

# HANSE 370E

With its new generation of stylish and technically advanced yachts, Germany's Hanse is on a roll



SVEN DONALDSON PHOTOS

In April 2002, *Pacific Yachting* reviewed its first Hanse. It was a 371 and the first one to arrive in B.C. The boat was a blend of modern and traditional elements, distinguished primarily by its quality construction, fine sailing characteristics and very reasonable price. But it also had bland exterior styling and a deliberately old-fashioned "Hereshoff" interior.

Then in 2004 the company launched new 53- and 46-foot models that were in no way either bland or derivative. From the outside, these new Hanse yachts came across as powerful, no-nonsense sailing machines; below decks they showcased gleaming banks of square-cut mahogany with cabin soles in outsized synthetic tile.

Buyers clearly appreciated Hanse's new direction, and lately the yard at Griefswald, a quiet Baltic seaport in the former East Germany, has been on a major tear. The company recently opened much larger facilities, essential to keeping up with orders.

The Hanse 370 is a replacement for the 371, the smallest yacht in the series available in an "e" or epoxy version. Epoxy (in combination with more sophisticated reinforcing materials and Core Cell rather than

balsa coring in the topsides) is a \$10,000 option. It trims perhaps 200 kilograms from the 370's displacement, but it has tremendous advantages, boosting strength, improving exterior cosmetics, and almost certainly increasing resale value.

It's worth noting that the Hanse 370e is very similar to the H-400e (see *NEW BOATS*, August 2005), though scaled down about seven percent. The larger sibling offers a few more interior options, including the possibility of a second head, but in most respects the two are like peas in a pod.

**DESIGN AND CONSTRUCTION** Compared to its forbearer, the 371, the 370 is wider and more powerful, especially toward the transom, with a longer waterline and more truncated ends. These changes, plus a slightly straighter sheer and higher cabin, add up to a significantly larger interior. Despite bulking up, the 370 looks clean and svelte, thanks in part to a new, low-profile toe rail and a narrow teak inlay on each cabin side that disguises the height of the coach roof.

The naval architect for recent Hanse sailboats is Judel/Vrolijk, an established German office with a long history of

The competitive sailboat market in Europe has made it increasingly difficult to stand out from the crowd, but Hanse is thriving with its adventurously styled and technically superior boats.

successful designs. Hanse's in-house R&D team is heavily involved in shaping the new generation, and it's particularly interesting to see the name Karl Dehler listed as the head of this department. During its heyday, Dehler Yachts was widely regarded as an industry leader in innovation, so perhaps it's no coincidence that the interior treatment of the new Hanse 370/400 models is reminiscent of the 2000-vintage Dehler 39 and 36.

The vacuum-bagged hull of the 370e features SP Systems Ampreg 22 resin, Core Cell foam, and stitched multi-axial fiberglass reinforcements. A fiberglass hull pan includes a substantial "half ring frame" that beefs up the hull by way of the chainplate anchorages. The molded floors, as well as stringers and bulkheads, are hand-tabbed to the hull and deck to further boost integrity.

## HANSE 370E

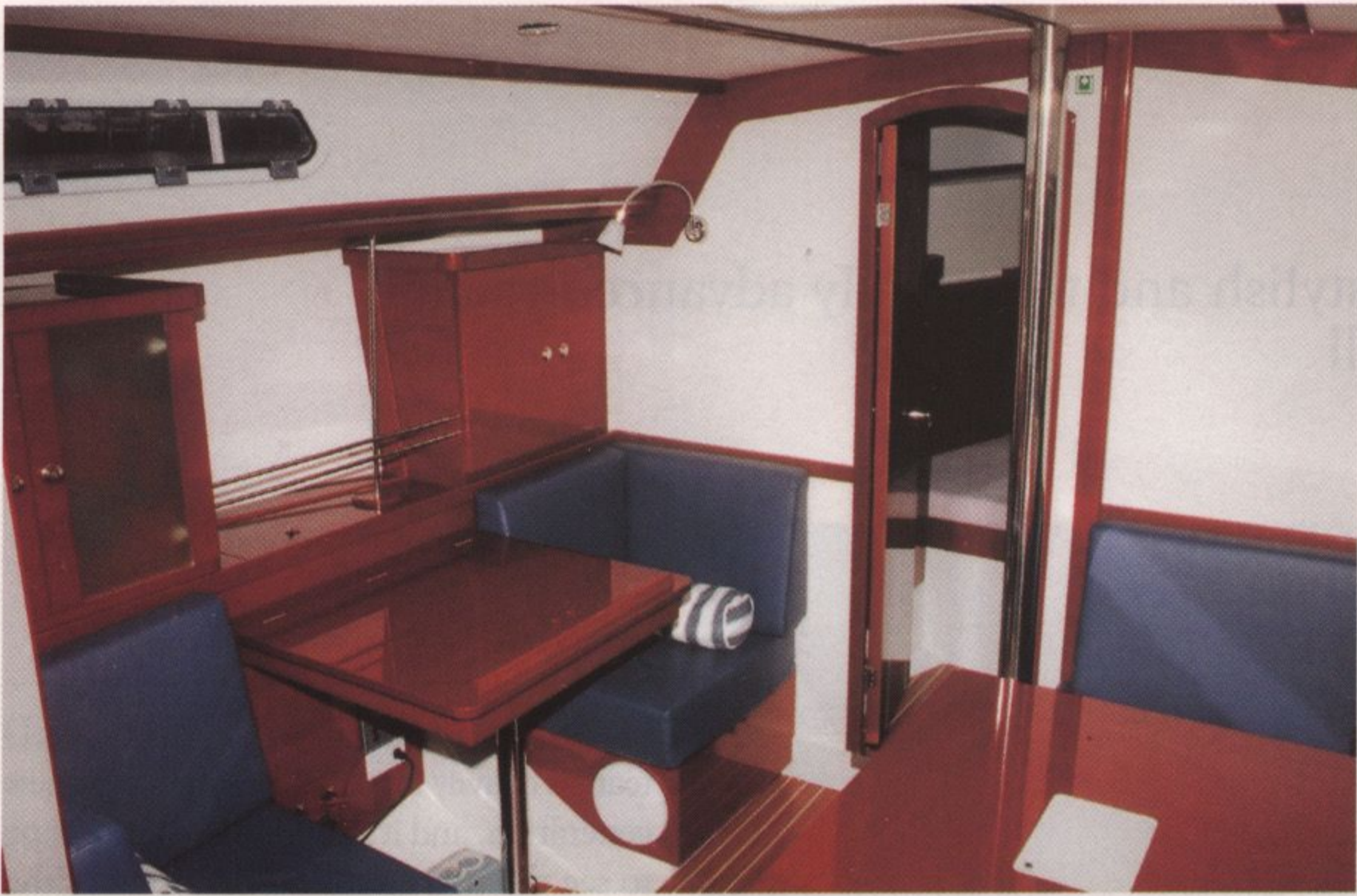
LOA	11.35 m	37' 2"
Hull Length	11.25 m	36' 9"
LWL	10.05 m	33"
Beam	3.75 m	12' 3"
Std. Draft	1.95 m	6' 4"
Ballast	2,280 kg	5,045 lb
Displ.	6,800 kg	14,991 lb
SA (50% IJPE)	720 sq-ft	
SA/D	19.0	
D/L	187	
Power	29-hp diesel saildrive	

### Built by

Hanse Yachts, Germany  
[www.hanseyachts.com](http://www.hanseyachts.com)

### Sold by

Freedom Marine, Vancouver  
604-609-0985



Sharply squared corners and flat expanses of gleaming woodwork, offset by polished stainless and frosted acrylic, dominate Hanse's new look.

The two-part keel consists of a cast iron fin supporting a lead bulb. Massive keel bolts pass through big internal backing plates made of galvanized steel, effectively distributing loads to the composite hull and floors. It's always reassuring to find evidence of healthy "over-engineering" in this critical area.

**DECK AND SAILING GEAR** Like all Hanse models, the 370 is designed around a self-tacking jib, and the 9/10 fractional rig is easily large enough for lively performance without an overlapping headsail (although genoa tracks are supplied as standard). The deck/cabin molding incorporates a raised support for the jib traveller, and the jib sheet leads up the mast, back to deck level and aft to the cockpit—a popular self-tacking arrangement that ensures constant sheet tension as the jib clew swings across the traveller. More unusual, but equally clever, are a pair of molded recesses near the aft edge of the cabin, port and starboard, that allow the main and jib sheets to lead aft to the winches on the cockpit coamings as an alternative to the two cabin-top halyard/control winches. Single-handling skippers will appreciate being able to handle the sheets without leaving the wheel, and the coach roof winches and lock-offs can still be used if the aft winches are needed for overlapping headsails.



The main living area in all 370s features dinette seating for up to six and a generous L-shaped galley with double sinks and gimbaled LPG stove.

Also standard on the 370 is a solid vang, jib furling, single line reefing and a voluminous anchor locker that can easily accommodate a below-decks windlass (optional). Winches and other sailing gear are high quality with name brands such as Harken predominating. The Hanse 370 (and 400) utilize newly developed steering components by Jefa of Denmark that save build time by allowing the steering system to be factory fitted without the spade rudder in place. Low-friction rack and pinion steering linkage and the optional autopilot are housed within a recessed chamber beneath the cockpit, readily accessed via a hinged lid behind the steering pedestal. The steering station itself is far aft, providing generous seating and lounging space in the forward cockpit. Side decks are wide enough for easy passage, but the stainless cabin top grabs

should be longer for maximum security. Teak is standard for the cockpit sole/seating, and the test boat featured optional teak decking—all executed to commendable standards.

**SYSTEMS** Standard power for the 370 is the Yanmar 3YM30 (29 hp) equipped with saildrive. The engine compartment offers excellent access via swing-up companionway stairs and removable side panels. A respectable soundproofing effort and the soft-mounted diesel saildrive add up to a quiet boat.

A basic 370 comes with an 80 amp-hr engine battery and a single 110 amp-hr house battery, but there's space enough in the compartment for a couple more 110s, and the test boat was so equipped. A purpose-built Isotherm 12-volt fridge is standard equipment and appears well insulated with good seals for the top and front doors.

Pressurized hot and cold water is standard, and the large single head offers a separate shower stall (with wet gear stowage), and a marine head with the desirable above-waterline holding tank arrangement. Plumbing and electric installations are workmanlike, with straightforward access to key components.

**INTERIOR** Compared to its immediate predecessor, the 370 offers similar layout but a very different style. Hanse's new look is dominated by sharply squared corners and flat expanses of gleaming woodwork, offset by polished stainless and frosted acrylic. Stylish or stark? It boils down to personal taste, but the new decor is certainly striking. Moreover, the rectilinear arrangement creates additional stowage, and in general takes better advantage of the broader hull.

The 370's high-low dinette table and doors are lightweight sandwich construction with face veneers in either reddish mahogany or light-toned cherry. In addition, Hanse offers an array of fabric alternatives. From photos, it appears that the cherry joinery offers a mellower alternative to the dra-

matic contrast of gleaming mahogany and white melamine bulkheads.

The main living area in all 370s features dinette seating for up to six, and a generous L-shaped galley with double sinks and gimbaled LPG stove. The test boat featured twin facing seats separated by a chart/computer/cocktail table on the starboard side of the saloon—a better use of space than a dedicated navigational station. If desired, Hanse can also fit a six-foot settee in the same space, although that means no nav table.

The test boat had the two-cabin layout, which results in several feet of extra cabinet and counter space at the back of the galley as well as an enormous starboard cockpit locker with below-decks access. The three-cabin alternative loses these features but gets two (narrower) double berths in the twin aft staterooms, each with its own hanging locker. In either case, the forward owners' cabin is the most desirable, thanks to extra overhead space and two good-sized hanging lockers.

**UNDER SAIL** The initial stages of a mid-winter southeast gale provided an excellent chance to test the 370e's sailing manners, and this new Hanse handled the blustery conditions with relative ease. Even when I deliberately held the bow down too long to induce a roundup, the big spade rudder promptly regained its grip as soon as the heel angle dropped back within the normal range. Kept on its feet, the boat could be driven upwind with just a fingertip touch, thanks to excellent rudder balance and the low friction steering linkage—impressive behaviour for a boat with a stern as wide as the Hanse's. In nearly flat water with the wind fluctuating between 10-knot gusts, the 370 sliced upwind at 6.2 to 6.3 knots and peaked at 7.8 when we cracked off to a tight reach. The boat is stiff for its size and, for the most part, the 9/10 aluminum rig is easily manageable. I would like to see a more powerful backstay adjuster and a boom-end mainsheet for more positive control of leech tension, but considering this boat is primarily intended for cruising, the minor

compromises are quite acceptable. As always, the delightful self-tacking jib takes all the grunt out of upwind work, and the test boat even had an optional electric halyard winch to do the same for raising the main.

**CLOSING REMARKS** The seemingly insatiable appetite for yachting in Europe has triggered a flood of new models, making it increasingly difficult to stand out from the crowd. But despite this competitive environment, Hanse is thriving, and there's little doubt that adventure-some styling has played a big part in the company's recent success.

Despite the continuing impediment of Canada's 9.5 percent duty on imported boats from overseas, a sail-away 370 (polyester construction) can currently be purchased in Vancouver for about \$205,000. A sister ship to the test boat with epoxy hull, forced air heat, teak decks, and assorted other goodies was about \$240,000 back at boat show time. Is it really any wonder that Hanse is doing well? 🍷