

# Super Yacht

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**Che**

ADVENTURE & LUXURY

**Germany**

DISTINCTIVE YACHT BUILDERS

**Sarafin**

FIRST OYSTER SUPERYACHT

**Tender Talk**

FAST CHANGING BUSINESS

# Tender Talk



## Understanding Needs & Options

*Over the past few years, not only new superyachts have undergone major changes, but the tender industry too turned into a fast developing business of its own.*

*“There are now manufacturers that exclusively specialise in yacht tenders, whereas before the yacht tender was a small part of a manufacturers’ range”, John Apps of consultants Eyos Tenders underlines.*



John Apps, founding partner of Eyos Tenders and Eyos Expeditions, has always loved the sea and adventure. After leaving university he decided to take a break to work on boats, first doing boat deliveries and then crewing on board various vessels. However his sense of adventure led him even further afield to become a Zodiac driver on an exploration ship in 1992 taking him to many remote and unknown areas of the world, such as Papua New Guinea, the Russian Far East, Indonesia and the Pacific. This provided him with invaluable knowledge of what is needed from an inflatable in all weather conditions. He went on to drive inflatable boats in every ocean of the world and visited every continent in doing so. He then became the expedition leader in charge of all aspects of organisation onboard, followed by a position as operations manager in charge of a fleet of ice breakers and ice class ships for the Arctic and Antarctica regions, leading him to help design specialised boats/tenders suitable for the extreme climate.

### *Birth of Eyos*

Ready for a new and warmer challenge he moved to Mallorca in 2004 and started up a RIB dealership. He however soon found that many captains and owners were looking for specific features in a RIB or tender that could not be found in the standard models on the market. He therefore worked with many companies to adapt their existing brands, to fulfil the needs of the yachts – Eyos Tenders consultancy was born. He now finds that a considerable part of his business is sourcing and providing semi-custom and one-off tenders that will exactly suit the requirements of each yacht. The company is based in Palma de Mallorca, but delivers tenders all over the world.

John comments: “Since 2005 the yacht tender market has grown very fast, led by the ever increasing sizes of newly built yachts and their ability to take larger tenders and more than just one.” He also added: “The larger yachts have to conform to SOLAS rules and therefore special SOLAS rescue boats have become an important part of our workload.” Eyos offer rescue boats from more than five different companies, so they can ensure yachts get exactly what they need.

### *Unbiased Advice*

Because Eyos are no sales agent of any particular brand, they concentrate on their ability to offer unbiased opinions on what is available on the market, and point out the good points and occasional flaws in some of the boats that are being offered. Every yacht is different in its requirements and what is suited to one yacht may well not suit the next. An owner who spends his summers in the Med and his winters in the Caribbean will need something entirely different to an owner whose yacht will be traversing the North West Passage and then diving in the Pacific. The key is to get the information in advance and based on that, to offer the best available choices. Eyos have retained the core values of their original idea, which is to provide good impartial advice and supply excellent tenders to yachts.

### *Chase Boats*

John says: “Tender trends are definitely changing as we have noticed a significant increase in the amount of chase boats being sold to customers. These tenders are larger than the tender bays onboard the yachts and are often towed or driven by a crew member following the yacht. Owners are appreciating the versatility of these craft to get





### *Advising Tenderfeet*

What the company is also finding is that there are many new owners buying and building yachts for the first time, and prior to appointing a captain they heavily defer to brokers and management companies for advice on their choice of tenders. Eyos work closely with many of the top brokers and management companies, continually investigate and research the market and are well placed to assist both brokers and owners in finding exactly what they are looking for whilst giving useful guidance in the process. As Jacqueline Lynn – director of Edmiston Yacht Management says: “Our decision to appoint Eyos as tender consultants was based on their knowledge and experience of the superyacht industry. Eyos provided expert evaluation of quality, reliability and understood the crew and owner experience of the different makes and models. They also offered efficiency and expertise in the project management of custom built tenders and prompt support of our yacht management services.”

all of their guests ashore in one go and also offer the owner a way of taking the tender boat away from the main yacht to enjoy days out.”

The boats come in many forms from fast RIBs to their latest delivery – which was an exceptional semi-custom Windy SR52. Other trends they have noticed are that many customers are reverting to outboard powered tenders with owners preferring the advantage of additional space in the internal layout of the boat, the ease of engine maintenance and the ability to tow the boat.

### *Bespoke*

“There is definitely a demand for a more bespoke type of tender these days”, John Apps comments. “Owners and captains are very specific in their requirements and we can help them find a tender that exactly suits, and if we can’t, then we can



help them build a tender to their exact needs". Eyos was busy in 2011 and for instance delivered a custom-built, one-off Limousine Tender which took two years from concept to completion, to a very happy owner ready for the launch of his new yacht. The brief was to follow the lines of the mother ship, which was penned by Eidsgaard design in London who also designed the tender. Eyos were commissioned to source the best builder of this tender and chose the English company Compass Tenders. Eyos project-managed the build and Compass pulled out all the stops to produce a fantastic boat. Along with this, Eyos also supplied a 7.4m D RIB, again by Compass Tenders, to run alongside the main tender which was needed for watersports, as a general open tender and a crew boat.

John about the Limousine Tender project: "There is a very special feeling when you take a design, seen only on paper and you bring it to life, creating what is essentially a piece of art to compliment a beautiful yacht. The amount of specialised work and skill that goes into a one-off like this is amazing and to see the boat grow and develop over the months of the build and to know that your input, along with the skill of the builders, has helped to shape the final result is extremely satisfying. Helping owners and captain achieve their perfect tender is our reason for being and our area of expertise."

### *Wonders of Nature*

Apart from his involvement in the specialised tender consultancy business, John Apps also is a founding member of Eyos Expeditions, who can provide detailed travel itineraries to visit many of the natural wonders of the world. John: "The majestic ice strewn waters of the polar regions, vast penguin colonies on remote Antarctic shores, polar bears roaming the Arctic pack ice, the diverse cultures of the Indo-Pacific region, and the best diving in the world on mid-oceanic reefs and isolated atolls. With more and more yachts wanting to explore new territories we expect to be very busy over the next few years."

**i. [www.eyos-expeditions.com](http://www.eyos-expeditions.com)**



### *Exploration Specific*

Some of the current projects Eyos are working on include another customised Windy SR52, some specialised expedition boats for a yacht going into the Canadian Arctic and an aluminium dive and exploration boat for cruising Central America, as well as several semi-custom yacht tenders. John adds: "We are very lucky in that our experiences from our past, stand us in such good stead for doing the work we do now. We have already visited most of the places that exploration yachts

are wanting to visit, which means we can guide and assist yachts to fully enjoy their adventurous cruises. As yachts are wanting to travel further afield and explore newer territories, other than just the Mediterranean and the Caribbean, Eyos Tenders is perfectly placed to provide them with the necessary tender requirements."

**i. [www.eyostenders.com](http://www.eyostenders.com)**