

INDICATIVE PRICE GUIDE

CAPE 31



31 NORTH

CAPE 31

The basic CAPE 31 boat comes with: carbon split mast (including rod rigging & spreaders), alloy boom, carbon bow sprit, winches & deck gear, stanchions & lifelines, deck foam, engine, bilge pumps, battery, nav lights, rudder, tiller & tiller extension, keel fin & bulb, carbofoil headfoil, spinnaker take down system (incl. rope) and running rigging from Southern Ropes. Essentially everything needed to go sailing except sails, electronics, covers, safety & cradles/trailer.

31 NORTH & CPS offer the extras and services laid out in this document. Due to global market volatility, these prices are only a guide. We utilise our experience with building the fleet to offer cost effective upgrades that enhance the Cape 31 within one design and rating systems. We can offer advice on sails & electronics, however, tend to stay away from supplying these. With shipping we offer advice (and highly recommend using our preferred supplier Peters & May, namely Craig Stanbury) and we would prefer to initiate the shipping process.

We have a great relationship with all our suppliers and can organise anything needed to be sent anywhere in the world. There are also commissioning options and when a fleet is initially being setup then, if possible, we absolutely want to be 'on the ground' to make sure everything runs smoothly. We are also building relationships with our preferred local partners in the various regions.

Regarding paint colour of boats, just ask! Most things are possible however there may be an additional cost for darker coloured hulls/metallic. Bright colours are very much encouraged in the Cape 31 fleet!!! Please be aware that metallic finishes can be hard to blow in a repair.

Let the fun begin!





BASE BOAT PRICE ex factory

US\$199,800

PROJECT MANAGEMENT & COSTS FOR EXPORTING FROM SA

US\$3,500

Independent project management of the build from 31 NORTH in collaboration with CAPE TOWN YACHT SERVICES. Includes WhatsApp group with weekly updates. Sign off of boat & package into container.

SHIPPING

Indicative pricing for shipment of 40ft container from C31 factory.

CAPE TOWN TO USA

US\$11,000

CAPE TOWN TO UK

US\$9,500

CAPE TOWN TO EU

US\$10,000

CAPE TOWN TO ASIA

US\$8,000

LOCAL COMMISSIONING

US\$4,000

Yard charges to unload and build boat (includes crane/travel lift). Labour to unload from container, put boat together, dress, step, tune rig, build cradle etc. Costs will differ depending on local yard rates.



SUPPLIED BY CPS UPON REQUEST

Follow this link for a gallery of all upgrades and extras.
<https://www.31northyachting.com/upgradesandextras>

CONTAINER FRAMEWORK FOR SHIPPING

Wooden framework	US\$2,130
Aluminium framework (for frequent shipping)	US\$7,100

COVERS

with reelers US\$1,660
without reelers US\$1,930

Recommended includes:

- Cockpit floor cover
- Hiking rail set
- Rope bag with winch handle pockets (2 needed for runners and 2 for spinnaker sheets if not using reelers, includes tracks).
- Winch handle pocket each (recommended 2 if not using reelers)
- Kite hammock
- Block fender each (recommended 3)

TOKOLOSHE UPGRADE PACKAGE **US\$8,300**

This package is a highly recommended upgrade package for the Cape 31, developed by 31 North from our first hand experiences racing the boat within a Grand Prix fleet.

- Spinnaker reelers x 4 (sheets, halyard and dropline)
- 8:1 handy billy purchase system for jib halyard
- Jib halyard with splice to attach handy billy
- Adjustable jib hobble (anti-Bonner)
- Spinnaker halyard retainer
- Outboard lead rings
- Downwind jib sheeting system (inc sheet)
- Continuous fine tune mainsheet and traveller systems



SUPPLIED BY 31 NORTH UPON REQUEST

PERFORMANCE ROPE UPGRADE

US\$2,880

Premium package for Grand Prix racing

- Main halyard
- Spinnaker halyard
- Spinnaker sheets
- Tack line

MISCELLANEOUS UPGRADES

Forehatch spinnaker roller	US\$900.00
Custom 3D printed mast boot	US\$480.00
Custom fine tune mast chocks	US\$275.00

SPARES AND EXTRAS

Spare bowsprit	US\$3,168.00
Spare round stanchion	US\$288.00
Spare aft oval pushpit (symmetrical)	US\$318.00
Spare bow curved pullpit (symmetrical)	US\$420.00
Yard cradle metal work	US\$4,780.00
Standard cradle splashes	US\$1,225.00
Cradle legs (bolt to cradle) for extra stability	US\$750.20
4 X 1800 kg castors with plates & bolts	US\$1,700.00
Multiple trailer options, flatbed and tilt, depending on territory. Trailer supplied locally while splashes will be supplied from Cape Town.	US\$10-16,000
Kelp cutter	US\$9,250.00

Lifting strops for single point lift to be supplied locally. Single lift padeye now standard with Cape 31s.



THESE PRICES ARE HERE TO HELP WITH BUDGETING ONLY

SAFETY

US\$2,000

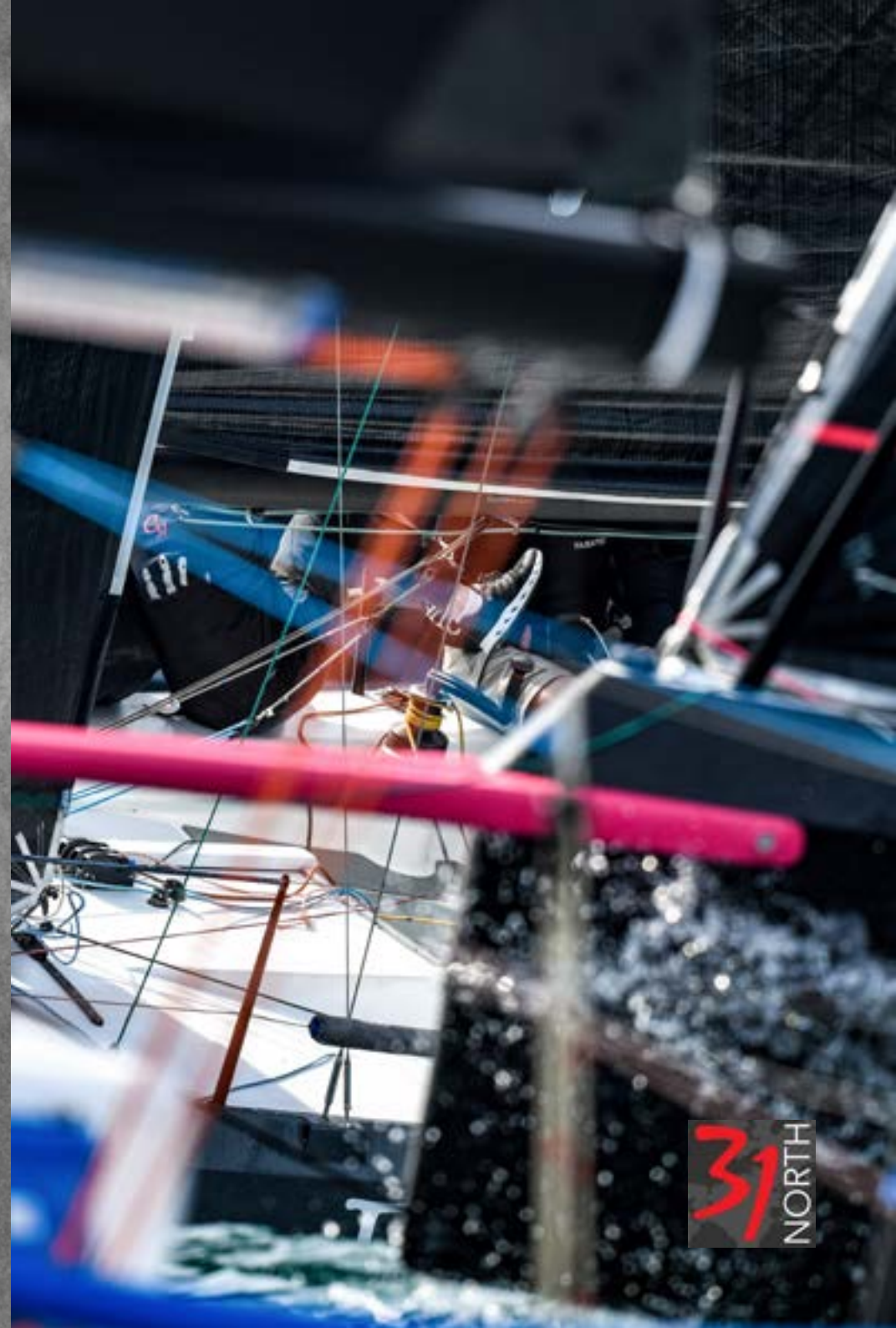
Approximate costs for own sourced equipment from your preferred supplier.

SAILS

US\$48,000

Top of the range indicative pricing from various sail makers of the following class specification sails:

- Main sail
- Jibs x 2
- Jib OSR max
- Spinnakers x 3





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ELECTRONICS

Approximate costs for own sourced equipment from your preferred supplier.

BASIC

US\$6,760

- Mast displays with sensors to provide wind, position, heel, trim, heading, speed and depth data.
- Carbon mast bracket, cables, connectors, installation consumables and installation labour are included.

GRAND PRIX

US\$17,920

- 2 x cockpit display
- Mast displays
- Carbon mast bracket
- Wind transducer
- Wind cable
- Deep and speed transducers
- Electronic compass
- Forestay tension gauge
- Wireless router and cabling
- GPS antenna and custom mounting bracket
- Network cabling
- Installation and commission, incl. all consumables.