

# The Superyacht Report

BUSINESS

## Moran Yacht & Ship President, Rob Moran

Responsible for the sale and management of some of the world's largest superyacht projects, the inimitable principal of the US-based firm is in a unique position to evaluate the state of the custom superyacht market and brokerage as a discipline.

OWNER

*There are few more prolific owners than John Rosatti. Having owned 20 yachts of various sizes throughout his life, Rosatti knows a thing or two about running a tight ship. And he pulls no punches in conversation with TSR.*

TECHNOLOGY

## The aerial threat on the horizon

The privacy of owners and guests could be compromised by the growing prevalence of drones. So how can a yacht be fortified and what is the legality of proactive deterrence?

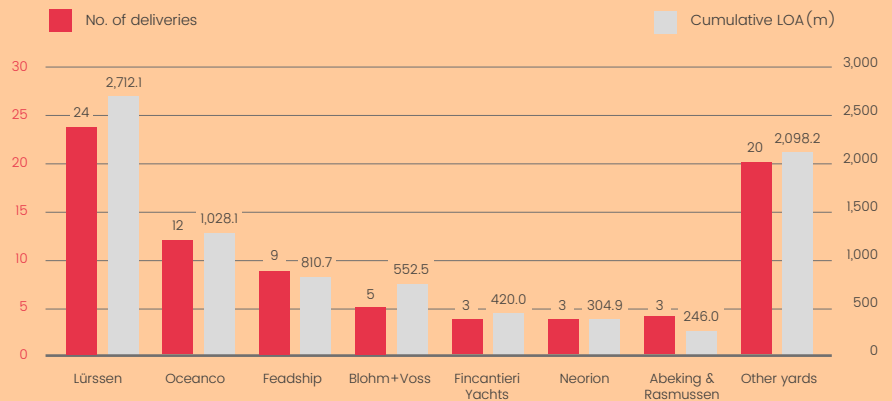
OPERATIONS

*"There are too many managers and owners who assume 'no news is good news'."*

FLEET

## The Superyacht 80m+ Motoryacht Report

Number of 80m+ M/Y deliveries and cumulative LOA(m):  
1997-2016



BUYER

## Expanding into Asia

Camper & Nicholson's International is exploring Eastern frontiers amid a period of significant change for the organisation, as MD Paolo Casani explains.

DESIGN

*The evolution of the owner's deck, and how this once-radical use of space on large yachts has now become the norm.*



Pascoe international



Superyacht Tenders & Toys



CRN

# TENDER STOWAGE

*As owners aim to maximise interior space for guest use, tender stowage towards, or on, the bow is appealing. But what are the implications of this, and where are tender garages best situated from an operational perspective?*



## TOM SOUTHERN

VICE-PRESIDENT,  
PASCOE INTERNATIONAL

When deciding on the positioning of tender garages, there are a number of factors that need to be taken into consideration. It is very important that the owner is involved early in the process so they can decide on the types of tenders they wish to have on board. Having this information enables the yard to engineer the stowage space and make available suitable cranes with adequate lifting capacity. All too frequently, we are contacted by owners who have very specific requirements and plans for the tenders on their new yacht, only to find that the lifting capacity or placement of the cranes installed are not suitable for the preferred tender. As it wouldn't be sensible to design an entire engine room without first finding out exactly what engines need to be installed, so the same procedure should take place before deciding on the layout of the tender garages.

From an operational perspective, there are a number of factors that come into play if tenders are stowed towards the bow rather than the more traditional position aft. Firstly, there are the safety considerations associated with launching and recovering tenders from high up on the bow: how will crew embark and disembark?; will the tender be launched man-riding?; how will the tender be controlled during recovery?; can the crane hooks safely be received by crew for recovery in rough weather?

For tenders that are stowed on deck, the risk of damage caused by rough weather needs to be considered, as does the fact that tenders stowed beneath deck hatches generally have to be very low-profile.

One other key consideration is the role that each tender will be required to perform. The stowage area for a crew tender, for example, should be positioned so the launching process does not disturb sleeping guests in the early hours of the morning when the crew start work.

## JOSH RICHARDSON

MANAGING DIRECTOR,  
SUPERYACHT TENDERS & TOYS

There are good and bad points for both forward garages, aft or float in, float out dock styles. The bow is the least comfortable place for accommodation and is noisy when moored or during anchoring, so placing the tender garage high up on the bow allows accommodation to be moved aft.

However, launching and recovery from the bow is perhaps the most difficult, with a large distance from waterline to garage-sill height, where crew handling needs to be carefully managed. Tenders need to be optimised for this scenario with quick snap on lifting points and plenty of fairleads so crew can control and secure the tender. Good radio communications and hand signals are also required, and if a tender is being lifted with man-riding this opens up another can of worms and should be considered and certified from build.

The most familiar tender-garage option is midship or aft on the waterline, which enables crew to be close to the waterline so that lifting is relatively simple, with ease of access to machinery spaces and a simple process to launch and recover. The possible negative of

the increased swell as it rolls down the side of the yacht can make timing critical for attaching the davits to a bouncing tender. There have also been many instances of the tender garage being swamped by waves, so excellent drainage is required.

The float in, float out garage option offers clients the greatest privacy, an increasing concern for owners. It means owners can board in the comfort of their yacht, settle down and be delivered to shore without anyone knowing who is on board. Many beach clubs are built around these, with notable boats such as *J'Adè* showing beautiful Riva tenders in these spaces, creating quite an impact area. But, practically, these docks can be fraught with problems and very difficult to line up to in any swell and wind. Often the tenders end up taking a beating by repeatedly crashing into the fenders and docksides – not ideal if they are beautiful and not overly practical ones. On large yachts, we have found it necessary for them to have stern thrusters so they can create a lee in which the tender can dock safely. This needs to be included by yacht builders at concept.

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## GUNNAR VIKINGUR

MANAGING DIRECTOR,  
VIKAL INTERNATIONAL

Where the tender garage is placed comes down to priorities, and there are many factors that influence this. Safe launch and retrieval should be of the highest priority. Safe operation primarily means safety for the crew, but accidents damage crew and owners alike.

For a large tender, I would never place the garage forward. Launching and retrieving tenders can be complicated and often dangerous, and there are hazardous conditions around the bow of a yacht. Forward tender stowage means a higher lift and less protection from the elements.

If it were my yacht, the garage would be placed as far aft and as low as possible, reducing lifting height and generally avoiding the need to have a crewmember on the tender during lowering or lifting.

In recent years, beach clubs and other priorities compete more for the space aft. Tenders usually require inconvenient accessories, such as chocks, and some designers have resolved this elegantly by installing light, removable or hydraulically collapsible recessed chocks. For many years, some larger tenders, such as Vikal-made limousines, have been available, with the option of inbuilt hydraulic rams that delete the requirement for chocks.

While I appreciate there is much competition for the real-estate low aft in the yacht, the fundamentals for safety should apply. If statistics on accidents during the launch and retrieval of tenders were available, I believe they would support my argument that some parts of the yacht are safer than others for handling tenders.

## JO ASSAEL

LEAD SURVEYOR  
(YACHT CODES SPECIALIST),  
CAYMAN ISLANDS SHIPPING REGISTRY

As a tender's storage moves forward, it also is liable to climb away from the waterline, which brings with it a new set of considerations. More convention side-shell doors opening in the aft portion of the yacht near the waterline need to be considered for compliance with the International Convention on Load Lines (or the Large Yacht Code/Passenger Yacht Code equivalences thereof), such as sill heights and ability to demonstrate that the opening in the side shell is indeed watertight. As you move forward in the yacht and away from the waterline (due to the space required and conventional bow flair), we are less concerned by load line and stability aspects and more with operational considerations. How the crew will board and disembark the tender safely often tops this list, with the need for the lifting appliances and tenders themselves to be designed and rated accordingly.

The yacht will experience more movement at the bow than at the stern, making the hooking on and recovery of a tender more dangerous for the crew. Risk-assessing these operations becomes a key part of the process of providing the safest possible way of launching in this location.

Placing garage spaces forward in the yacht can also have implications on the normal means of access to the accommodation and service spaces in the area, as well as forcing escape routes to take alternative directions to avoid these in a high-risk space.

From a flag state perspective, there is no real preference as to the storage location of a tender, and we can always find a safe way to meet an owner's needs. That said, where a bow-stored tender is also designated as the rescue boat, we do have to give more scrutiny to the arrangement due to the dual nature of the use of the tender. The amount of bow flair at the launching position, coupled with the capability to launch and recover in adverse weather conditions due to the increase pitching of the yacht forward, leads to concerns over the capability to recover the rescue boat safely with a casualty on board.

## ANGUS LAMMING

SENIOR SURVEYOR,  
ISLE OF MAN SHIP REGISTRY

When planning stowage for tenders, it all depends on whether it is a pure tender or a rescue tender. On a commercially registered yacht, the difference is critical. A tender not used for rescue purposes can be stowed anywhere on board as long as it is well secured, and the stowage is really a matter for the owner, designer and captain to agree upon.

If, however, a tender is to be used for rescue purposes, LY3 section 13 kicks in and pushes the designers into stowing the tender: in a sheltered position (think heavy seas); abaft the collision bulkhead (think crumple zone); abaft steeply overhanging forward parts of the hull; and, preferably, abaft the superstructure in its entirety.

Stowage semi-forward within a clam-shell enclosure can be aesthetically pleasing; however, opening the large hinged covers adds a stage to the launch process, and given that any rescue tender must be capable of being launched in less than five minutes this may not be possible.

Whether passengers and crew board and disembark the tender alongside the aft platform or are lifted on board adds further complications as the lifting of an occupied tender requires a crane of an approved type and a strict testing regime.

Stowage of petrol-fuelled tenders in enclosed spaces adds an extra soupçon of complexity. As petrol is a highly volatile liquid, mitigating the explosion risk can limit the options for other uses of the stowage space.

On larger yachts of 30-40m, placing the garage aft for a non-rescue tender appeals to designers. The trouble with this arrangement is that the engine-room volume is often sacrificed for garage space, sometimes to extremes. Engineers have a tough job at the best of times, especially on yachts of less than 500gt, and reducing the engine space still further may necessitate the employment of a new, especially small and agile breed of engineer with long arms.







## DAVE COCKWELL

FOUNDER & MANAGING DIRECTOR,  
COCKWELLS MODERN  
AND CLASSIC BOATBUILDING

The bow is more exposed and, in theory, there could be more movement here; but if you have the right lifting gear and the tender is designed for the job, it should be OK to position it on the bow. That said, during a recent tender refit at Cockwells, we had to repair a large crack down the side of the tender's hull that was generally believed to have been caused by the tender being lifted in less than perfect conditions.

Lifting the tender is potentially hazardous, and ideally you would want to manoeuvre the mothership in order to put the tender in the lee. However, the further forward the tender is positioned on the boat, the harder that is to achieve. In my view, the reason you don't want to put the tenders up on the bow is the same reason you don't want to put guests there; it is not as stable as the stern and the space is not as suitable for integrating areas such as tender garages or saloons and cabins. But the reality is that guests remain the priority and it is only natural to make the bow an operational space – we just have to adapt to this reality.

## MATHEW HORNSBY

SALES DIRECTOR, WILLIAMS  
PERFORMANCE TENDERS

We are seeing more large yachts utilising the aft area usually reserved for a garage as a beach club. This has been driven by trends in the larger superyachts and has some trickle down to smaller yachts. It means the tender has to be stowed either in a side garage or on the foredeck. The side garage can work very well but has to be catered for carefully in the design of the yacht due to the heeling angle when launching the tender. We are aware of some yachts having water-ballast tanks specifically to counter the effect of launching the tender from a side garage.

Foredeck areas can be utilised for tender storage very well. The exposed nature of this area means the best storage is under a watertight cover to protect the tender. Other designs can include storing the tender in a locker that doubles up as a small swimming pool. The disadvantage of storing the tender on the foredeck is the need for lifting apparatus there and the vertical height you are from the waterline.

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