

# Fountaine Pajot Sail - Lucia 40

Dec. 4 2015



|                                                                                                                           |            | US\$       |
|---------------------------------------------------------------------------------------------------------------------------|------------|------------|
| Fountaine Pajot Sail New 40 with Maestro Version with standard equipment and Volvo D1 20 HP engines. Specify 2 or 3 heads |            | 306,128.62 |
| Commission & delivery - East Coast USA                                                                                    |            | 35,350.00  |
| Factory fit options                                                                                                       |            | 100,654.62 |
| Dealer fit options                                                                                                        |            | 49,521.00  |
| Base boat                                                                                                                 | -30,612.86 |            |
| Factory fit options                                                                                                       | -10,065.46 |            |
| Less applied discount                                                                                                     |            | -40,678.32 |
| <hr/>                                                                                                                     |            |            |
| Total including options                                                                                                   |            | 450,975.92 |
| Duty @ 1.7%                                                                                                               |            | 6,223.78   |
| <hr/>                                                                                                                     |            |            |
| Total Price                                                                                                               |            | 457,199.71 |
| <hr/>                                                                                                                     |            |            |

All prices are indicative only and subject to final confirmation and approval at time of contract.

|                                 |            |               |
|---------------------------------|------------|---------------|
| Estimated completion (ex works) |            | Boat number   |
| Proposed handover               | 4 Feb 2016 | Boat location |
| Dealer reference                |            |               |

## SPECIFICATIONS

### Factory fit

#### Packages

| Part no    | Description     | Price     |
|------------|-----------------|-----------|
| YSBP-B7KU4 | Oceanic version | 38,719.83 |

#### Options

| Category                                    | Qty | Part no    | Description                                              | Price     |
|---------------------------------------------|-----|------------|----------------------------------------------------------|-----------|
| Black and Grey Water                        | 3   | OPT0574160 | 1 Electric head large bowl                               | 3,633.61  |
|                                             | 3   | OPT0574100 | Holding tank for 1 head                                  | 3,629.98  |
| Covers, Canvas and Cushions                 | 1   | OPT0572228 | Bimini for helm station                                  | 2,540.99  |
|                                             | 1   | OPT0572355 | Outdoor foredeck cushions                                | 2,928.19  |
| Deck and Gear                               | 1   | OPT0572700 | 2 bow seats                                              | 1,988.02  |
| Electrics and Charging                      | 1   | OPT0575310 | Interior 12V outlet and waterproof exterior 12V outlet   | 177.87    |
|                                             | 1   | OPT0575580 | 2000W Inverter/charger / 110V (Requires OPT0575510)      | 2,380.06  |
| Exterior                                    | 1   | OPT0572510 | Protective strip on both transoms                        | 248.05    |
| Fresh Water                                 | 1   | OPT0574330 | Additional electric freshwater pump                      | 505.78    |
| Galley Equipment, Refrigeration and Laundry | 1   | OPT0573010 | 12V 90L Freezer (Incompatible with OPT0573010)           | 2,065.46  |
|                                             | 1   | OPT0573040 | Cockpit fridge                                           | 1,490.71  |
| Heating and Air Conditioning                | 1   | OPT0575830 | Air conditioning 60HZ 110V main system (Req. OPT0575660) | 16,400.27 |
| Interior                                    | 6   | OPT0575350 | 12V fan (max. 6)                                         | 1,089.00  |
| Layout                                      | 1   | YSBO-EGFO8 | Maestro version, 3 cabins, 3 heads                       | 0.00      |
| Lighting                                    | 1   | OPT0573290 | Cockpit courtesy lighting                                | 1,693.99  |
| Mechanical                                  | 1   | OPT0574550 | Auto. switch for bilge pumps                             | 780.45    |
|                                             | 1   | OPT0574220 | Water heater 110V (requires OPT0575510)                  | 193.60    |
|                                             | 1   | OPT0571610 | 2 Volvo 30HP D1 engines                                  | 3,337.16  |
| Other                                       | 1   | SRV057310  | Transport, masting, launch, in La Rochelle               | 10,768.95 |
| Rigging and Spars                           | 1   | OPT0571350 | Profurl genoa furler                                     | 905.08    |
|                                             | 1   | OPT0571440 | Double clutch for reefs 2 and 3                          | 514.25    |
| Safety                                      | 1   | OPT0577120 | MP8 container liferaft                                   | 1,914.21  |
|                                             | 1   | OPT0577000 | Safety equipment without liferaft                        | 2,749.11  |

## Package contents

| Description     | Part no    | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|-----------------|------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Oceanic version | YSBP-B7KU4 | Antifouling, primary epoxy<br>Roller genoa furler<br>Fusion audio pack 4 Sp.<br>Lazy jacks<br>Fabric closing access helm station (incl. Oce)<br>Ball bearing mainsail luff cars<br>Gas oven<br>Interior courtesy lighting<br>Mooring kit + 4 fenders<br>Dinghy davits<br>Eco Cruising : Navigation LED lights<br>Eco Cruising : Interior LED lights<br>1 mainsail halyard electric winch<br>CST mainsail full batten<br>Deck shower (cold water)<br>Hot water deck shower<br>Removal halyard mainsail<br>Support for life raft<br>Dralon protective cover for wheel (incl. Oce)<br>Genoa with anti UV band<br>Outdoor cushions<br>Curtains in cabins<br>VHF mast head antenna prewired<br>220V main system with charger<br>2 hatches in saloon<br>Lazy bag<br>Eco Cruising : AGM Batteries<br>Electrical windlass (1000 Watts) |

## Standard options

| Part no    | Description                                                        | Price |
|------------|--------------------------------------------------------------------|-------|
| YSBO-3AOA6 | 1 large anchor locker with halyard storage                         | 0.00  |
| YSBO-F89NQ | 2 x 2 fixed blade props                                            | 0.00  |
| YSBO-LG9DX | Gas stove with 3 burners, 2 stainless sinks in galley, 150l fridge | 0.00  |
| YSBO-H4APN | Mast, boom, front beam with compression beam and trampoline        | 0.00  |
| YSBO-5GQ9U | Cockpit table                                                      | 0.00  |
| YSBO-BKPK2 | Electric bilge pumps                                               | 0.00  |

## Dealer fit - delivery location

### Options

| Category                                    | Part no   | Description                                                                                                                                | Qty | Price     |
|---------------------------------------------|-----------|--------------------------------------------------------------------------------------------------------------------------------------------|-----|-----------|
| Chandlery                                   | YSO-N23KV | Charter Equipment Package                                                                                                                  | 1   | 3,765.00  |
| Electrics and Charging                      | EMS-PS6LH | Galvanic Isolator 110v protection (each)                                                                                                   | 1   | 482.00    |
|                                             | EMS-6CH22 | Link Pro Battery Monitor                                                                                                                   | 1   | 990.00    |
|                                             | EMS-1DLRS | Local upgrade for factory-supplied 110V System                                                                                             | 1   | 5,950.00  |
|                                             | EMS-ONEL2 | Northern Lights 6KW 110v Generator                                                                                                         | 1   | 19,875.00 |
| Electronics - Navigation                    | EMS-COG2J | Raymarine Delivery Electronic Package (Uchimata) 2) I70 Instruments, Depth, Speed, Wind Transducers Evo 400 Autopilot W/ P 70 Control Head | 1   | 11,300.00 |
|                                             | EMS-PXUJM | ICOM M-424 VHF with remote command mic at helm                                                                                             | 1   | 1,214.00  |
|                                             | EMS-Q9QEN | Raymarine E-95 GPS/Plotter/MFD - Touch Screen, Bluetooth                                                                                   | 1   | 3,990.00  |
| Galley Equipment, Refrigeration and Laundry | YSO-LMNX9 | Convert factory butane system to US spec propane                                                                                           | 1   | 1,560.00  |
| Heating and Air Conditioning                | EMS-J4RRR | Upgrade Strainer on Factory - Installed Air Conditioning                                                                                   | 1   | 395.00    |