



crew
the REPORT.com



THE
MANAGEMENT
ISSUE

CLEANING ANIMAL SKINS | EXCLUSIVE MEMBERS
CLUBS | PREPARING SAFE SUSHI

NO. 44 | NOV 10

THE RIGHT MATCH

WORDS **MARK UPTON**

HOW DO YOU END UP WITH THE WRONG TENDER?

We have all heard grumbles from crew about how bad their tenders are and how they cannot believe anyone would be so stupid as to buy them. There are also the occasional love stories from crew, normally on newly launched yachts, who have the “best tenders ever” and cannot believe their luck.

The odd thing is, and you may find this hard to believe, not much needs to happen for one to become the other. But, before you say it, this is neither the crew being fickle nor the fact that there is a new top-of-the-range tender available. Numerous reasons cause a crew’s love-hate relationship with the tenders onboard, and you should bear them in mind when thinking about your next tender purchase.

POOR BUILD QUALITY

Anything but the lowest quality boat will seem fantastic when brand



new. Assuming some time and energy went into the purchase, the boat will be loved for at least a few months. After the honeymoon period has ended, poor build quality will soon make its presence felt. This normally includes: early signs of wear; vibration; battery and electrical issues; leaks; fading paint; and possibly even cracks. Although these are not major issues, they can start to cause small failures, minor breakdowns or even prohibit usage for short periods.

This not only makes the boat unpopular with the crew and guests but also starts to undermine confidence in the tender and her manufacturer. Build quality issues can be reported on any boat

and, to a degree, should not happen. However, everything is built to a cost and, on most boats other than the top one per cent, there will always be issues if a certain amount of project management was not factored into the build.

LACK OF KNOWLEDGE

Often a major reason for a tender’s unpopularity or unsuitability is lack of knowledge on the part of the decision maker. The current boat may not have been the greatest but is there really anything better available? It is worth remembering that the tender is often the lifeline for the yacht, her crew and guests. With that in mind, a lot of careful thought should be put into where, how much and how often money should be invested in tenders. There are a huge number of tender builders and to take the easy option of buying the same boat again if it was not right the first time would almost definitely mean you end up with a less suitable boat than you should.

CHANGE IN CIRCUMSTANCES

Many yachts change their plans, as is the nature of the industry and the right of all owners. As a result, yachts that normally spend all their time in port may find themselves crossing the Atlantic or taking in the sights of the Arctic and the Amazon rather than the bay of Cannes. Because of this, tenders purchased with the original use of the yacht in mind will almost definitely be unsuitable for expedition cruising. Your average limousine tender will not be the popular boat of choice for navigating ice flows in Greenland in the same way that the rugged military-spec RIB will not go down too well taking guests to a cocktail party at the Cipriani. A little thought, forward planning and extra time will usually result in a much more suitable, long lasting and reliable tender that crew and guests are happy to spend time in. **TCR**

“NUMEROUS REASONS CAUSE A CREW’S LOVE-HATE RELATIONSHIP WITH TENDERS”

Mark Upton works for EYOS, which offers bespoke guidance, project management and support on superyacht tender selection. eyostenders.com