



With the average length of superyachts around the world increasing each time a new one is launched, there can be little surprise in learning that as they get larger so too, by extension of the thinking behind that logic, do the tenders they carry. Hardly a week goes by without news released detailing a new and larger tender that has been built to be accommodated on a large yacht or for carriage on board her support ship. Size it seems does matter in this case and for those superyachts not able to carry yet larger tenders, the expansion of the chase boat market is there to fill the gap.

Ed Roberts Director Hodgdon Yachts told us, "The tide has been turning for some time now, away from "off the shelf, just get a tender on board" to choosing and planning for proper tenders. The shift is happening at both the owner and owner representative level as well as the shipyard level where builders are finally realising that just allocating space is not enough,

it is critical to coordinate with the tender manufacturer for proper fit. Virtually no superyacht of size today is being built with anything but custom tenders, a natural evolution given that the tender is typically the first impression the owner presents to his or her guests.

Josh Richardson of Superyacht Tenders & Toys continues to be involved with support vessels, which can accommodate larger tenders. He told us, "The past 6 months in particular have been very busy with us delivering a wide range of boats to include but not limited to the following: Chris Craft, Nautique, Zodiac, Mastercraft, Ribeye, Compass, Wally, Castoldi, X Tenders, Pirelli, Riva and Novurania. He added, "A number of these are production boats with a very popular request being a 6-8m RIB however noteworthy projects have been 3 the supply of a completely customised limousines, 2 landing craft (one fully inflatable and the other over 10m and rigid) and a



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Frances and Michael Howorth talk to top operators on the inside track of the superyacht tender market

fishing boat. We are currently working on some very innovative hydrofoil and inflatable boats."

Like Richardson, Tim Fleming of Boating Matters is an independent supplier of tenders and he says, "There is still plenty of demand for serious, unique tenders, that are well made and finished. First and foremost however is the critical requirement that they fulfil Owners requirements." Fleming recently supplied 2 guests tenders to Lamima a charter yacht based in the Far East. "For the owners of that yacht we found 2 Blue Spirit tenders one of 10 metres the other 7.5 metres. Both are propelled by diesel waterjets, and each had to be capable of carrying guests out to the yacht in relatively harsh conditions. That is why I chose a boat with a high freeboard to ensure a dry ride. GRP parts were built in Vietnam and the boats were assembled and finished in Holland. We got the commission because we were very competitively priced and we showed great attention to

detail and service as well as looking to service the client with his after service needs. Fleming adds, "You have to be dedicated to succeed in this demanding business. Richardson agrees saying, "As we are independent we don't really represent any particular brand, make or model. We like to offer clients the choice based on their requirements. However we do have a new design of RIBs coming out based off our experiences and use of in-house design. We also have various individual projects to include an inflatable landing craft."

## Inflatable landing craft

New to the large yacht market, the inflatable landing craft packs away into a single bag when deflated. Designed in the UK by the Guy Whitehouse Yacht Design to be the most versatile of small tenders available for all yachts this is a boat that performs many roles. Built in the UK it comes in various sizes to fit a yacht's requirements. Standard size is 5.5m long. This boat offers a



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large deck volume and high performance by utilising catamaran hulls. The deck can provide a large, useful area for supplies, dive gear, carrying loads, water sports and help perform general crew duties. It is perfect for beach landings due to its shallow draft and lightweight. The design utilises recent advancements in inflatable materials with a drop stitch floor (the material used for inflatable stand up paddleboards so firm under pressure but when deflated packs down small) and hypalon tubes. Rigging time is approximately 15 minutes out of the bag. The only non-inflatable item is the transom, which is used to roll the rest of the boat around when stowing. The boat was originally designed around a specific client's needs to transport a Quad bike (ATV) from his yacht to the shore, plus to be able to be used for diving, beach barbecues and general crew duties. The expectation is that this will sell well to yachts who need a crew tender but do not have a lot of space for a rigid one on board. For larger yachts this may provide a welcome addition to get guests, crew, supplies and stores ashore.

### Turbojet tender

Turbojet tender manufacturer Williams Performance Tenders are also a builder of boats in the UK. The company's all new Sportjet range is powered by BRP Rotax engines recognised as among the cleanest and quietest engines in the industry, providing high performance, superior handling and low maintenance, as well as meeting the stringent CARB 3-star ultra-low-emission standards. Designed as an exciting performance boat, which is great for waterskiing or wakeboarding, the Sportjet will have huge appeal to both standalone boaters, as well as owners looking for another of Williams' perfect tenders for their yacht. The first model to be launched is the Sportjet 460, which will make its world debut at the Cannes Boat Show on Tuesday 9th September, closely followed by its UK launch at the PSP Southampton Boat Show on Friday 12th September. The second model in the range, the Sportjet 510 will make its world debut at the London Boat Show in 2015. The Sportjet is available in four different colour schemes, with customers being able to select from the sleek tones of the Neptune Grey or Basalt Black, opt for the sporty Electro Blue, or create real stand-out with the Lava Red look.

Knut Heiberg Andersen of the Swedish boat builder Windy said, "We maybe new to the superyacht tender market but we are not new to the boat building business having built 10,000 boats since our formation in 1966. At our yard in Västervik, we have created an in house Yacht Project Group of skilled men and women who wants to prove that we can apply the same values we have in pleasure boat building into creating superyacht tenders. We plan to develop a range of Limousine Tenders, Open Tenders and to add 1-2 new models into the SR Blackbird range. We work with Espen Oeino International SA and Dubois Naval Architects Ltd as our design partners, and it is the Dubois SR 52 Blackbird that we will be taking to the Monaco Yacht Show. Already there is a lot of interest in this boat and we at the same show we hope to test the market for a new SR 42 Blackbird.

### The market now

Josh Richardson founded Superyacht Tenders & Toys right in the middle of the financial crisis but despite that has been busy ever since. The company has trebled in turnover and increased in staff each year. He told us, "There has however been a number of large (€1m plus) tender projects we have sold and are delivering this year, notably a number of very high end limousines. The high



### V-type

Based in the UK and Malta, v-type build a range of high end ribs and yacht tenders from 6.0-15m, they have a bespoke part of the business that can customize or design from the drawing board to reality your perfect craft. In addition they also build a full range of commercial craft from 10-15m for passenger carrying capabilities and a series of brightly coloured water taxis. Their new 2013 series of HYST chase ribs are now available from 9.5-15m wide body design with performance to match makes this a perfect chase craft. Many engine options are available on all models. For more details contact: einfo@v-type.com or visit [www.v-type.com](http://www.v-type.com)



### Hodgdon Custom Tenders

Hodgdon builds custom and semi-custom tenders designed to please the most discriminating owners. Beautifully designed, artfully styled and expertly built, these tenders are designed to complement the owner's aesthetic while being optimized for purpose. Their tenders are built to the same exacting standards as a Hodgdon superyacht with advanced composite construction, custom cast hardware, fine joinery, and painstaking detail in the layout and installation of mechanical, electrical and safety systems. The tenders are a dream to drive with sports car handling at speeds over 30 knots even when loaded or confident luxury while lingering and docking. For more details; Tel: +1 207 633 4194 or visit [www.limotenders.com](http://www.limotenders.com)

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end of tender purchases seems to have come back after a few quiet years and we have orders now for a number of 2015-2017 new boat deliveries, of custom boats made to fit and match the mothership. Sales of RIBS and SOLAS continue to be strong and it is rare we cannot find a make or model to fit a client's requirements, budget or timescale."

UK manufacturers Williams told us, "The superyacht tender market has shown itself to be a resurgent part of the market, with activity levels now bouncing back after a difficult few years. We believe the sector is now more buoyant than it has been at any time since 2008 and growing at a very healthy rate, with the production yacht and superyacht markets helping to strengthen demand. Luxury boatbuilders such as Sunseeker and Azimut are developing and launching some really sharp designs and their high profile products are generating a great deal of consumer interest. This in turn increases demand in the superyacht tender market and helps maintain strong order books for manufacturers like us."

"Given the kinds of requests we are seeing," says Ed Roberts at Hodgdon, "I believe the trend of innovative creation and design will migrate even more into the custom superyacht tenders. The challenge is even more demanding in some ways than the mother ship as the real estate to work with is so much more confining and function plays such a dominant role. I think we will see some very attractive ideas coming from the designers. Demonstrating the clearly emerging trend of stronger demand is the desire for bigger and more sea capable chase boats that are towed to destinations by superyachts or follow them in their own wake driven by a member of the deck crew.

### Crazy

When Egyptian businessman Naguib Sawiris needed a chase-boat for Crazy Me his 50 metre Hessen, he sought one that had performance, technology and design. What he got was Crazy Too an Otam 58. Powered by twin Caterpillar C32 Acert engines with 1724Hp each, she is a chase boat that stands out from the crowd. Her custom coloured black hull and hardtop, with a deck entirely wrapped in a "carbon look" vinyl film, was applied by the Wild Group. The interiors are equally customised with a three cabin layout that has been masterfully designed by Cristiano Gatto Design to suit the owner's tastes. The customised chase boat pushes the electronics envelope, both audio/visual and navigational. The cockpit has 6 Revel High End Speakers driven by a fully-scalable audio distribution system that delivers high-output audiophile sound quality with 400W per channel!

### Chasing the market

Tilting its hat at the chase boat market is Swedish yacht builder Delta Powerboats that has introduced a line of all-carbon fibre model. As the world's first large all-carbon fibre production boat, the award-winning Delta 54 IPS is intended for both long-range and day cruising. Designed by Lars Modin, the 54 echoes Delta's distinctive angular features and is constructed of vacuum infused carbon fibre and divinoycell with vinylester resins. The 54 can be equipped with triple Volvo IPS 600s of 435hp each, which, when combined with her superior hull design and carbon fibre construction, easily achieve a 32.5-knot cruising speed that burns 46 GPH. At 10-knots, owners can enjoy a nearly 2,000nm range while burning only 9 GPH. Seakeeper's zero speed gyroscopic



### T J Elite

Technohull holds a leading position in the powerboat market specialising in the field of RIBs. The use of top quality materials, combined with knowledge of highly qualified and experienced staff, guarantees maximum safety and performance. Uniquely designed, every vessel meets the highest standards of the global RIB market. A well-run company, ISO accredited, Technohull are the ultimate RIBs in terms of style, performance and comfort. Committed to building the best boats for renowned British designer of cruisers and racing boats, Adam Younger, is behind the company's innovative hull design. The use of advanced hyper-technological materials, for light-weight construction of solid boats, makes all of Technohull's vessels stand out for their smooth riding, high speed and low fuel consumption. For more details Tel: +44 (0)1202 618 000 or visit [www.tjelite.co.uk](http://www.tjelite.co.uk)



### Vikal

Vikal have been operating for over 30 years and have specialise in advanced composite vessel and component construction with the largest vessel being the 50 metre high speed motor yacht "Thunder" designed by the doyen of contemporary motor yacht design, the late Jon Bannenberg. Since the original pair of tenders for the motor yacht, Coral Island, Vikal have continually strived for perfection in composite construction and quality of custom motor yacht tenders. With all but the usual drive train and electronic components and glass, all engineering, metal fabrication and upholstery is done in house by a team of highly skilled and long serving tradesmen. For more details Tel: +61 8 9434 2480 or visit [www.vikal.com.au](http://www.vikal.com.au)

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stabilisation is among the many upgrade options available. The Volvo IPS system features joystick control that allows for superb manoeuvrability and effortless owner/operator handling. Within both sea-kindly packages are world-class Scandinavian designed interiors, highlighted by exceptional visibility, high-end finishes and generous storage.

### The coming year

Over the next 12 months, Josh Richardson of Superyacht Tenders & Toys believes "Clients need more guidance than ever as each builder promises the world, but is perhaps not setup to deliver it. We are finding clients like to go with the well known brands and often like to touch and feel something they have previously delivered before paying the deposit. Whilst the high end builders will get the odd build the lower to middle end of the market (€80-€250k) remains fiercely competitive with each builder pushing products hard and churning out large numbers to the superyacht but also, perhaps more importantly from their sales perspective the recreational market. Equally Tim Fleming of Boating Matters confidently predicts that, "tender demand will increase by 20% in units over the period."

For Williams the market looks set to continue to grow over the next year or so, as increased interest and activity in the superyacht market tends to be a long burn. They told us, "When confidence levels increase and people begin to order superyachts on a larger scale, we find activity filters through for the next few years. Superyachts that are ordered now will be delivered over the coming three years, which means there should be a steady demand in the superyacht tender market as a result. We certainly see no reason why the levels of demand should decrease in the next 12 months."



### WINDY

Production boats have been the core business of WINDY since 1966. In 2009 Windy were commissioned to develop and build the WINDY Dubois SR 52 Blackbird. This process led to a totally new market for high end, custom boats for the superyacht markets. Following this they started the semi-custom production of this model and quickly saw that the overall qualities of build, construction and attention to detail quickly attracted global recognition. Through the world famous yacht designers, DUBOIS Naval Architects Ltd., and later through Espen Oelino, WINDY hit the map of yacht tenders, custom chase boats, and limo tenders. WINDY Yacht Project was launched last year as their new business platform, integrated into the low volume production boat programs.

For more details Tel: (+47) 37 05 85 55  
or visit [www.windy.no](http://www.windy.no)

### NEXT NEW THING

We asked industry insiders with specialist knowledge of the superyacht tender market. "What do you think the next new thing in tender design and construction will be?" Here is what they had to say:

#### Tim Fleming of Boating Matters

"I believe we are going to see more and more multi-function and multi-tasking tenders come onto the market. Owners want to do more with one tender unless they have room for several different types on board. I am pleased to see more manufacturers are entering the market for SOLAS boats making them more guest friendly and therefore more of a multi purpose boat."

#### Antonio Caviglia Sales and Marketing Manager Otam

"Entry level chase boat around 45ft, with the speed, safety and practicality of a high performance tender to be able to reach Owners and guests at any time in any location, but also the luxury and entertainment touches, including a very luxurious one loft like bedroom loft below deck, to allow for the trip to be fun."

#### Chapman Ducote, Director, Delta Powerboats Americas.

"Carbon. Our team at Delta Powerboats has already perfected Carbon construction it on our larger boats, and as we get more and more interest for custom tenders, we'll integrate that technology in the smaller range at the customer's request. The biggest advantages to Carbon is weight savings, fuel efficiency and strength."

#### Matthew Hornsby at Turbojet tender manufacturer

##### Williams Performance Tenders

"Lighter tenders make for easier lifting and handling, and remain in line with weight restrictions on larger vessels. We have also seen an increase in cleverer, sharper tender designs that appeal to consumers for how they look."

#### Ed Roberts Director, Hodgdon Yachts"

Glass, it has played a role in mother ship design for some time and in the custom tenders as well. I think we have only scratched the surface in the tender world because the degree of engineering to support the design in the scale of the tender is considerably more challenging."

#### Josh Richardson of Superyacht Tenders & Toys

"We have had a number of new orders for boats built in carbon in the last 6 months. There seems to be little reason not to use this material unless constrained by budget. We are also working on some new designs for amphibious and hydrofoil boats. The tender market has been slow to get onto the hydrofoil bandwagon and this technology is going to provide some exciting changes in the future. How well accepted they will be in what is a largely conservative market remains to be seen."