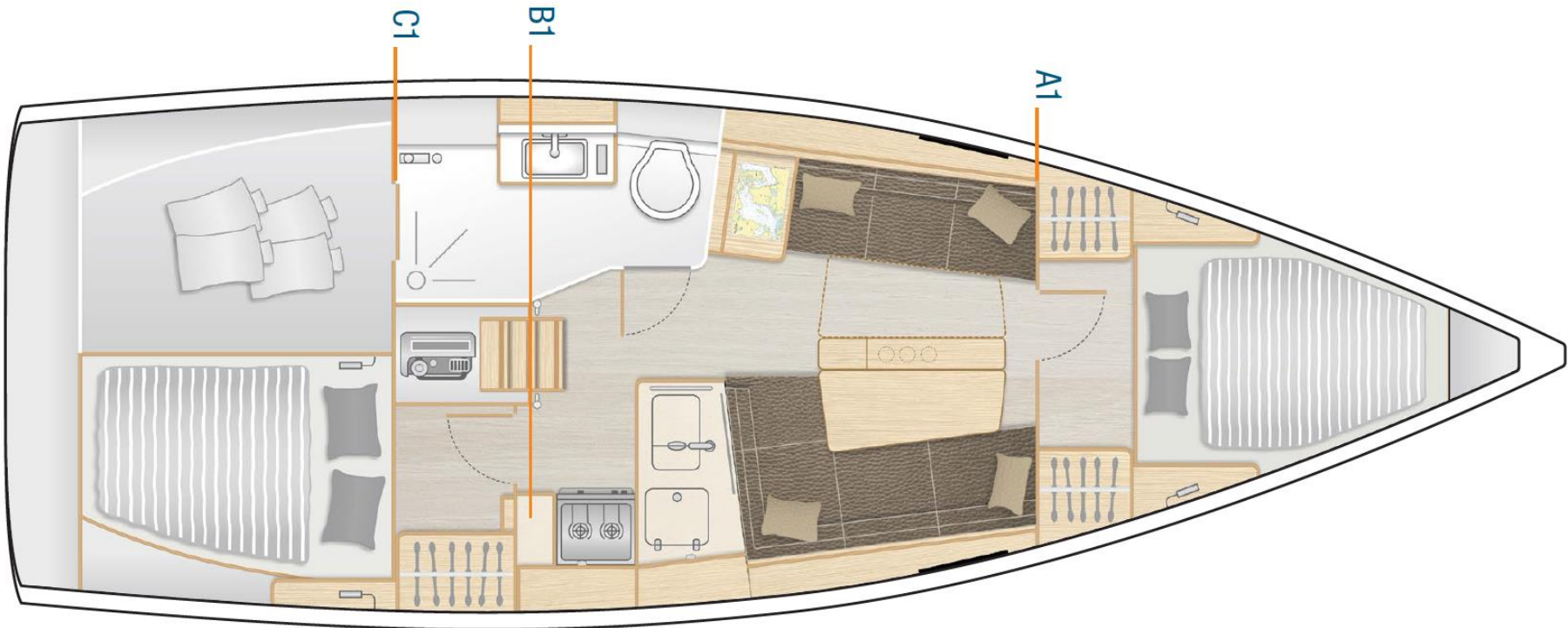


L – Layout & interior

XL1001 A1: Master cabin with double V-berth, hanging locker and shelves

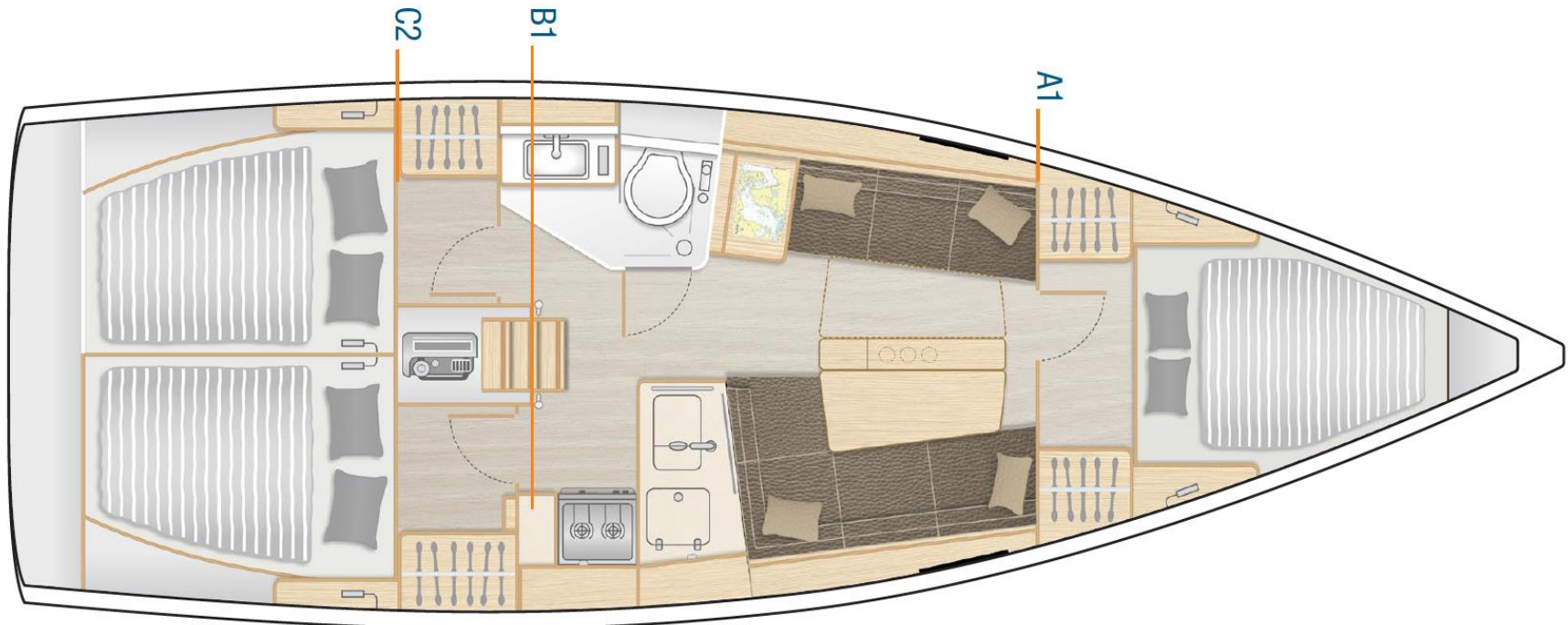
XL2001 B1: Saloon with L-galley, dining area on stb and sofa on port - separate head with shower stall on port

XL3001 C1: Aft cabin with double berth and storage on port, utility room on stb



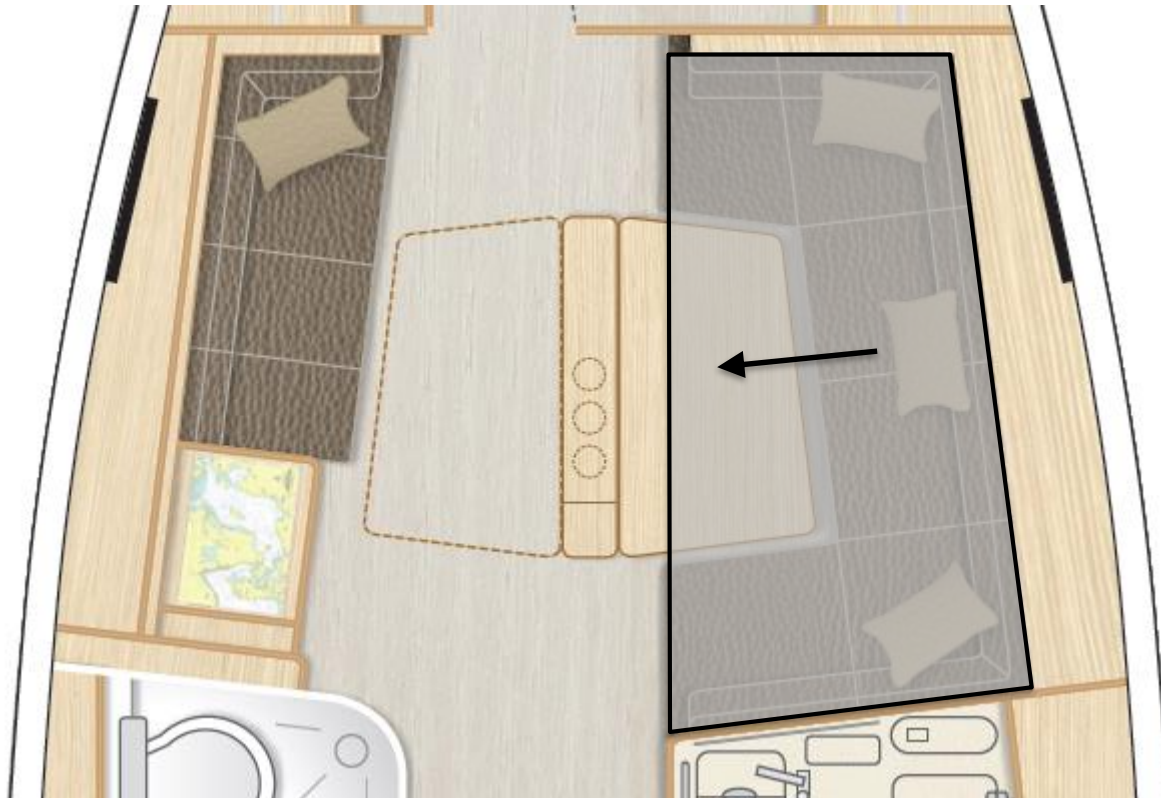
L – Layout & interior

XL3002 C2: 2 aft cabins with double berth and storage



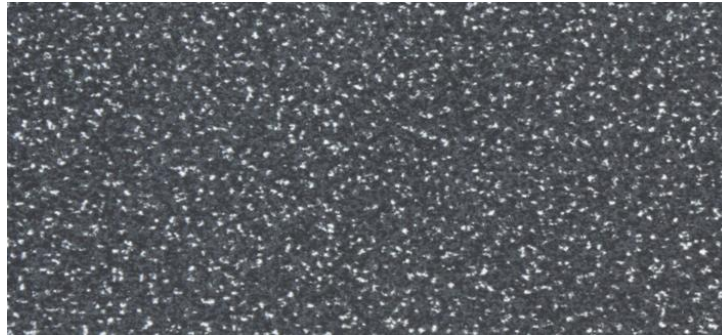
L – Layout & interior

XL7200 Chart table lowerable and seating area in saloon convertible into double berth

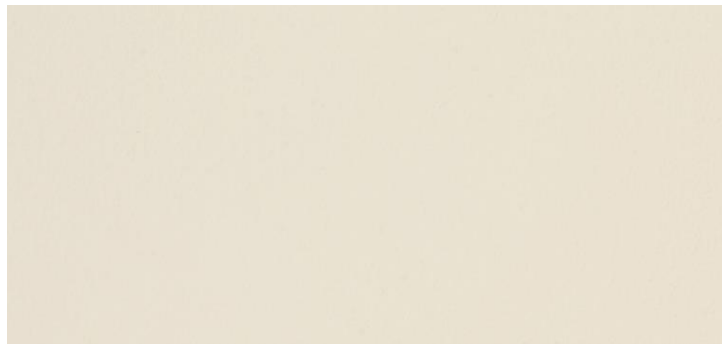


L – Layout & interior

XL7600 Worktop in galley - Black Quartz



XWorktop in galley - Seashell White



M – Wood

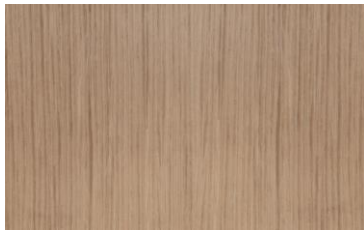
XM1100 Furniture - Mahogany Style, Satin Varnish



XM1101 Furniture – Canadian Chestnut, Satin Varnish



XM1104 Furniture – French Oak, Satin Varnish



XM1161 Cupboard fronts coloured (partial as per design - colour selection)



Pearl Grey



Dove Grey

M – Wood

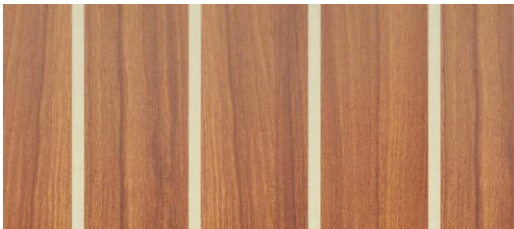
XM1200 Floorboard – Acacia



XM1203 Floorboard – Delight Oak



XM1201 Floorboard - Classic Stripes



XM1202 Floorboard - Noce Nero





Packages



315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com

W – Packages

for package contents please refer to the actual pricelist

XW2000 B&G Navigation Package (only with XC3001 or XC3003)

XW2001 Upgrade - 12" chart plotter

XW3000 Cruising Package

XW3001 Upgrade - Synthetic Teak

XW3002 Upgrade - Stainless steel anchor with chain

XW4000 Performance Package

XW4100 Gennaker Package

XW5000 Comfort Package

XW7000 Entertainment Package

XW7001 Upgrade - Premium Radio

XW7005 TV Package - Saloon



Competition



315 NEW 348 NEW 388 NEW 418 455 505 NEW 548 575 588 675

www.hanseyachts.com

Competition

	Hanse	Bavaria	Beneteau	Jeanneau	Dufour	Sirena	X-Yachts	
	Hanse 388	Cruiser 34	Oceanis 35.1	Sun Odyssey 349	Grand large 350	Azuree 33C	Xc35	Xp33
Length over all	10,40 m	9,99 m	10,45 m	10,69 m	10,28 m	9,99 m	10,36 m	9,99 m
Length Hull	9,99 m	9,75 m	9,97 m	10,34 m	9,98 m	-	-	-
Beam	3,55 m	3,42 m	3,72 m	3,44 m	3,54 m	3,66 m	3,52 m	3,21 m
Displacement (empty)	6,20 t	5,20 t	5,53 t	5,34 t	5,67 t	5,16 t	6,45 t	4,3 t
Sail area total	55,50 m ²	51,00 m ²	54,20 m ²	55,30 m ²	55,00 m ²	66,00 m²	65,80 m ²	63,00 m ²
Main	32,50 m ²	-	27,50 m ²	-	34,50 m ²	-	35,75 m²	33,80 m ²
Jib (selftacking)	23,00 m ²	-	26,70 m ²	-	25,50 m ²	-	29,65 m²	29,20 m ²
Standard engine	14 HP	18 HP	30 HP	21 HP	19 HP	21 HP	30 HP	20 HP
Standard Price (ex. VAT - 12/16)	91.900,- €	78.500,- €	94.000,- €	85.000,- €	91.548,- €	98.500,- €	n/a	n/a