



SHANNON PRICING

For the past 40 years Shannon has been a very unique boat building company in today's world of mass produced recreational boats. As a limited production builder creating yachts for specific owners, Shannon does not compete with production boats. Our owners choose to build a Shannon because they are looking for a yacht that is a major step up from the commonplace. Unlike factory-built production boats which base their pricing on the automobile paradigm, there is no such thing as a "stock" Shannon beyond the bare hulls and decks of each model. At Shannon there is so much opportunity for customization. Since every Shannon reflects an owner's specific requirements and taste it is quite difficult to establish initial published pricing.

Shannon has no interest in imitating production boat sales techniques that create an artificially low "base" price to avoid the so called "sticker shock" and then have a buyer struggle with a salesperson at a dealership to ascertain the real cost of the finished yacht delivered in the water. With that being said, we realize that a prospective buyer should have a reasonable idea of what a Shannon is going to cost in order to make a decision to take the next step toward final pricing. Therefore, we have included items in Shannon's Standard Sailaway Specifications that somewhat conform to the production boat industry's "base" price format to enable a prospective buyer to establish some price relativity for a finished Shannon delivered in the water. There are many items in our Standard Sailaway Specifications that are considered "options" by other companies, but we have endeavored to keep the comparative analysis as simple as possible. Obviously, substitutions and deletions are totally acceptable.

After a prospective buyer meets with the people at Shannon and sea trials a model, the next step is to go over layout designs and discuss in-depth details of cruising needs and option pricing. A contract price is then established with the buyer prior to construction. While it is difficult though not impossible, the CONTRACT PRICE might increase by 5%-10% during construction due to voluntary, owner-initiated change orders.

We believe the purchase of a Shannon should be a pleasant and fair experience, therefore it is company policy not to use the common sales technique of offering an inflated contract price only to then "discount or negotiate" it in order to close the deal. Shannon does not accept trade-in boats, however, we know that some Shannon buyers have boats they would like to sell. We have a successful four-decade history of working with new owners to help them sell their boats at full market value (not a wholesale trade-in price), and in these instances there is no brokerage commission due to Shannon.



SHANNON DEFIANCE 46 SPECIFICATIONS

Length on deck	45'-11"	14m
Beam	14'-9"	4.5m
Draft	3'-0"	0.9m
Displacement	39,000 lbs	17690kg
Fuel	500 gal	1893L
Water	150 gal	568L
Air draft	10'-3"	3.1m
Air draft with flybridge	12'6"	3.8m
Power	960hp	716kW
Range	650m	1046km

Designer Walter Schulz & Associates

SHANNON DEFIANCE 46 STANDARD UNDERWAY PRICE

The Underway Price is for a Shannon that is delivered in the water, ready to power with full tanks, including a \$10,000 allowance for owner choice electronics.

Every Shannon is launched, rigged, power tested and sea trialed by Shannon employees prior to owner delivery. An extensive mechanical, electrical/electronic owner checkout, along with docking drills are undertaken until the owner is completely satisfied and comfortable with the vessel. Even in situations where a new Shannon is trucked outside of Rhode Island, Shannon employees meet the vessel to handle the entire commissioning and delivery process.

No company in the boat industry offers the level of owner service or support as Shannon. Shannon's worldwide Owners Support Program even applies to Shannons that are decades old and have changed ownership. The success of our 40-year old Support Program has enabled Shannons to cover over one million ocean miles reaching every corner of the globe.

Defiance 46 Standard Underway Price.....\$1,437,000*

**includes everything in the Standard Underway Specifications plus \$10,000 electronics allowance*

STANDARD FEATURES AND UNDERWAY EQUIPMENT INVENTORY

HULL

- Patented SRD hybrid planning hull
- Linear closed cell PVC foam-cored composite hull hand laid up with isophthalic gelcoat, vinylester resin veil coat, bi-axial laminates and Kevlar hybrids
- One piece hull construction
- Ten year hull and deck laminate warranty
- Reinforcing stringer grid with extra 45x45 degree bias bi-axial laminates
- Kevlar reinforcing laminates in the bow and keel
- Hull to deck joint bonded and thru-bolted every eight inches, with bi-axial laminates backing the internal hull flange
- Epoxy barrier undercoat and two coats bottom paint
- Awlgrip boot top - owner choice of color
- Vinyl graphic name and hailport

DECK

- PVC foam cored deck and wheelhouse - hand laid up with biaxial laminates
- Custom diamond pattern fiberglass non-skid with contrasting gelcoat color
- Nine wheelhouse windows of Garibaldi armor plate tempered glass
- Six oversized stainless steel deck and mooring cleats, four recessed deck chocks, two anchor rode deck pipes
- Bow platform with anchor retainer and roller
- Exterior stainless grab rails
- Sliding glass door from salon to large aft cockpit with bench seating
- Three large hatches to under cockpit storage
- PVC rub rail full length of boat
- Flag pole with holder
- 1-1/4" stainless perimeter rail
- Hinged transom door
- Large anchor locker, accessed from deck hatch
- Burgee staff on bow
- Sunbrella cockpit cushions (owner's choice of color)

POWER

- Twin 480hp Cummins QSB 6.7l diesel engines
- Smartcraft "Vessel View" engine panel
- Mercury Smartcraft engine controls
- ZF transmissions
- Four bladed Nibral Bronze Michigan fixed props
- Aquamet 22 stainless steel propeller shafts
- Custom composite shaft log with removable cutlass bearings
- Bronze rudder stuffing boxes by Buck Algonquin
- Two diesel fuel (5052 alloy with baffles) tanks with gauges and access ports
- Dual Racor water separator primary fuel filters on each engine
- Pickup and return fuel manifolds for ease of selecting tanks and transferring capabilities
- Sounddown fire retardant acoustical foam insulation in engine room
- Groco engine raw water intake strainers

MECHANICAL/PLUMBING

- Sidepower SE-130 10hp 12VDC bowthruster
- Maxwell RC12-12 12VDC windlass
- Kahlenberg single trumpet air horn with compressor
- Hydraulic steering system with tilt wheel
- Hydraulic trim tabs
- Engine room blowers
- Pressurized hot/cold water system
- Two separate self-trimming and isolatable water tanks, 316L stainless steel
- Fresh water tank selecting manifold
- Sea Tech fittings and 1/2" PEX tubing
- ShurFlo 3.3 GPM fresh water pressure pump
- Twenty gallon stainless steel hot water heater with engine water heat exchanger/110 VAC system
- Cockpit shower
- Raritan electric marine heads, with 28 gallon holding tank

MECHANICAL/PLUMBING cont.

- Shower sump pump with overboard discharge
- Three windshield wipers with fresh water wash down
- Marelon seacocks with identification labels
- All seacocks and equipment are easily accessible
- Marine grade sanitation, wet exhaust and fuel fill hose with double hose clamps on all fittings
- ShurFlo Salt water wash down pump with deck fitting hose connection
- Two Whale Gulper 320 12VDC electric bilge pumps with automatic float switch
- Rule 3700GPH 12VDC emergency bilge pump
- Fireboy automatic fire extinguisher (located in engine room)

ELECTRICAL SYSTEM

- Onan 9kw generator with water separating muffler
- All electrical equipment is easily accessible
- All wire is finned copper and color coded to ABYC specifications
- Four house and four engine 115 AH Group 31 AGM marine batteries
- Bass electric panels for DC and AC systems
- Digital DC volt meters and AC multi meters
- Digital battery monitor
- Emergency start parallel switch
- Mastervolt 100amp battery charger
- Dockside 50amp 125/250VAC shore power system
- 50' Shore power cord on Glendinning cord reel
- Galvanic isolator (protects against galvanic corrosion while plugged into shore power)
- Ten GFCI 110VAC and 12VDC outlets
- Fourteen Gibraltar LED overhead dome lights
- Five Ocean LED bulkhead mounted reading lights
- Two Aqua Signal LED red/white under-cabinet lights in galley
- Red/white aircraft-type chart light
- Lightning ground and electrolysis bonding system with zinc anodes
- Go-light remote controlled search light

ELECTRONICS

- Simrad AP-24 autopilot
- Copper band ground plane in hull for possible SSB antenna installation
- \$10,000 Standard allowance for owners choice of electronics (in addition to autopilot)

INTERIOR

- Custom layouts to owner's specifications
- Primary bulkheads 1" with solid hardwood corner posts and trim
- Solid teak and holly cabin sole with access hatches (matte finish)
- Satin varnished 8 coats on standard cherry joinerwork
- Panels against all hull surfaces with cedar lining inside all hanging lockers
- Cushions - 4" ergonomic foam with owners choice of Sunbrella fabric color
- Overhead acoustic foam panels with hardwood battens and removable access panels
- Single Stidd helm seat
- 32" TV on built in hi/lo lift
- Large electric opening access hatch to engine room

HEAD

- Corian vanity top (owner's choice of color)
- Scandvik Mono faucets and shower mixers
- Aft head stall shower
- Raritan PEII 12VDC electric marine head
- Holding tank monitors from Dometic

INTERIOR HELM STATION/WHEEL HOUSE

- Lighted KVH compass
- Fully instrumented helm station with gauges and switches electronics layout to owner specifications
- Smartcraft DTS throttles and shifters
- Hydraulic steering with tilt wheel
- Custom ultra-leather and stainless steel helm seat
- Settee with table
- 32" TV on built in tv lift
- Large electrically operated opening access hatch to engine room
- Aft stainless framed sliding glass door to cockpit
- Three windshield wipers with washer
- Storage locker and shelves
- Two Bomar ten inch hatches

VENTILATION

- Six stainless steel Hood opening ports with screens and shades
- Three stainless steel Bomar tempered glass deck hatches
- Side helm full height door
- Sliding glass stainless steel door aft

GALLEY

- Corian counter tops (owner's choice of color)
- Force 10 ceramic two burner cook top
- Propane shutoff solenoid control in galley with sniffer under stove
- Deep double stainless steel sink with H/C pressurized water and Scandvik Mono fixtures
- Under counter stainless steel Vitirifrigo 12VDC and 110VDC draw type refrigerator
- Under counter stainless steel Vitirifrigo 110VAC draw type freezer with icemaker
- Stainless Sharp microwave

SAFETY EQUIPMENT, MOORING AND ANCHOR GEAR

- Flares, radar reflector, six Type 1 lifejackets, first aid kit, fog horn, flashlights, three ABC fire extinguishers
- Emergency tiller, wood seacock plugs
- CQR 35# anchor, 200' 5/8" nylon anchor rode with 50' 3/8" HT chain, dock lines and fenders
- Spares kits for engine, head, and electrical system
- Owner's manual with systems diagrams

CONSTRUCTION, COMMISSIONING, SEATRIALS, AND DELIVERY

- Site inspections welcomed and photographs supplied during construction
- Boat delivered in the water in Rhode Island with all systems tested and working
- Owner checkout, seatrial, and docking drills.

SPECIFICATIONS SUBJECT TO CHANGE WITHOUT NOTICE (03/2014)