

# OCEANIS 38.1

Qty	Code	Description	Recommended retail price			Excludes VAT €	Total EXCL VAT €
<b>VERSIONS</b>							
<b>MOTORIZATION</b>							
*1	1ZF1	YANMAR 3YM30AE 21KW (29HP) DIESEL SD				115 400.00	0.00
*1	1ZB1	YANMAR 3JH5CE 29KW (40HP) DIESEL SD				116 700.00	0.00
<b>KEEL</b>							
*2	220	DEEP CAST IRON KEEL				Free of Charge	
*2	210	SHALLOW CAST IRON KEEL				770.00	0.00
*2	2D1	LIFTING KEEL				5 540.00	0.00
<b>LAYOUT</b>							
*3	3B62Q	2 CABINS VERSION - SIDE GALLEY - MAHOGANY				Free of Charge	
*3	3BG2Q	2 CABINS VERSION - L SHAPE GALLEY - MAHOGANY	#			410.00	0.00
*3	3E52Q	3 CABINS VERSION - SIDE GALLEY - MAHOGANY	#			720.00	0.00
*3	3ED2Q	3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY	#			1 130.00	0.00
*3	3B63Q	2 CABINS VERSION - SIDE GALLEY - ALPI FAIR OAK				1 360.00	0.00
*3	3BG3Q	2 CABINS VERSION - L SHAPE GALLEY - ALPI FAIR OAK				1 770.00	0.00
*3	3E53Q	3 CABINS VERSION - SIDE GALLEY - ALPI FAIR OAK				2 080.00	0.00
*3	3BL2Q	2 CABINS 2 HEADS VERSION - SIDE GALLEY - MAHOGANY	#			2 450.00	0.00
*3	3ED3Q	3 CABINS VERSION - L SHAPE GALLEY - ALPI FAIR OAK	#			2 480.00	0.00
*3	3E62Q	3 CABINS 2 HEADS VERSION - SIDE GALLEY - MAHOGANY	#			2 960.00	0.00
*3	3BL3Q	2 CABINS 2 HEADS VERSION - SIDE GALLEY - ALPI FAIR OAK				3 810.00	0.00
*3	3E63Q	3 CABINS 2 HEADS VERSION - SIDE GALLEY - ALPI FAIR OAK				4 320.00	0.00
<b>UPHOLSTERY</b>							
*5	5BL01	COMMANDO NATURAL UPHOLSTERY IN SALOON				Free of Charge	
*5	5BL21	CHINE MOKA UPHOLSTERY IN SALOON				440.00	0.00
*5	5BL20	TAUPE PVC UPHOLSTERY IN SALOON				440.00	0.00
<b>TRIM LEVEL</b>							
		TRIM LEVEL CHARTER 2018 -230V 50HZ					
		Solid wood slatted aft platform Solid wood slatted helm seats De luxe cockpit table(polyester) Electric windlass + Remote control Hot/cold water cockpit shower Windex windvane 2 halyard bags					
-F	18VCD	Aft transom protection Outboard engine bracket Hifi: Fusion + Interior loudspeakers & Waterproof exterior speakers Full 230 V system: Inside sockets, Shore power socket 40 Amperes battery charger 2x80 amperes additional service batteries Extra water tank (200 L / 53 US Gal) Saloon + Cabins: fans Mosquito nets on portholes				13 800.00	0.00
		TRIM LEVEL ESSENTIAL 2018					
		1 Display Triton 2 B&G (Port steering console) Wind Sensor (Windvane, Anenometer) Sensor (Loch, Speedometer, Temperature) Windex windvane Hot/cold water cockpit shower Electric windlass + Remote control Hifi: Fusion + Interior loudspeakers & Waterproof exterior speakers Full 230 V system: Inside sockets, Shore power socket 40 Amperes battery charger 2x80 amperes additional service batteries					
-F	18V1A					6 480.00	0.00
		TRIM LEVEL EXCLUSIVE 2018					
		= ESSENTIAL 1 Display Triton 2 B&G (Port steering console) Wind Sensor (Windvane, Anenometer) Sensor (Loch, Speedometer, Temperature) Windex windvane Hot/cold water cockpit shower Electric windlass + Remote control Hifi: Fusion + Interior loudspeakers & Waterproof exterior speakers Full 230 V system: Inside sockets, Shore power socket 40 Amperes battery charger 2x80 amperes additional service batteries + Solid wood slatted aft platform Solid wood slatted helm seats 2 halyard bags Indirect lighting LED in the saloon					
-F	18V2A					11 680.00	0.00
<b>PACKS</b>							

		PACK PERFORMANCE						
-P	A10L	Extended mast (+ 1,00 m / 3'3") Performance Elvström Windward 300+ Sails German System (Two-way mainsheet at the helm station) Flat deck furler Adjustable genoa traveller Mainsheet Dyneema Cascade backstay Performance hull decoration					8 290.00	0.00
-P	R18B	ELECTRONIC PACK 2018, B&G Multifunction B&G Zeus 7" wide wireless screen, Port steering console					1 680.00	0.00
-P	R18D	ELECTRONIC PACK 2018, B&G (FOR CHARTER VERSION) 1 Triton 2 display Sensor (Loch, Speedometer, Temperature) Wind Sensor(Windvane, Anemometer)					1 750.00	0.00
<b>OPTIONS</b>								
<b>RUNNING RIGGING</b>								
AC	A01	2 FLAG HALYARDS					54.00	0.00
AC	B05	ASYMMETRIC SPINNAKER RIGGING - 2ND BOW ROLLER AND BOBSTAY	#				1 080.00	0.00
AC	D20	SELF-TACKING JIB HARDWARE					915.00	0.00
<b>STANDING RIGGING</b>								
AD	B02	RELEASABLE INNER FORESTAY CHAINPLATE	#				406.00	0.00
AD	D05	RELEASABLE INNER FORESTAY - HOIST	#				1 305.00	0.00
AD	D24	BACKSTAY ADJUSTMENT (EXCEPT ON MAST WITH IN-MAST FURLING)	#				725.00	0.00
<b>MAST - BOOM - POLE</b>								
AM	B02	ANODISED FURLING MAST WITH DACRON MAINSAIL	#				670.00	0.00
<b>RUNNING RIGGING</b>								
AU	B10	GENOA SHEET TRACK LEADS ADJUSTABLE FROM THE COCKPIT					500.00	0.00
AU	G02	GERMAN SYSTEM (FOR CLASSIC MAST)					670.00	0.00
AU	W11A	ELECTRIC GENOA SHEET WINCHES H40.2STAEH/40.2STA					5 370.00	0.00
AU	W71A	H40 STAEH ELECTRIC PORT COACH ROOF WINCH /35.2STA	#				3 020.00	0.00
AU	W95A	MANUAL COACH ROOF WINCH TO STARBOARD H35.2STA - CLUTCHES					910.00	0.00
<b>SAILS</b>								
AV	E01	ASYMETRIC SPINNAKER	#				3 900.00	0.00
AV	H02	SELF TACKING JIB - DACRON - (REPLACING GENOA)	#				156.00	0.00
AV	H21	CODE 0 WITH FURLING SYSTEM (MYLAR)	#				3 790.00	0.00
<b>MOORING AND ANCHOR LINES</b>								
BA	C02	WINDLASS CONTROL IN COCKPIT WITH CHAIN COUNTER					460.00	0.00
BA	M11	MOORING-ANCHORING KIT					840.00	0.00
<b>EXTERIOR LAYOUT</b>								
BE	A50	MAINSAIL ARCH					3 290.00	0.00
BE	CB232	SILVER COACHROOF SPRAYHOOD - FOR BOAT WITHOUT ARCH					2 030.00	0.00
BE	C0232	SILVER COACHROOF SPRAYHOOD - FOR BOAT WITH ARCH	#				2 120.00	0.00
BE	H0413	COCKPIT TABLE COVER - WHITE PVC					210.00	0.00
BE	H1413	WHITE PVC STEERING WHEELS & HELM'S STATION COVERS					430.00	0.00
BE	I0132	SILVER COCKPIT BIMINI - FOR BOAT WITH ARCH	#				3 075.00	0.00
BE	P50	INFLATABLE GANGWAY					2 295.00	0.00
BE	S20	OUTBOARD ENGINE BRACKET					170.00	0.00
BE	T17	'LUXE' POLYESTER-WOOD COCKPIT TABLE					2 530.00	0.00
BE	V12P	ELECTRICAL INFLATER					358.00	0.00
BE	Z01	INFLATABLE SWIMMING POOL			EXP		1 730.00	0.00
<b>EXTERIOR CUSHIONS</b>								
BS	C0591	NATTE DUSK OUTSIDE UPHOLSTERY					545.00	0.00
<b>STEERING SYSTEMS</b>								
DO	P01	BOW THRUSTER					4 300.00	0.00
<b>EXTERIOR WATER CIRCUIT</b>								
EE	B05	DOCK WATER INLET					470.00	0.00
<b>INTERIOR WATER CIRCUIT</b>								
EI	B51T	SEA WATER FOOT PUMP	#				294.00	0.00
EI	H01	ADDITIONAL WATER TANK (200 LITERS)					720.00	0.00
<b>ELECTRICAL APPLIANCES</b>								
FA	G081T	GENERATOR 6KVA 230V 50HZ - FOR 2 CABINS VERSIONS ONLY	#				18 350.00	0.00
<b>GAS CIRCUIT AND ACCESSORIES</b>								
GO	F03	2 STAINLESS STEEL BURNERS OVEN AND GRILL					398.00	0.00
<b>HOUSEHOLD APPLIANCES</b>								
IA	F03T2	230V 50HZ MICRO WAVE OVEN					545.00	0.00
<b>HEATING AND AIR CONDITIONNING SYSTEMS</b>								
IC	H08	DIESEL FORCED AIR HEATING					3 880.00	0.00
IC	Z01Q2	115V 60HZ AIR CONDITIONING					9 190.00	0.00
IC	Z05Q2	230V 60HZ AIR CONDITIONING					9 190.00	0.00
<b>INTERIOR EQUIPMENT</b>								
II	A1700	YACHT CASE - TABLEWARE			EXP		930.00	0.00
II	A33B2	SEPARATE SHOWER TO PORT	#				2 590.00	0.00
II	A33T2	SEPARATE SHOWER TO STARBOARD (2 CABINS VERSION)	#				3 870.00	0.00
II	D032	WOODEN COMPANIONWAY STEPS					990.00	0.00
II	PA201	1 ADDITIONAL STOOL IN SALON - COMMANDO NATURAL					372.00	0.00
II	PA220	1 ADDITIONAL STOOL IN SALON - PVC TAUPE					372.00	0.00
II	PA221	1 ADDITIONAL STOOL IN SALON - CHINE MOKA					372.00	0.00
II	PB201	DOUBLE BERTH + 1 STOOL IN SALOON, COMMANDO NATURAL	#		EXP		685.00	0.00
II	PB220	DOUBLE BERTH + 1 STOOL IN SALOON, PVC TAUPE	#		EXP		685.00	0.00
II	PB221	DOUBLE BERTH + 1 STOOL IN SALOON, CHINE MOKA	#		EXP		685.00	0.00
II	Q1003	TAUPE PADDING - SALON AND CABINS					156.00	0.00
II	S10	SLATTED BASE BED - FORWARD CABIN					186.00	0.00

II	S202C	SLATTED BASE BED - PORT AFT CABIN			192.00	0.00
II	S203C	SLATTED BASE BED - 2 AFT CABINS			372.00	0.00
II	T032	SALOON TABLE EXTENSION - ALPI MAHOGANY	#		458.00	0.00
<b>TOILETS</b>						
IT	LA06	ELECTRIC TOILET QUIET FLUSH - STARBOARD AFT			790.00	0.00
<b>PROPULSION - SOUNDPROOFING</b>						
MP	C10ZF	3 FOLDING BLADES PROPELLER			1 495.00	0.00
<b>HULL STRUCTURE</b>						
PB	C01	WHITE HULL STD			Free of Charge	
PB	C22	PEARL GREY HULL			2 215.00	0.00
PB	C58	GREY BLUE HULL			2 215.00	0.00
<b>HI-FI / TV</b>						
RH	T1905	19" TV LED DVD MP3 PLAYER IN THE SALOON			1 675.00	0.00
<b>NAVIGATION INSTRUMENTS</b>						
RN	B10	RADAR B&G 4G			3 420.00	0.00
RN	P43	B&G NAC3 AUTOPILOT (WITH GYRO COMPASS)			3 750.00	0.00
RN	R01S4	AIS 500 B&G			1 320.00	0.00
RN	S04	FORWARDSCAN SOUNDER (FORWARD UNDERWATER VISION)			1 500.00	0.00
RN	V0145	FIXED B&G V50 VHF, AIS RECEIVER, CHART TABLE			720.00	0.00
<b>OPENING GLAZING, COCKPIT VENTILATION</b>						
VB	A011	OPENING PORTHOLE IN THE COCKPIT FOR PORT AFT CABIN			130.00	0.00
VB	A012	OPENING PORTHOLE IN THE COCKPIT FOR STARBOARD AFT CABIN			130.00	0.00
<b>OPENING GLAZING ROOF VENTILATION</b>						
VR	I01	COCKPIT FIXED PORTHOLE FOR THE AFT CABIN(S)	#		460.00	0.00
VR	M0301	PORTHOLE MOSQUITO SCREENS (2 CABINS VERSION)			100.00	0.00
VR	M0302	PORTHOLE MOSQUITO SCREENS (3 CABINS VERSION)			140.00	0.00
<b>EXTERIOR JOINERY</b>						
WE	A02	SLATTED WOOD ON COCKPIT SOLE			1 790.00	0.00
WE	C04	SOLID WOOD SLATTED CATWALKS			9 070.00	0.00
<b>Total EXCL VAT €</b>						<b>0.00</b>

**# INCOMPATIBILITY - OBLIGATIONS**

\*3 3ED3Q 3 CABINS VERSION - L SHAPE GALLEY - ALPI FAIR OAK NOT COMPATIBLE WITH EI B51T SEA WATER FOOT PUMP

\*3 3ED3Q 3 CABINS VERSION - L SHAPE GALLEY - ALPI FAIR OAK NOT COMPATIBLE WITH FA G081T GENERATOR 6KVA 230V 50HZ - FOR 2 CABINS VERSIONS ONLY

AC B05 ASYMMETRIC SPINNAKER RIGGING - 2ND BOW ROLLER AND BOBSTAY IMPLIES (OR) AU W95A MANUAL COACH ROOF WINCH TO STARBOARD H35.2STA - CLUTCHES

AD B02 RELEASABLE INNER FORESTAY CHAINPLATE IMPLIES (OR) AU W95A MANUAL COACH ROOF WINCH TO STARBOARD H35.2STA - CLUTCHES

AD D05 RELEASABLE INNER FORESTAY - HOIST IMPLIES (OR) AD B02 RELEASABLE INNER FORESTAY CHAINPLATE

AD D24 BACKSTAY ADJUSTMENT (EXCEPT ON MAST WITH IN-MAST FURLING) NOT COMPATIBLE WITH AM B02 ANODISED FURLING MAST WITH DACRON MAINSAIL

AU W71A H40 STAEH ELECTRIC PORT COACH ROOF WINCH /35.2STA NOT COMPATIBLE WITH VR I01 COCKPIT FIXED PORTHOLE FOR THE AFT CABIN(S)

AV E01 ASYMETRIC SPINNAKER IMPLIES (OR) AC B05 ASYMMETRIC SPINNAKER RIGGING - 2ND BOW ROLLER AND BOBSTAY

AV E01 ASYMETRIC SPINNAKER IMPLIES (OR) AU W95A MANUAL COACH ROOF WINCH TO STARBOARD H35.2STA - CLUTCHES

AV H02 SELF TACKING JIB -DACRON- (REPLACING GENOA) IMPLIES (OR) AC D20 SELF-TACKING JIB HARDWARE

AV H02 SELF TACKING JIB -DACRON- (REPLACING GENOA) IMPLIES (OR) AU W95A MANUAL COACH ROOF WINCH TO STARBOARD H35.2STA - CLUTCHES

AV H21 CODE 0 WITH FURLING SYSTEM (MYLAR) IMPLIES (OR) AC B05 ASYMMETRIC SPINNAKER RIGGING - 2ND BOW ROLLER AND BOBSTAY

AV H21 CODE 0 WITH FURLING SYSTEM (MYLAR) IMPLIES (OR) AU W95A MANUAL COACH ROOF WINCH TO STARBOARD H35.2STA - CLUTCHES

BE C0232 SILVER COACHROOF SPRAYHOOD - FOR BOAT WITH ARCH IMPLIES (OR) BE A50 MAINSAIL ARCH

BE I0132 SILVER COCKPIT BIMINI - FOR BOAT WITH ARCH IMPLIES (OR) BE A50 MAINSAIL ARCH

II A33B2 SEPARATE SHOWER TO PORT NOT COMPATIBLE WITH \*3 3BG2Q 2 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II A33B2 SEPARATE SHOWER TO PORT NOT COMPATIBLE WITH \*3 3ED2Q 3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II A33T2 SEPARATE SHOWER TO STARBOARD (2 CABINS VERSION) NOT COMPATIBLE WITH \*3 3ED2Q 3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II A33T2 SEPARATE SHOWER TO STARBOARD (2 CABINS VERSION) NOT COMPATIBLE WITH \*3 3E52Q 3 CABINS VERSION - SIDE GALLEY - MAHOGANY

II A33T2 SEPARATE SHOWER TO STARBOARD (2 CABINS VERSION) NOT COMPATIBLE WITH \*3 3E62Q 3 CABINS 2 HEADS VERSION - SIDE GALLEY - MAHOGANY

II PB201 DOUBLE BERTH + 1 STOOL IN SALOON, COMMANDO NATURAL NOT COMPATIBLE WITH \*3 3ED2Q 3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II PB220 DOUBLE BERTH + 1 STOOL IN SALOON, PVC TAUPE NOT COMPATIBLE WITH \*3 3BG2Q 2 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II PB220 DOUBLE BERTH + 1 STOOL IN SALOON, PVC TAUPE NOT COMPATIBLE WITH \*3 3ED2Q 3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II PB221 DOUBLE BERTH + 1 STOOL IN SALOON, CHINE MOKA NOT COMPATIBLE WITH \*3 3BG2Q 2 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II PB221 DOUBLE BERTH + 1 STOOL IN SALOON, CHINE MOKA NOT COMPATIBLE WITH \*3 3ED2Q 3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II T032 SALOON TABLE EXTENSION - ALPI MAHOGANY NOT COMPATIBLE WITH \*3 3BG2Q 2 CABINS VERSION - L SHAPE GALLEY - MAHOGANY

II T032 SALOON TABLE EXTENSION - ALPI MAHOGANY NOT COMPATIBLE WITH \*3 3ED2Q 3 CABINS VERSION - L SHAPE GALLEY - MAHOGANY