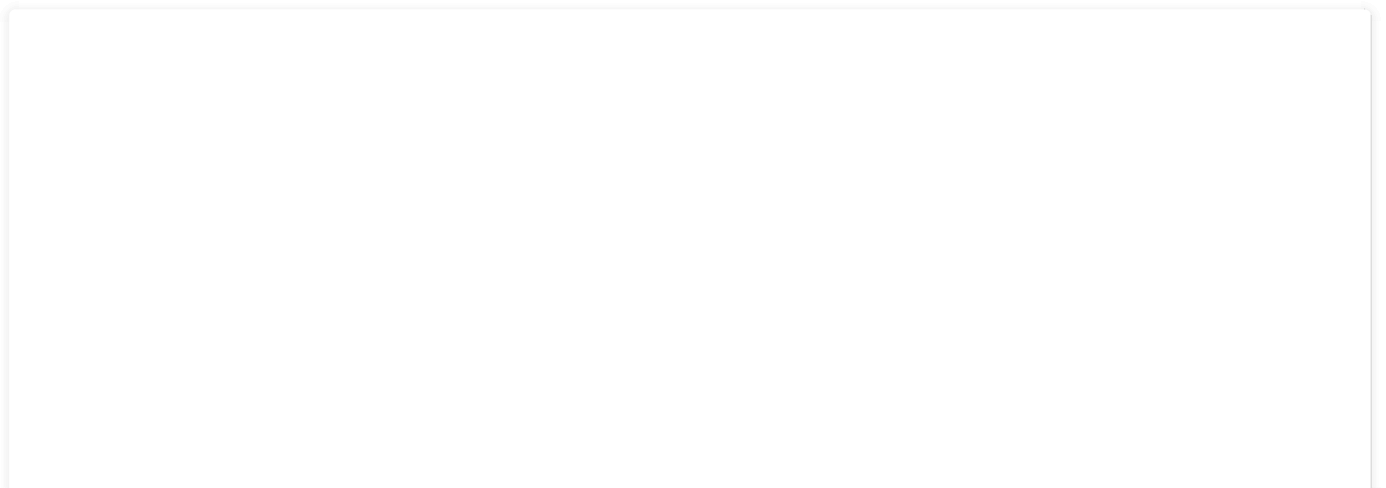


Time for a new tender? Read this and you'll want a custom one.

You have been thinking about it for a while. Maybe your owner saw a custom tender over the summer and the subject just keeps coming up or maybe you have been looking around and can't find one that meets your owner's requirements. Once you have acknowledged that you are ready for a custom tender, one that meets the needs of your yacht to a tee, know that there are a multitude of benefits for you to build one and get exactly what you want on time and within budget. Here are a few suggestions to get you started...

Step One: Go to an expert

Make sure you have chosen a designer and builder who are up to the unique task at hand. Custom tenders are high-value items so this is not the time to get over creative and experiment. Tenders must have a high-performance profile in an ever more challenging marine environment, so ensure you have experts guiding you on its design and build quality. This will give you the opportunity to include all of the aspects and specifications you want while keeping in mind your space and onboard stowage requirements.





A post shared by Compass Tenders (@compasstenders) on Aug 14, 2017 at 2:03am PDT

Step Two: Get your team together

For new builds, the first point of contact is usually the owner's representative (who may or may not be part of a specialized yacht management company). It could also be a longstanding captain or management structure who has earned the trust of the owner over many years and who is appointed to manage the process. Alternatively, your point of contact may be a specialist company (like [Superyacht Tenders & Toys](#) or

[Superyacht Tenders](#)). Get your team together as the key decisions are made in design and planning before the build starts. Regardless of who guides you through the process, the collaboration will continue right through the launch and during sea trials.

[Compass Tenders](#) has successfully completed custom tenders with companies like Y.CO, Edmiston, Imperial, and Camper & Nicholsons, who supply management support to owners during custom builds. – Richard Faulkner, [Compass Tenders](#)

Step Three: Consider your wish list carefully

Understand and articulate how you will be using the tender, in terms of look, feel and also budget. Whether the mothership is private and used sparingly or is a part of a busy charter yacht tailor-made for entertaining, consider the specific uses for which the passengers will be using the vessel. Your wish list may also include design accents from the yacht, which provide an important clue into the look and feel of the vessel.

I would build a very much different tender for a given LOA for an elderly couple who just want to go ashore on their own with two guests at 15 knots as opposed to a 40-year-old client who loves water sports and has a gang of friends around him at all times – Richard Faulkner, [Compass Tenders](#)

Step Four: Think about design

Clients today are demanding a high level of design work before a build contract is even signed and minimal changes along the way mean delivery dates and cost estimates are maintained. There is also less to decide upon once production has started.

Fabrics and final interior finishes for limousine tenders are usually considered about half way through the build stage.



A post shared by Compass Tenders (@compasstenders) on Aug 30, 2017 at 3:39am PDT

Step Five: Visit and keep in touch

It's important that owners' representatives stay in touch; as visitors during the build, they often pick up on points that the client may want to consider. Once all the composite components are dry fitted to the tender, it is a great time to

stop by. At this point, certain elements can be adjusted if needed before the tender goes into the painting process. (However, keep in mind this is referring to minor changes. Engineering layouts need to be determined at the beginning of the process and no later than a quarter of the way through the build.)

Step Six: Stick to the plan

Making changes is going to cause delays and cost money. A key moment in the process is the sign off for design finishes and fabrics for the limousine tenders. Sourcing fine leathers and textiles requires time not to mention the work required to final adjust headliners, window panels, and consoles.



A post shared by Compass Tenders (@compasstenders) on Aug 8, 2017 at 8:40am PDT

Creating a detailed plan is simple if you are dealing with people who are specialised in just that. If you are thinking about considering a custom tender this year, then your first port of call should be to [Compass Tenders](#) who can walk you through the entire process.

Has your superyacht helicopter got you in a spin?

Serving as everything from a toy to a serious mode of transport for charter guests, a helicopter is high up on the wish-list for many yacht owners. But, playing host to the most complex of flying machines on board comes with more challenges than owners and captains might expect.



A post shared by @yachthelicopters on Oct 2, 2017 at 8:39am PDT

Space

This is a compromise that all but the largest vessels face when trying to accommodate a landing area and the deck space it inevitably eats into (there goes your tender spot). Small yachts with a helicopter squeezed onto the aft sun deck are unlikely to pass muster for commercial flight operations due to the lack of margin for pilot error which may leave them being of little use.

The rules have changed

Nigel Watson of [Luviair](#) explains that things are changing for owners who want to fly themselves on board.

Changes in legislation recently introduced should be considered by private owner pilots flying larger helicopters to ensure that the way they have flown in the past will remain appropriate under the new rules. The trend is towards rules and regulations that are more restrictive for the private pilot flying a complex helicopter. – Nigel Watson, Luvicair

Those vessels where a helicopter is integral to daily charter operations are increasingly built with a flag state approved landing area. The upshot is a significant increase in operational capability, due to landings and take-offs being much safer, whilst the downside is an almost certain impact on the yacht's aesthetic – it's hard to disguise a helipad!



Crew are going to need specialist training (no sh*t)

When it comes to crew, any skipper worth his salt will employ a specialist helicopter consultancy to train and equip his team in safe helicopter operations. [The Squadron](#), founded by former US naval aviator Daniel Deutermann, provides this service as well as specialist flight training for pilots. Once trained, crew responsibility for deck operations will be with the yacht's designated Helicopter Landing Officer (HLO) whilst other crew members provide a firefighting detail and assistance to passengers- a serious training commitment for any yacht and one that must be kept current. In some cases, crew are also trained to refuel aircraft, greatly increasing the usability of the aircraft, but adding the safe bunkering of aviation fuel to the list of challenges faced on board.

The owner may want to fly it

When trained pilot owners decide they want to fly helicopters onto their yacht, the boundaries are more ambiguous. There is no legal requirement for the pilot to hold the commercial helicopter licence professional pilots must have or the landing area to be certified; regardless, the crew should be prepared.

There are three main recommendations when it comes to helicopter operations on yachts, an operations manual that has been vetted for content and evaluated for use aboard that specific yacht, formal crew training, ideally with live-flying exercises involved, and a formal risk assessment undertaken by a specialist third party. – Dan Deutermann, The Squadron

Did we mention space (it's a big deal)?

When it comes to equipping a yacht with a helicopter and landing area, there are minimum standards to be considered too. "The deck should be of an appropriate size, free of obstacles, strong enough to take the dynamic loads of the helicopter under a heavy landing condition, and equipped for any incident that is likely to occur in the event of an accident," explains Nigel Watson. "The helicopter should be fit for purpose, have ample power reserves, and be equipped for overwater operations."



A post shared by @yachthelicopters on Jun 5, 2017 at 7:48am PDT

Let's be honest, they're handy to have

So, operational considerations tackled, helicopter purchased, landing area certified, crew trained and pilot employed; what's on offer to the owner and guests? Well, actually quite a lot. At the top end of the market, a twin-engine aircraft (single engine models can only fly in fine weather) will be capable of flying guests up to 600nm from the vessel, in poor visibility, during daylight hours. Transfers to and from land take minutes, whilst those mid-charter arrivals between ports are a logistical nightmare for the captain no longer.





A post shared by Henry Smith (@theyachtguymonaco) on Jan 28, 2015 at 5:42am PST

Inherently complex, but indispensable to owners and guests a well-run helicopter operation takes a yacht to the next level of operational capability.

Behind the Scenes with the Team at Compass Tenders

A custom tender, of high-quality build and unparalleled design, ranks highly on the luxury to-do list of many a discerning superyacht owner. [Compass Tenders](#) have become well known for their ability to answer that request, with attention to detail and the ability to deliver on the most specific of requirements.



Richard Faulkner & Ed Wingate of Compass Tenders

We talked to the team at Compass Tenders, the company responsible for some of the most exclusive tenders for the largest and most iconic superyachts on the planet. We sat down with Richard Faulkner (Owner/CEO) and Ed Wingate (Head of Design Department and Manager) to understand their design philosophy and approach for custom builds.



MADAME GU with her matching tender

How do you go about designing a custom tender for a client? Is the mothership the primary source of inspiration or are there other factors that come into play?

Richard Faulkner (RF): From the first initial contact with the owner's team, our first objective is to establish the intended use for the tender, outline what its 'duties' will be and beyond that start to look at what design aspects will suit it best.

For limousine tenders, we absolutely take inspiration from the mothership to complete a design; the key is to incorporate staying accents as the whole thing scaled down doesn't tend to work. Historically, we have worked with leading superyacht designers and stylists to execute our limousine tender builds.



BLIND DATE's tender running rings around her mothership

What makes a project successful

Ed Wingate (EW): Good communication between all parties, namely client's representatives, client's designers, the build

management teams and crew, when possible, is essential at the start of a project. If the clients are experienced in yachting this helps a lot, as they know what they want and more importantly what they don't need, onboard. There can be strong temptation to pack too many features into a tender especially when the owner's representative isn't sure what they want; therefore, the development of a sensible and fully achievable wish list from the outset is paramount.



DILBAR's perfectly sized sidekick

What are the biggest challenges you face in the design process?

RF: Generally, the hardest custom tenders to design are the open ones. These tenders tend to have to perform many different tasks and duties for both the owner and crew. Some design aspects are challenging to replicate on open tenders; however, we are confident we can fulfil the client's wish list, which can be extensive and all encompassing! If the mothership is over 90 meters, our job becomes easier as we can

usually create more than one open tender, which means outfitting each for a specific duty and not having to compromise.



TANGO's tender out for a ride

What inspires you and your designs?

RF: My inspiration comes from wanting to give my clients a practical and stylish solution for their luxury transport ashore in a Compass Tender. In the forefront must be comfort and safety and we are proud to have an excellent reputation for tenders with excellent sea keeping qualities. Further inspiration comes from working with leading designers and stylists to create the 'perfect' tender to compliment their super yacht master pieces. Needless to say as a lover of cars, the automotive industry provides inspiration as well whether it be from Aston Martin, Bentley or Porsche and I am often looking at how we can incorporate design accents from that sector as well.



AL LUSAIL's mini me takes to the seas

What design trends are you seeing in the industry?

EW: Trends and fashions are cyclical, but there is a noticeable trend in recent years of transforming functions, dual purpose, with large complex moving parts and hinges. I believe this trend will stick as clients' expectations are growing. This is something Compass Tenders have been doing in calculated moderation for a number of years now, from hydraulic three-part bow doors, to flush three-part glass sun roofs. With complex moving parts, there is always the risk of malfunction and this is our primary concern; hence, not overdoing things just to satisfy a trend is a focus.



OCEAN VICTORY's limousine is the perfect addition to a beautiful yacht

What types of tenders are in demand at the moment?

RF: As yachts are getting larger, they are anchoring further and further offshore. Transport to land, especially in the evenings, takes place via limousine tenders that have become a more significant part of the volume of custom tenders we build today.



LADY LARA and her tender make the perfect pair

Look into the future and tell us what you see?

RF: Looking forward to the next 10 years, I see hybrid drive solutions starting to pave the way towards fully electric powered tenders, particularly in the limousine tender sector of the market. As a result, we are investing a great deal in both our electric powered and hybrid solutions, which will permit the owner to leave and approach the mothership or port in near silence.

Compass tenders will be presenting their new range of semi-custom limousine tenders at the [Monaco Yacht Show](#). Stop by their stand at TT21 to find out more.

Would you date a NautiBuoy? No, but I'd buy one for my yacht.

Clay Builder, co-founder of [NautiBuoy Marine](#), ran flotillas for Neilson active holidays for several years back in the day. It was during one of those summers he told an Irish lady a joke about potatoes. "Have you always been such a Naughty Boy?" she replied. And lo and behold, the first seed was sown in creating the company as it is known today.

Now for the hard part





A post shared by Nautibuoy Marine (@nautibuoymarine) on May 19, 2017 at 8:41am
PDT

What was the product? After countless seasons onboard a number of busy superyachts as Bosun, Mate, Officer and Chief Stew, Clay along with his partner-in-crime, Nina Anderson, identified a need in the market for a floating platform: not just any floating platform mind you, but one that was multifunctional, compact, quick to inflate, and had that uber-luxury feel of real teak that owners and guests would swoon over. There was no one product on the market that moonlighted as a floating beach club, a dock for water toys, and a secure maintenance platform all in one. Quick to deflate, easy to haul out at just over 40 kilos, and super compact, NautiBuoy's platforms are also the most stable on the market.

Prototyped to perfection





A post shared by Nautibuoy Marine (@nautibuoymarine) on Jun 15, 2017 at 8:50am PDT

The dynamic duo spent 12 more months on yachts, travelling Europe and South East Asia scoping out opportunities for development; at the end of the season, they left the yacht in Singapore to launch two prototypes onboard a 65 metre Feadship and a 40 metre Dubois. After spending a year with the products, cruising every corner of the globe, the crew of both vessels provided carefully detailed feedback allowing Nina and Clay to perfect the product, which was launched in 2012.

Award winners



A post shared by Nautibuoy Marine (@nautibuoymarine) on Jun 19, 2017 at 7:41am PDT

After just a year on the market and with an international DAME award for design and innovation in hand, Nautibuoy's floating platforms started gaining strength as a standard accessory onboard busy charter yachts. Whether you tether them to the yacht or anchor them off the beach (a favourite for the kids),

the team's tenacious drive has led them to create a seemingly perfect product that delights both crew and guests alike.

The top sellers

These three designs are by far the most popular items in the Nautibuoy range, both for superyachts and smaller recreational vessels looking to expand usable space when out on the water.

The Voyager 800 Teak



A post shared by Y.CO (@ycoyacht) on Jul 3, 2017 at 12:14am PDT

Perfect as a water sports base, this is the Aston Martin of floating platforms with the largest area available on the market of 4x2 meters. Multi-functional is the key word here as it is popular as a large leisure space for sunbathing and

relaxing off the stern, and it can also be transformed into an L-Shape tender dock. This model has connection straps on every side with their unique Air Toggle System creating endless combinations (L-Shape, T-Shape, end-to-end and side-by-side). Add the luxury leisure pack to outfit the platform with luxury headrests and lounge chairs and voila!... your own private beach club at the ready.

Sport 525 Teak



A post shared by Nautibuoy Marine (@nautibuoymarine) on May 29, 2017 at 5:46am PDT

Slightly smaller than the Voyager 800, the Sports 525 Teak can be connected end to end or connected to another platform to create a custom T-Shape jet ski dock. It will also limit any damage to your transoms and jet-skis with the added benefit of providing an easy-on/easy-off dock space. Add in the

maintenance pack, and there's space for four deckhands to work on a stable secure surface on the side of the yacht when in port or at anchor, offering immediate access to the water line.

C-Dock



A post shared by Nautibuoy Marine (@nautibuoymarine) on Jun 27, 2017 at 5:26am PDT

Today the C-Dock offers a custom “homeport” for one of the hottest yacht toys out there in the market. “We love [Seabobs](#), and they are hugely popular with guests. Therefore, we wanted to come up with a way to integrate them into our platforms, making them easier to use and protected in between play,” Clay told us. The C-dock eliminates the need for repetitive lifting of the Seabobs out of the water, making this a firm favourite of yacht crew. Beginners are able to practice their skills in a safe environment with instructors at a hands length. Today the drive-in/drive-out solution is compatible with the F5, F5S and the new F5SR Seabobs. (They can be used individually, connected to each other, or connected to any of the NautiBuoy platforms. A simple addition to the modular system.)

[via GIPHY](#)

So what’s next for NautiBuoy? Twelve top secret projects that we begged, pleaded, and bribed the team to show us – but to no avail ☹ !

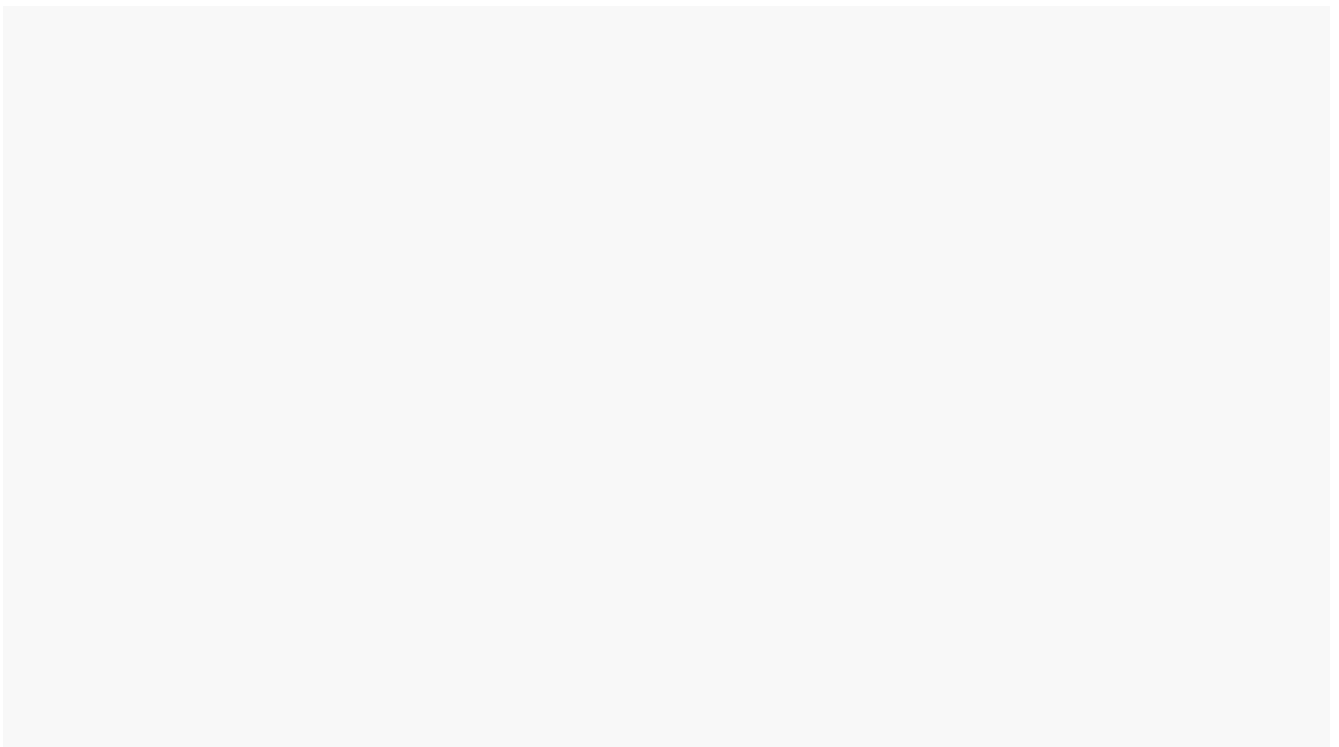
You can check out NautiBuoy’s full line of products on their

website at www.nautibuoymarine.com.

Pump up the fun with Superyacht Tenders and Toys

Image courtesy of [Superyacht Tenders and Toys](#)

Watersport toys have become an integral part of the superyacht experience with charter yachts providing the perfect opportunity for exhilarating water-based fun for all the family. An increasing amount of toys are continuing to head down the inflatable route, with current models designed with practical and fast deployment, sensible pack downsizes and easy storage options all as paramount.



A post shared by FunAir (@funairfun) on Apr 17, 2017 at 6:37am PDT

The latest technology in Superyacht Toys

With the latest drop stitch fabric technology developing at a rapid rate, inflatables continue to grow, allowing the build of new, innovative inflatables that are stretching superyacht world boundaries. Yachts too have also evolved, with more space for storing this seriously fun stuff in transom garages, on oversize swim platforms, and on upper decks with davits for launching them.



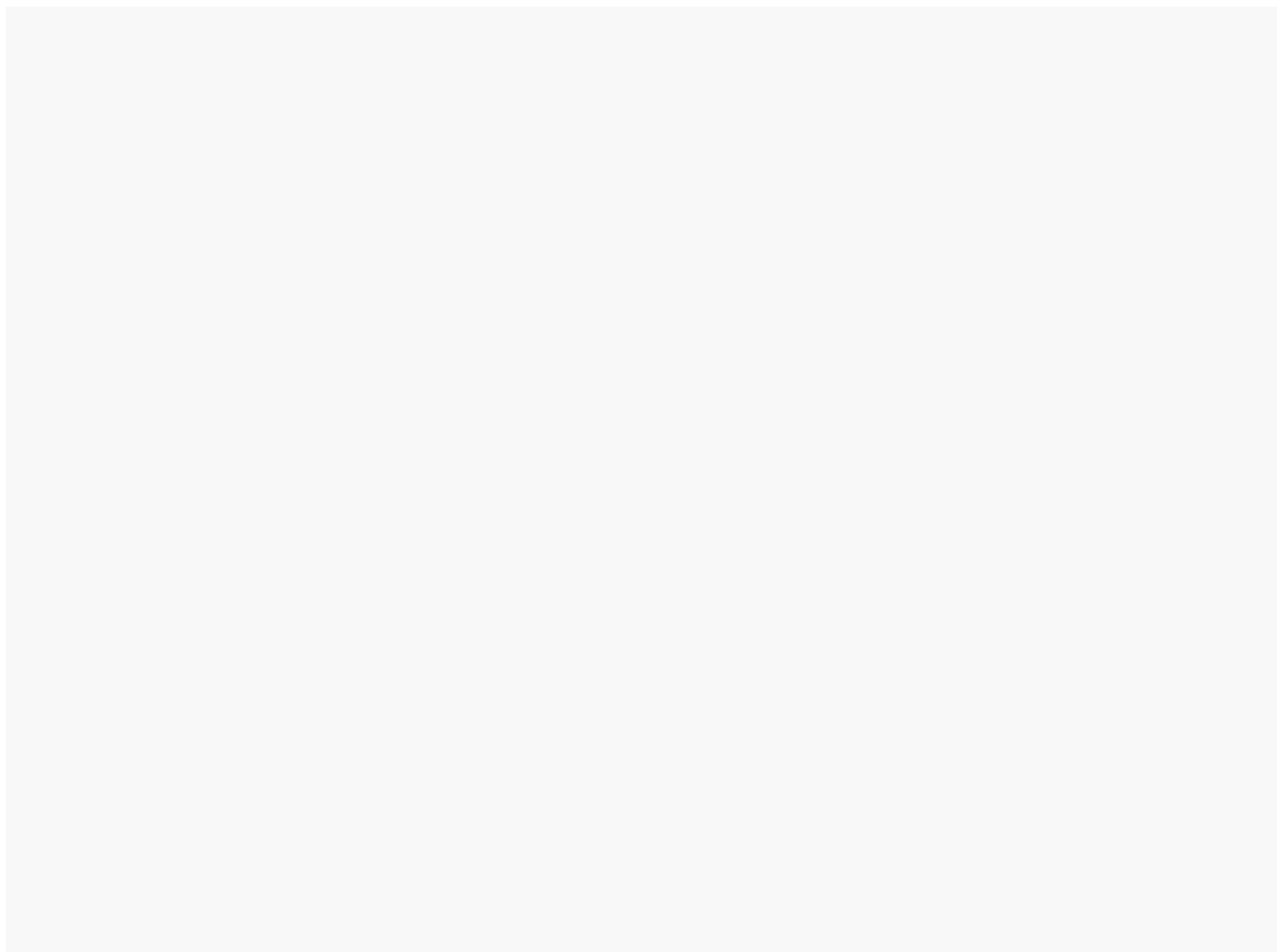


A post shared by Yacht Play Charter Brokerage (@yachtplay) on Jul 7, 2016 at 8:55am PDT

He with the most toys wins

The desirability of charter yachts to have a full inventory of inflatables means choosing the right selection of inflatable toys is essential. [Superyacht Tenders and Toys](#), an innovative company that focuses on having fun on the water, are working together with leading inflatable experts. Able to advise on the right choice of inflatables to fulfil every charter

guest's needs and expectations, they focus on all aspects of toy outfitting. The practicality of storage, launching, and recovery are paramount to the success of making it work for both guests and crew alike.

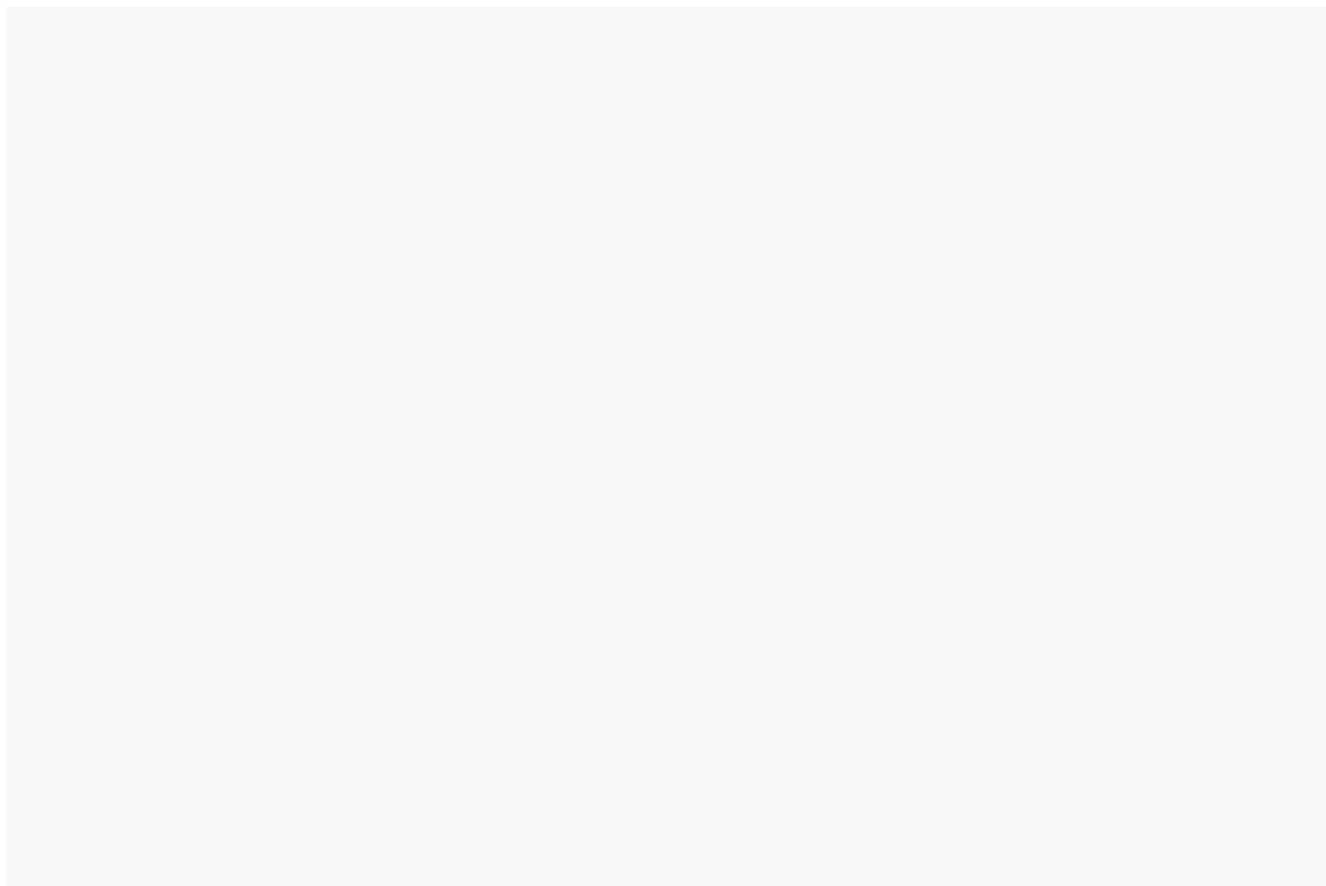


A post shared by FunAir (@funairfun) on Apr 13, 2017 at 8:55am PDT

Inflatables are king

Every inventory needs to start with a collection of towables that can safely accommodate nonstop fun for multiple riders of all ages. What could be more fun than being pulled along at great speed through the waves behind the tender. From donuts to tubes, and everything in between, these towables are equipped with industry leading features such as heavy gauge

PVC lining and reinforced handles to ensure a long lasting product that outperforms in every way possible. With the added feature of small packed downsizes, these are a must for every garage.



A post shared by SuperYacht Crew Agency (@superyachtcrewagency) on Apr 23, 2017 at 6:18pm PDT

Burning off the charter calories

With life onboard being one of sheer indulgence and opulence, many guests (and crew!) feel the need to stay on top of the fitness game whilst onboard. Full inflatable water playgrounds can be created with trampolines, climbing frames, volleyball courts, climbing walls, sea pools, and runway platforms, creating an exhilarating, aqua park experience to challenge even the most athletic of guests.

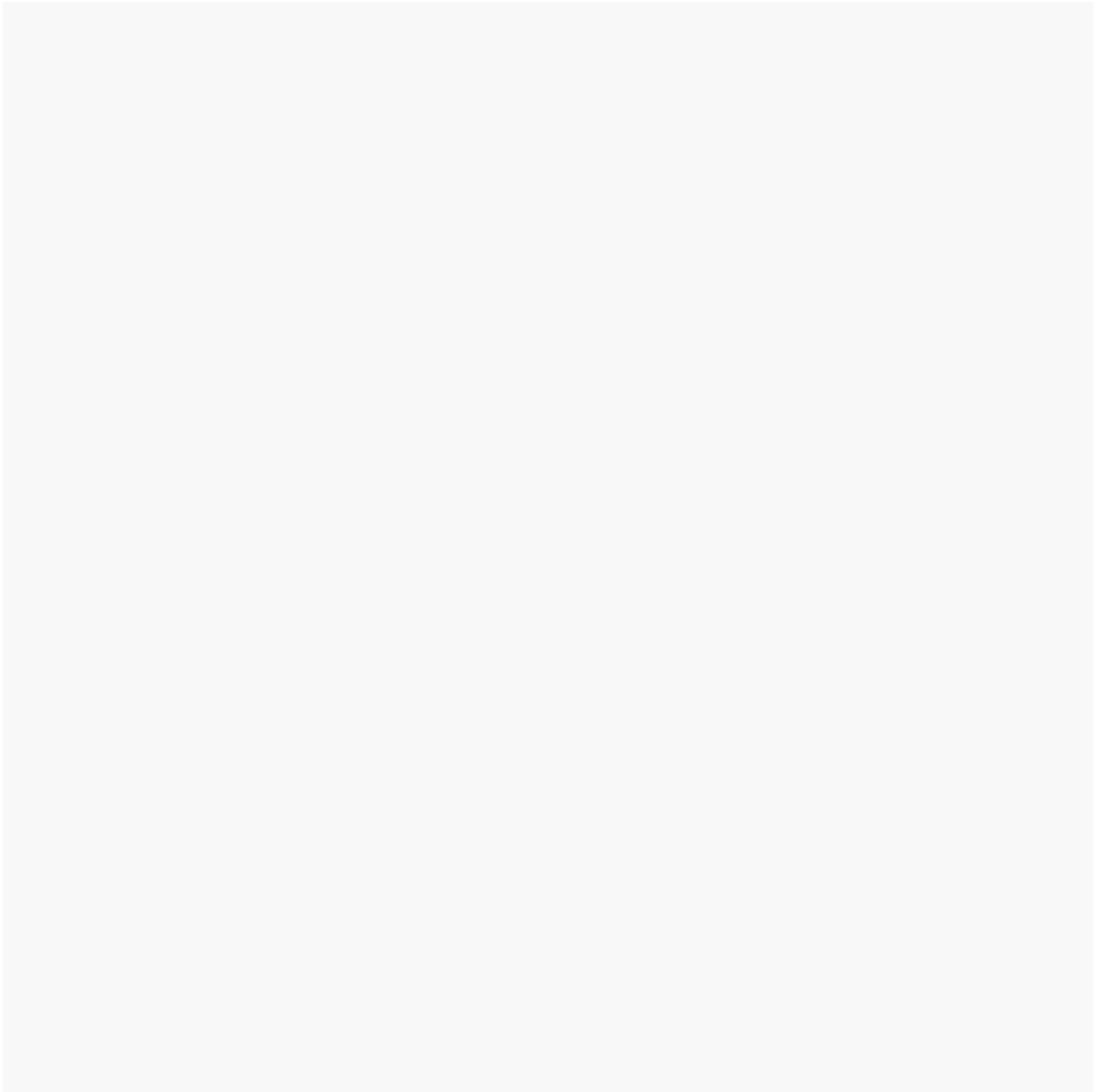


A post shared by Y.CO (@ycoyacht) on Apr 23, 2017 at 3:28am PDT

Slide through summer

Nothing says 'fun' quite like sliding into the sea and the Yacht Slide remains the most popular inflatable, with every new model becoming increasingly easier to launch and recover. Each slide can be custom made for the individual yacht taking into account the area in which it is to be deployed and can be produced in a variety of colours with logos and yacht name added if desired.

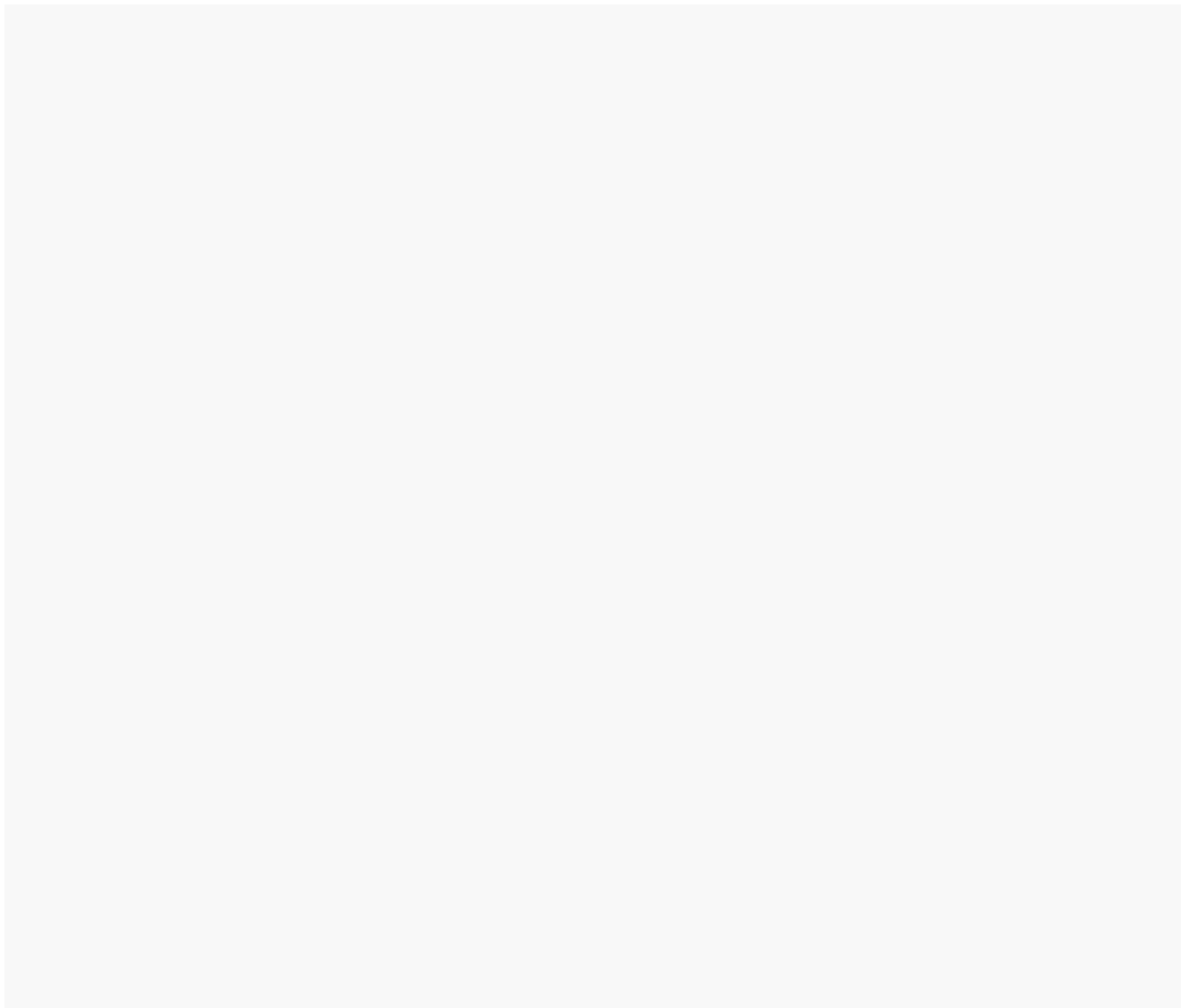
In addition, the availability of off the shelf stock options in sizes 4-9m are becoming increasingly popular, as time is of the essence for many clients.



A post shared by #SelfIndulgentBeing (@selfindulgentbeing) on Apr 17, 2017 at 9:50am PDT

Superyacht Tenders and Toys have teamed up with [Freestyle Slides](#), the creators of the world's first sealed air inflatable yacht slide in 2008, custom fitted to MY Lazy Z. Since then, the FreeStyle Cruiser yacht slide has become a worldwide phenomenon developing the most comprehensive line of bespoke inflatable products in the industry with over 1000 units sold. "Clients always want bigger, better toys that

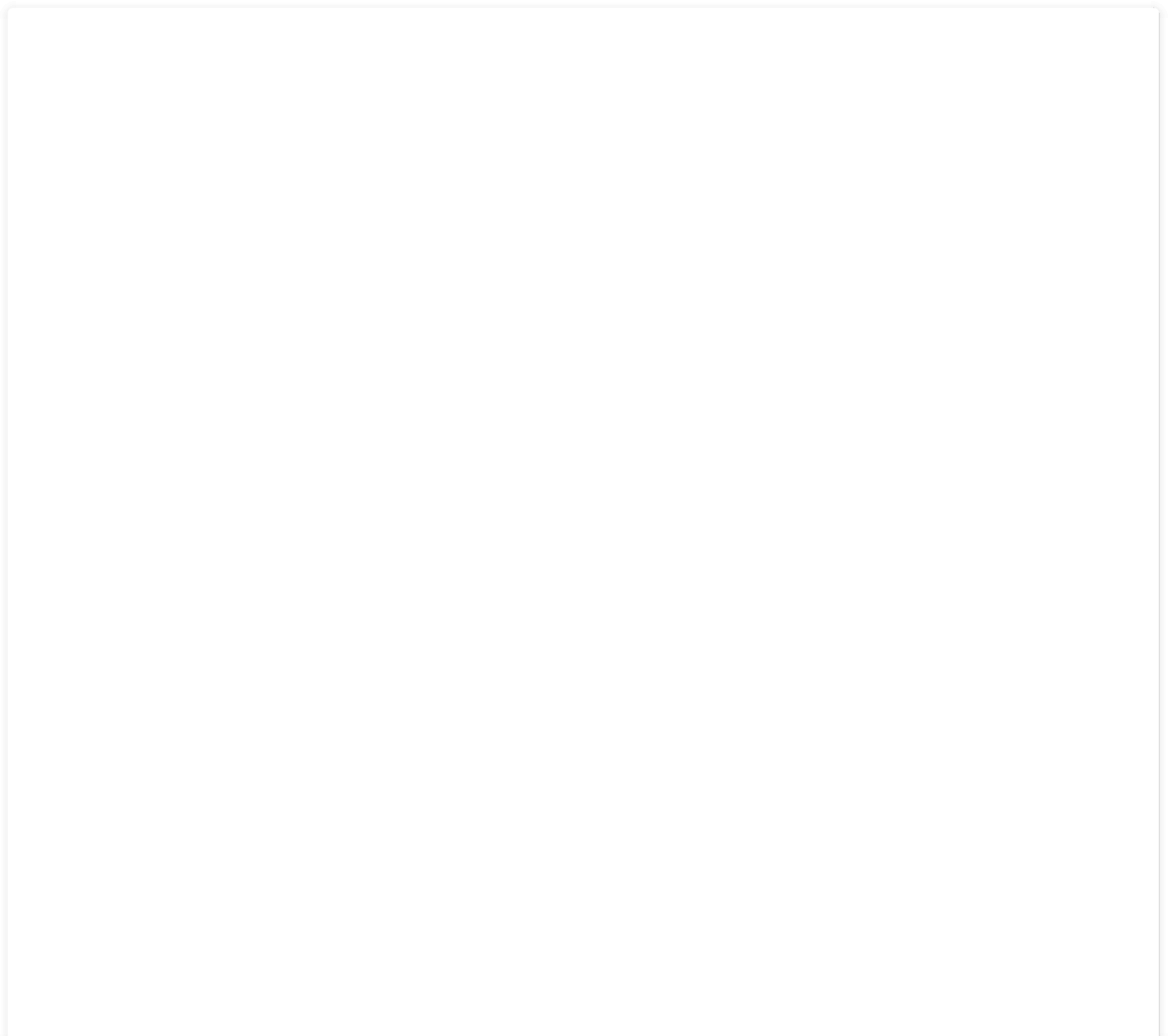
weigh less, require less storage space and inflate and deflate in mere seconds, which presents quite a challenge, “says Tom Addoms, Director of Sales and Marketing at Freestyle, “We are constantly innovating our products and manufacturing materials to accommodate these requests without compromising on the heavy duty durability and manufacturing strengths for which FreeStyle Slides is known.”

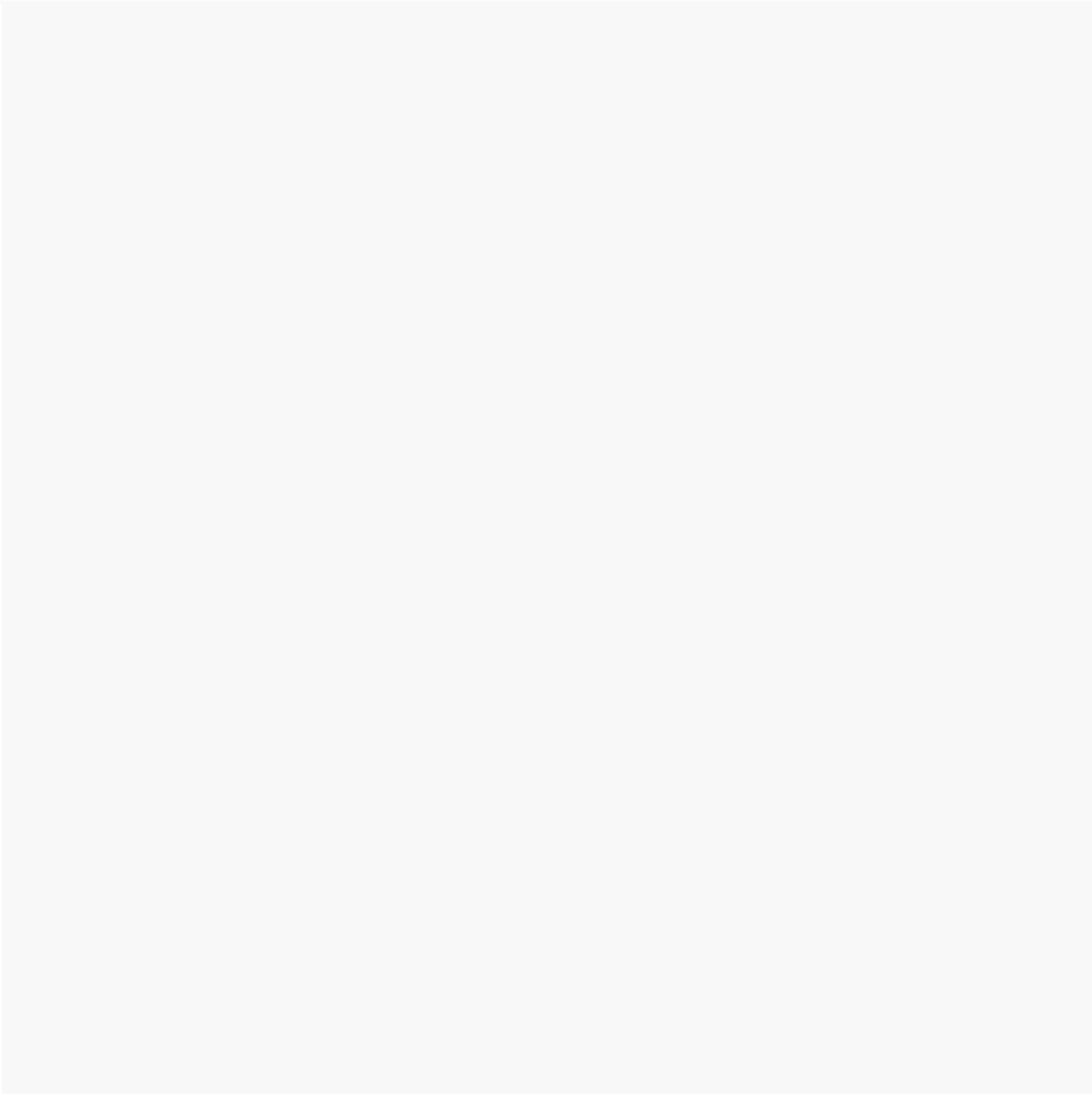


A post shared by FreeStyle Slides (@freestyleslides) on Apr 17, 2017 at 8:46am
PDT

Off the shelf delights

For a host of quirky, fun off the shelf inflatable options like Gladiator Jousts, Slides, Blobs, Golf Rings, Platforms, Loungers and Climbing Walls, Superyacht Tenders and Toys work closely with [Fun Air Inflatables](#), whose product innovations bring people together for lasting memories. The company was founded and started in the mega yacht space building products of the highest quality that integrate seamlessly into these yachts. John Courtney, Director at Fun Air is very passionate about their products, “We are a team of people that work hard, play hard, love the environment, and love each other. Our team invites you to join the fun.”



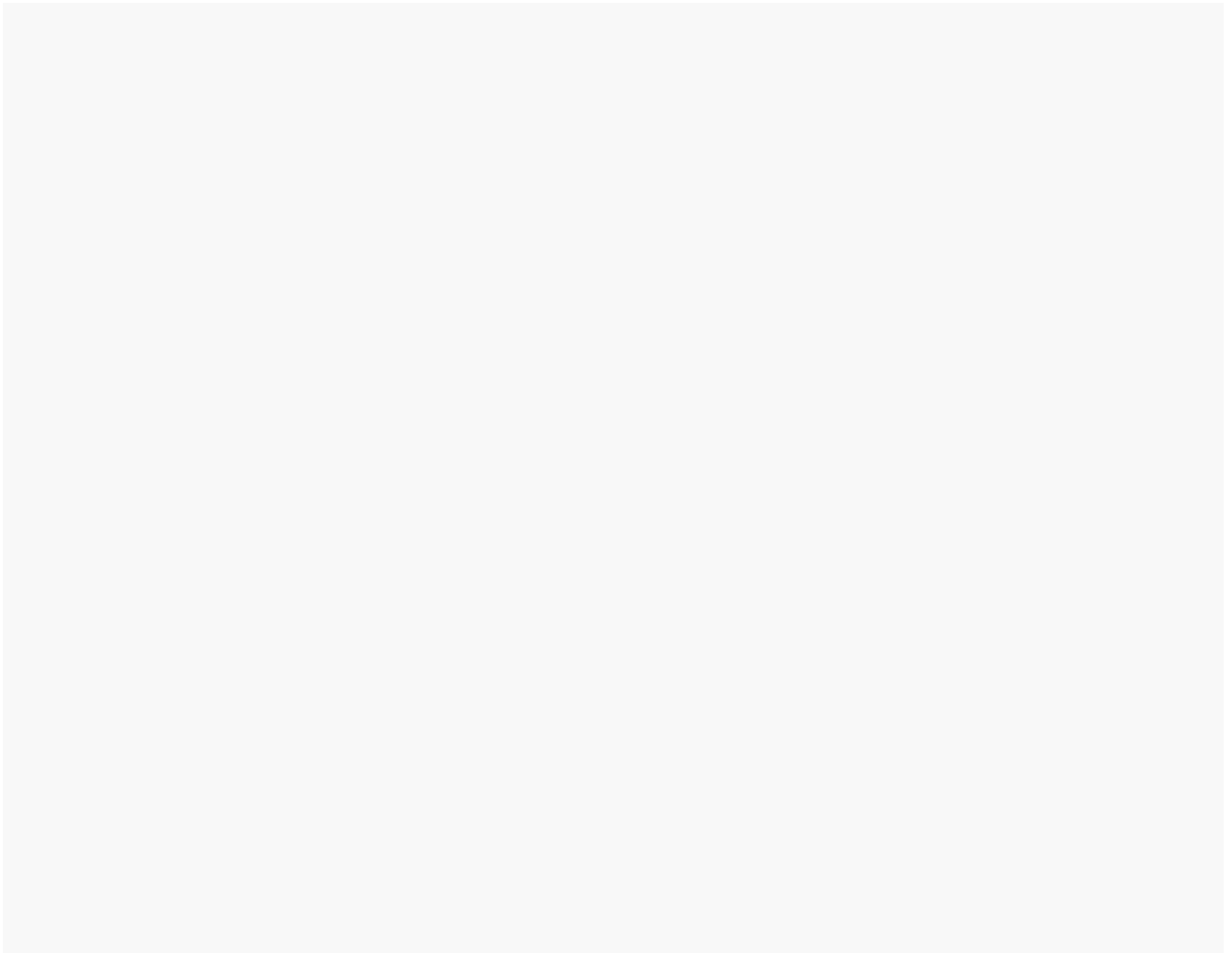


A post shared by Superyacht Content (@superyachtcontent) on Sep 25, 2016 at 4:55am PDT

They're yacht protectors too

Of course, it is not always only about the fun. There is a degree of practicality involved in the realm of inflatables. Whether you want to protect the transom of the mother ship from jet-ski's, tenders or [Seabobs](#) providing a safe place for them to dock or simply add an additional deck or chill out space, inflatable docks are becoming an essential piece of kit

for every yacht out there. They can be a quick relatively low cost off the shelf purchase or custom built up to any size and shape to cover all eventualities. Clay Builder, Director and Co-Founder of [Nautibuoy Marine Platforms](#) says “Our whole business specialises in creating modular inflatable docks and platforms that add that extra space to any size yacht. The platforms are designed to not only make water sports more accessible but also, with our range of leisure accessories, make relaxing in comfort at water level possible. We wanted to provide the perfect base for family and friends to enjoy all the toys whilst also protecting the yacht.”



A post shared by @nautibuoymarine on Nov 28, 2015 at 4:43am PST

With the advances in technology and innovation in the world of

yacht toys, we are able to experience what was never before possible. However, the need for pure, easy fun is still out there and in response, we have seen a trend towards novel inflatable toys. Indeed, inflatables have probably impacted yacht toys the greatest over the last couple of years, offering simple and fun ways to spend time with family and friends just messing about on the water.

So [jump on in](#), the water is fine!