

NEW

Racing Ahead In Sales

EVEN THOUGH it has only just been launched into the current late autumn line up of European boat shows, the Hanse 385 is racing ahead in terms of sales, proving to be yet another model which is bucking the financial situation, *writes YL racing editor Andi Robertson.*

At Southampton Boat Show the Inspiration Marine group sold seven, soon to be eight new 385s and globally they are approaching hull number 60. And all this from a standing start. To have already accumulated sales of those proportions is remarkable in a climate where many dealers would rather endure perennial man flu than carry stock boats.

The days are behind us, for the moment, where builders could be guaranteed a forward order of new models for stock to inflate initial sales figures.

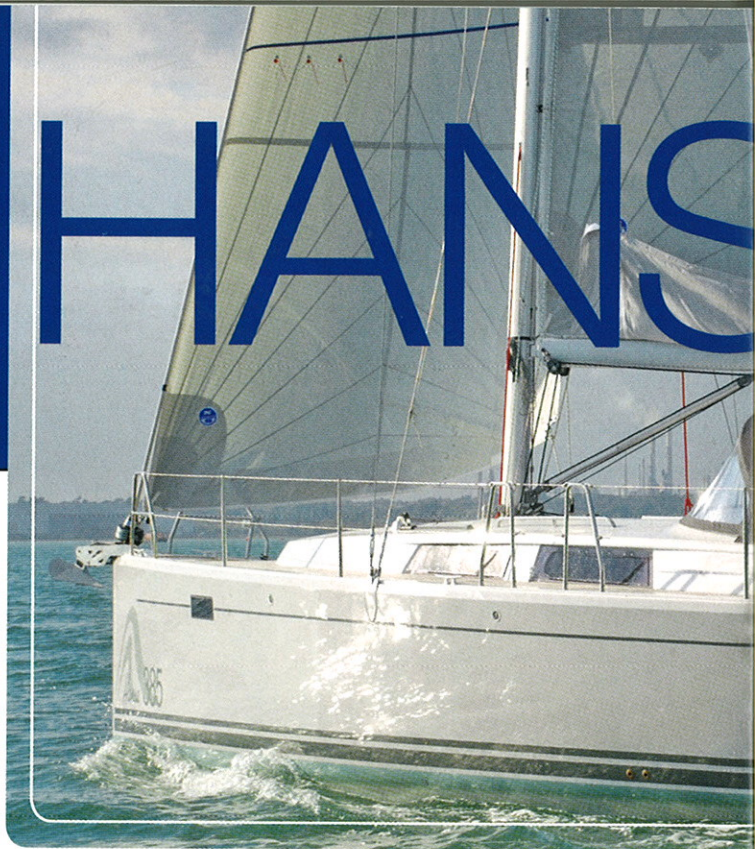
The new model 385 started with a completely clean sheet of paper. Two requests were to have the transom closed off more than recent boats thanks to direct customer feedback, and the other fundamental to the design, as with other recent Hanse models, is

having all the halyards and controls led back right to the helm.

Beyond that it is the combination of sheer space below in the light, airy interior and Hanse's reputation for delivering a good, easily achieved sailing performance which seem to be behind that great sales figure for the 385.

The boat has been personally overseen by Carl Dehler, who is second in command at the Hanse Group, bringing together all the best features of the existing range that customers like, and adding several new innovations and twists.

Customers wanted a wardrobe to hang dresses in the aft cabin. They have it. Family appeal is also enhanced in this aft cabin where the bunk cushions incline partially to an angle so it becomes a little 'chill out zone', where the kids can go of an afternoon or evening and watch DVD's or play on their games consoles. Hanse are determined to bring the usual comforts of home, and normal lifestyle activities on board so that life is more



SE 385



representative of what you might have in a smart holiday apartment or villa.

The 385, predictably, is selling well to existing Hanse owners and that's surely, one of the reasons to keep developing new models.

At Southampton 25% of the customers who signed up for the new 385 were existing Hanse owners with 325s and 355s which they had had for a couple of years.

There is no mistaking the 385 as a Hanse. The moderately high volume hull carries power and space aft nicely, but the stern will not drag in the water. The bow is plumb and the forward sections quite steep, but with a relatively shallow forefoot.

The 385 is moderately wide on the waterline with minimal flare, but the proportions work well. If anything, the decks and coachroof can look a little anodyne, but the teak decks package would really add to the value of the boat in terms of looks alone.

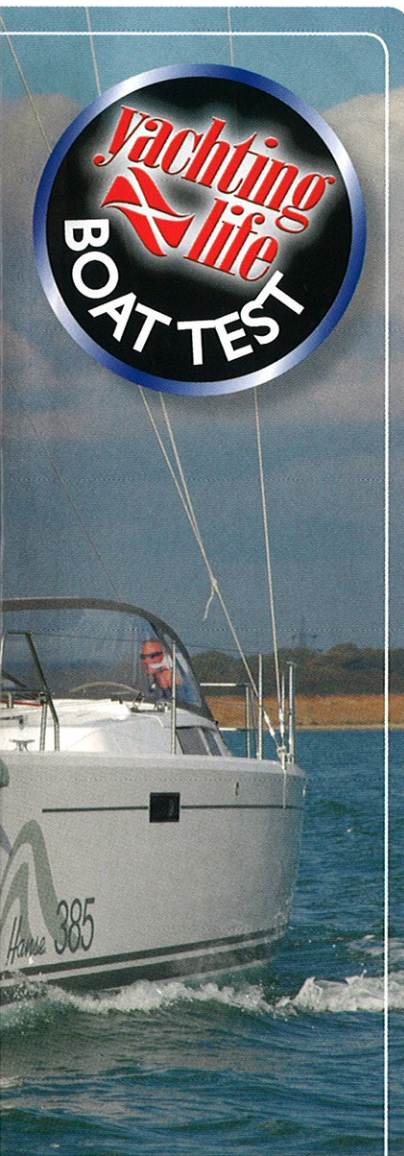
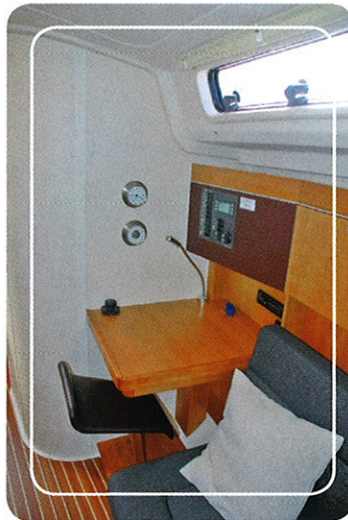
The cockpit itself is neatly finished with teak facings, as is the excellent drop down transom. You would say that it looks better down than up, as it does produce quite a wide, bluff stern, but a few carefully chosen graphics would break up the expanse of gel.

The cockpit has two good seats behind the wheels as well as outboard and there is plenty of space in this working area, with decent footholds and secure seating. Twin wheels leave space to move forwards from the walk through transom when it is down.

There is an excellent fold down table with the standard Simrad chart plotter and display on the aft edge of the table, as well as good stowage inside it and an excellent steel fiddle or hand hold all the way around.

Space in the cockpit is OK. The table takes up a good amount of space, but it does keep the space safer when moving around.

All of the key controls come





► back to the helm's hands via the sidedeck channels. It is a great idea which means that really the boat can almost always be sailed by one person, and the cockpit is kept clear and uncluttered. Even when a second crew is involved then it still works well, but communication is of course enhanced because you are closer together and can help each other.

The tails do need to be kept tidy as they lie in a deep recess in the coaming which has a cover over it most of the time. It's possibly worth having a couple of Velcro strips to

keep the less used one super tidy, but in all the times we have used this system there have been few problems. The small drawback is that when it does go wrong, you end up with all the tails or rope ends in the business department of steering. Don't try to do too much, would be the maxim.

We had only light winds for our short outing on the Solent, no more than 7-9kts of late Autumn breeze but that was more than enough to realise that the new 385 will not disappoint in any area when it comes to sailing.

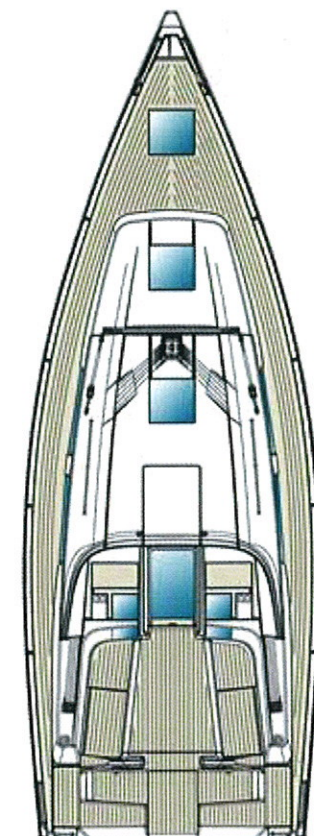
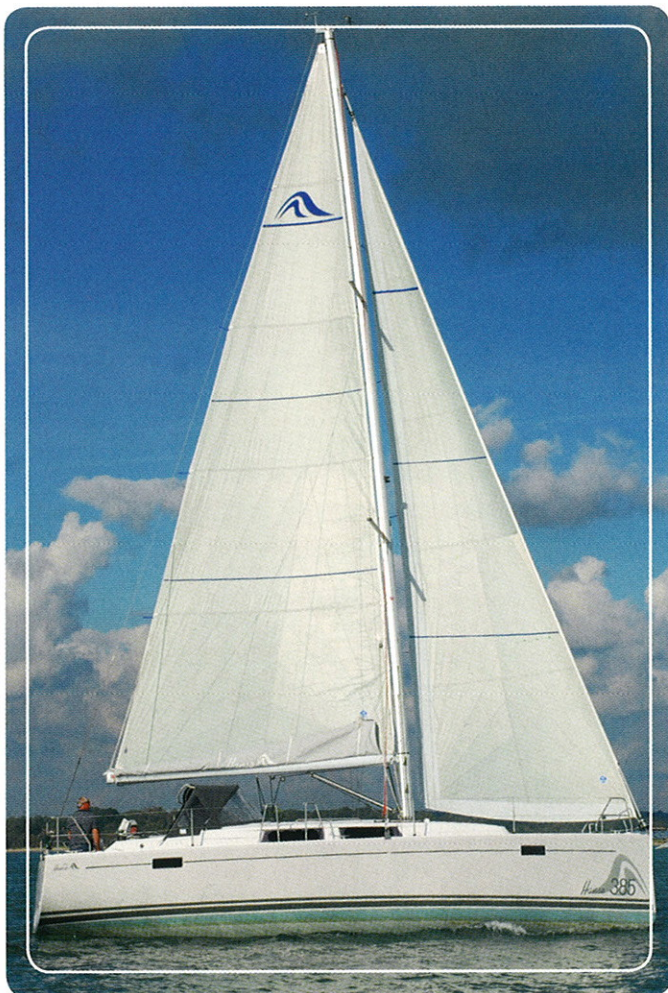
The Hanses that I have

sailed have always been well balanced, thanks to the small foretriangle and easily controlled mainsail. They are not shy about delivering power and area from the main. It is a pretty powerful boat which you would shorten sail for an easy life and still maintain excellent speeds.

That was certainly not our problem in the light winds. The Hanse 385 slipped along nicely on all points of sail we tried. A cruising chute or gennaker would be an asset, but with the long effective waterline length and easily driven form she picked up pace with ease and cut through the water well. Even downwind there was a good, positive feel on the helm which was quite light.

And of course the single line self tacking system on the blade jib is child's play and all you needed to tack upwind was simply a nudge on the helm and the 385 slipped easily through the wind.

So speed and simplicity of sailing are top of the class so far, but it is the glorious interior which seals the deal for many. There is a large galley to starboard with quartz black work tops, a large 130 litre fridge and a microwave option, but otherwise there are many lockers and drawers for every





Hanse 385 Specification

LOA	11.40M/37'4"
Hull length	10.90m/36'06"
LWL	10.40m/34'12"
Beam	3.88m/12'73"
Draft	1.99m/6'52" (standard) 1.62m/5'31" (option)
Displacement	approx 7.6t/approx 15,873lb
Ballast	approx 2.2t/approx 4,850lb
Engine	20.1kw/27.3hp
Fresh water	approx 320l
Fuel tank	approx 160l
CE Certificate	A (ocean)
Mast length above WL	approx 17.30m/approx 56'76"
Total sail area	approx 74m ² /approx 797sq ft
Main sail	approx 44m ² / approx 473.61sq ft
Self-tacking jib	approx 30m ² /322.92sq ft
Genoa 105%	approx 33.5m ² / approx 360.59sq ft
Rig	I 14.70m/48'23" J 4.30m/14'11" P 14m/45'93" E 5.1m/16'73"
Design	judel/vrolijk & co
Interior	Hanse Yachts Design

purpose. You do quickly forget this is not a 42 or 44 footer.

That's not to say there is any loss of space in the saloon area, which is simple and neatly finished with good high seatbacks, wide settee seats and an excellent table. The overall finish errs on the side of clean lines and straight

lines which gives a modern, clean space which will not date.

The forecabin is similarly spacious with a wide double berth and lots of natural light, matching hanging lockers either side and good stowage under the berth.

The aft cabin, as we said earlier, is excellent and there

is no difference at all between the luxury factor at the front or the back.

Hanse offer the standard layout with three cabins, but there is a four cabin layout with two doubles aft. There are three different saloon options, with extra stowage and smaller galley working space, or with a split settee

to port again offering more working space.

Overall the new Hanse 385 sets a new level for a good, unpretentious value for money cruising boat which will hold its value and offer excellent space and comfort, good sailing for not too much money. That's why it is selling so well.

So what's the bottom line? In confirmation of YL's report from Southampton Boat Show where 38ft cruising keelboats all seemed to carry a £120,000 price tag, the slightly bigger 385 costs out at £124,500 including VAT, also fully commissioned on the Clyde.

