



THE YACHT CANOPY COMPANY

NEWSLETTER

September 2011

Taking boat cover design to a third dimension

Tecsew are market leaders in quality boat cover design and manufacture. Based on the South Coast and with over twenty years experience in the field, John Bland (MD) has created a new format that enables clients to see 3D drawings of their new cover just days after Tecsew have been out to discuss requirements and measure the boat.

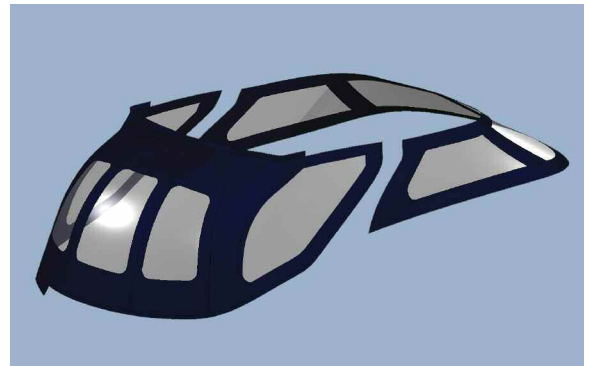
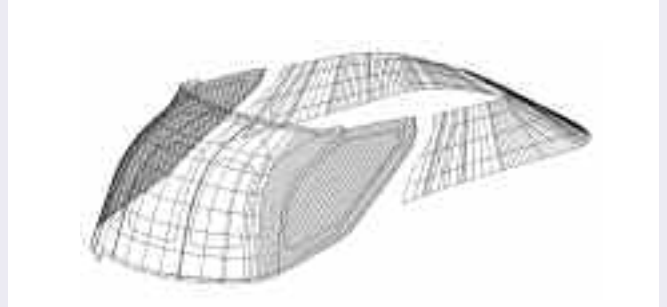
This huge step forward in the traditional design process gives owners the opportunity to make changes, or fine tune the position of window panels for example, at a very early stage. The 3D image shows the cover from all angles, it can be tipped, tilted and spun through 360 degrees thus making it easy to pick up any design faults, fix them and send the new drawings back to the client for approval.

Tecsew's new technology cuts down on time consuming and sometimes inconvenient visits to the boat; and offers improved accuracy and less wastage, of both time and expensive products. The superior electronic measuring facility Tecsew use ensures every cover fits perfectly, with no need to adjust as all amendments were made after close inspection of the 3D images; the perfected design is then sent to the cutting machines and the covers are made up with the fabric of choice.

Most importantly though, the customer gets exactly what they have asked for; in some cases personalised, in all cases designed to be aesthetically pleasing to the eye. Tecsew take their business very seriously.

Little extras, like the pocket detail inside the spray hood, are not charged for, Tecsew offer this comprehensive service to all their clients, however small. Sunbrella™, arguably the best water and UV resistant canvas in the world is offered as standard, as are YKK co-ordinated zips and the highest quality marine grade 316 stainless steel.

Tecsew can be compared to Waitrose, quality products, realistically priced. Using only the best materials available Tecsew produce an exceptionally well made, long lasting product.



in this issue

- Taking boat cover design to the third dimension
- Measuring & fitting
- Sunbrella fabrics
- Standard patterns on file
- Glowing testimonials
- Tecsew.com



Visit us at: www.tecsew.com

The new look 'Tecsew'

Measuring and Fitting

We all know about “hidden charges” when we make a request for quotes in normal everyday life. How many times have you been bombarded with other charges which were not detailed? At Tecsew, we always aim to make your experience dealing with us a simple and satisfactory one, from start to finish.

At Tecsew, we make it clear what is included in the prices we quote you. All standard extras are NOT charged separately, which include:

- Zips connecting Sprayhood to Cockpit Enclosure
- Zipped pockets on Sprayhood canvas
- The use of Sunbrella Plus canvas
- Valise for Cockpit Enclosure
- Valise for Bimini
- Support struts for Bimini frameworks
- Neck shade panel to go with a Bimini
- Measuring and fitting between Chichester and Lymington

We try our very best to answer all enquiries submitted via the website on the same day or within 48 hours. Emailed enquiries are normally replied to on the same day or within 24 hours. Since 2007, we have sent quotes, sales acknowledgments and invoices using e-mails.



Sunbrella® Plus Acrylic Canvas

We have been using Sunbrella® Plus canvas since 2006. We moved over to Sunbrella®, because we are convinced that it is the best in the world today.

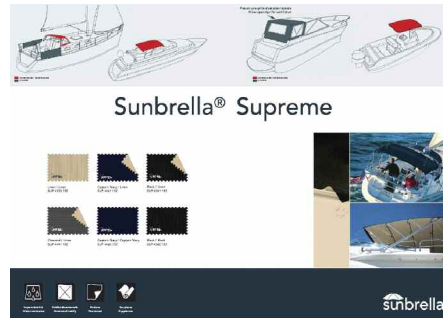


With its origins in the Unites States, Sunbrella® marine fabrics are used throughout the world and the brand has become a household name amongst the sailing fraternity. Sunbrella® Fabrics are an ideal choice for boat covers, Biminis, Sprayhoods and various others. Made from 100% solution dyed acrylic, Sunbrella® provides all the qualities required to meet the tough demands of the marine environment. As the colour is locked in to the yarn, the colours will resist UV rays and will not fade. The fabric is breathable which allows the air to circulate thus preventing mould from forming and from heat accumulating.

Sunbrella® Plus offers a superior water resistance by utilising durable polyurethane under coating. A high performance fabric with a natural and textile feel about it and is available in 31 rich colours.

Sunbrella® Supreme

The answer to all the boaters desires for waterproof performance along with the quality textile finish of an interior fabric. Sunbrella® is the only company to offer such an exterior marine fabric with both acrylic face and an acrylic flocking on the back. The unique ‘Supreme’ bonding securely adheres the solution dyed acrylic flocking to Sunbrella® fabric. The result is a high performance fabric which is very pleasing to the eye. The fabric exists in 6 colours.



Sunbrella® Fabrics have been tested and proven to provide up to 98% UV Protection from harmful effects of the sun when in shade applications. Sunbrella® Fabrics have been awarded the “Seal of Recommendation” by The Skin Cancer Foundation, an international organisation dedicated to the prevention of skin cancer (www.skincancer.org). This seal signifies that Sunbrella® fabrics have passed the Foundations rigorous testing criteria and offer significant levels of protection. This protective factor is inherent to the product and will not be reduced by usage and/or fabric exposure to the sun.

“Arriving at Xarifa on Saturday, we were delighted to discover that her new Sprayhood and Cockpit Cover have now been fitted. It all looks a very classy, high quality job and the extra space available at the back end of the cockpit is amazing – so John was right to push for the change compared to her original cover.

The burgundy is a good colour match with her burgundy colour bands and the linen on the inside looks very good.

The stainless steel track system is very neat. The attention to detail throughout the whole process has been very impressive; we shall definitely be recommending Tecsew to our sailing acquaintances”

Mr Andrew Field, XAFIRA, Northney Marina

Standard Patterns on File

Tecsew is probably the first cover makers to use CAD in methods of manufacturing boat covers. Traditionally, we have only worked mainly with boat builders (Westerlys, Southerlys, Discovery) and boat brokerages (Ancasta, Sea Ventures, Portways, Premier Yachts). We have since ventured out to servicing the retail market.

Over the years of working with the boat builders and brokerages, we have built up massive portfolios of CAD patterns for Sprayhoods, Cockpit Enclosures and Biminis for various yacht and boat models. Pictures of covers we have on file can be viewed on our website (www.tecsew.com).

We have been supplying these on self fit basis to customers in other parts of the UK and also abroad, including to the EU countries, Middle and Far East!

The Bimini is one of the easiest covers to fit and one does not need the extensive experience to fit one. We have many patterns available on file for self-fit. The list is extensive so, here are the popular ones:-

Aquador 32	Grand Soleil 45
Bavaria 35	<i>Bimini and Infill</i>
Bavaria 36	Hanse 470
Bavaria 42 Cruiser	Island Packet 460
Beneteau 36cc	Island Packet 485
Beneteau 42cc	Lagoon 380
New Beneteau 50	Maxi 1300
<i>with Arch</i>	Moody 36
Beneteau 50	Moody 41c
Beneteau 311	Moody 42
Beneteau 323	Moody 44
Beneteau 331	Moody 47
Beneteau 361	Moody 49
Beneteau 393	Moody 54
Beneteau 411	Moody 64
Beneteau 473	Moody 376
Beneteau 523	Moody 425
Beneteau First 40	Nauticat 39
<i>Helm and Cockpit</i>	<i>with Extra Side Curtain</i>
Beneteau Oceanis 37	Nauticat 425
Beneteau Oceanis 43	Neptune Sundeck
Beneteau Oceanis 46	Rodman 38
Beneteau Oceanis 54	Rodman 41
Discovery 55	Sealine F42
Dufour 40	Sealine F425
Dufour 325	Sealine F37
Dufour 425	Sealine F43
Dufour 455	Sealine F46
Élan 384	Southerly 32
Élan 434	Southerly 35rs
Feeling 44	

If you cannot see your boat model displayed above, please enquire. We may still have the pattern for the Bimini on file. Call us on: 0845 4024310 or email to: sales@tecsew.com

Last year, we supplied a Bimini for a Beneteau 43 in Cumbria for self-fit. The customer, Mr Thomas, was very pleased with the product and wrote an article on his website about it. Please follow the link below to view the article.

http://www.yachtconosur.com/bimini_install.html

He also made a video of the fitting process and posted it on YouTube. Please follow the link below to watch the video.

<http://www.youtube.com/watch?v=capH1bxP9o4>



Glowing Testimonials

We love it when customers take the time and effort to email us their comments after we have supplied or fitted their covers. Here are just a few of our favourites:

“What a lovely surprise to find our boat cushions on Lyra Magna this morning! The look wonderful and we are very pleased with them. You have done a fantastic job. Already we have been complimented on them, we of course explained about your wonderful services. Thank you!”

Mrs Barbara Watkins

Moody 44cc LYRA MAGNA, Hamble Point Marina

“Bimini working well in sunny Spain! Thank you, we are very pleased. I would also like to add that it has been a real pleasure dealing with your organisation. Very responsive and a great product which is working well for us. It even keeps the rain off!”

Ian Clothier

Moody 49 MAXIMILLIAN, Shamrock Quay

“Dealing with Tecsew has been a pleasurable and stress free experience and I would have no hesitation in recommending you to everyone. I should also let you know how pleased we are with the quality and the great service that you provided, it has definitely proved to be the best addition to the Lagoon that we have made because it has instantly doubled our living area..... we love it.

The usual excellent service that that I have come to associate with Tecsew! Many other companies could learn a lesson from you when it comes to customer service!!

Thanks once again.”

Robert Wheeler

Lagoon 380, Mercury in Hamble

“Just to let you know – we saw the sprayhood for the first time last weekend, and we are delighted with it. Thanks very much for your care in getting it right – and please thank anybody else who worked on it for us.”

Sarah Meeson

Nic 32, Hamble

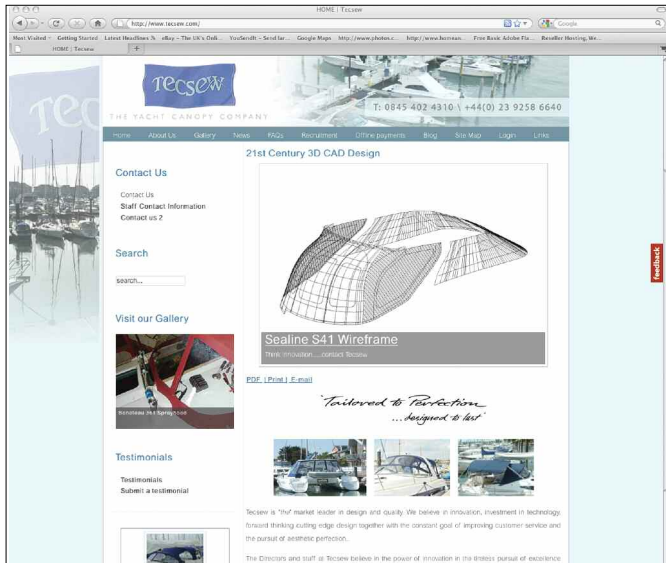
“John Twine and his energetic helper (sorry we didn't pick up his name) did a brilliant job. We're very pleased with all 3 items.”

Peter and Jean Coles

Moody 33 Eclipse, Chichester Marina

Tecsew.com

Our official website address is www.tecsew.com and we believe we were the first cover makers to have a 'Product Gallery'. We have been taking photos of the products we have fitted for a long time and now have a large library. It is worth visiting as it full packed with pictures of Sprayhoods, Biminis, Cockpit Enclosures and other types of covers.

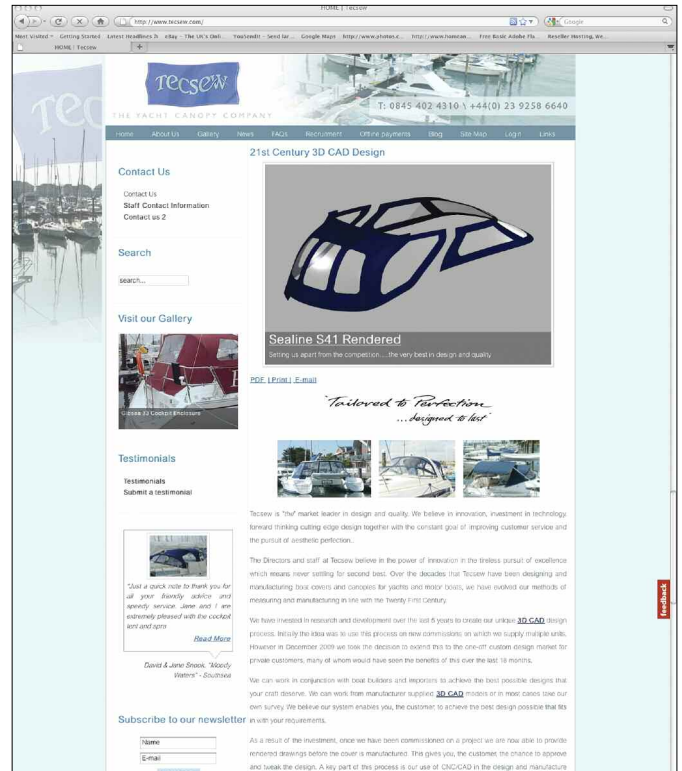


Click on the 'Gallery' button on the homepage to access the gallery. It is divided into various categories according to product type e.g. Sprayhood, Bimini, Cockpit Enclosure etc.

Once you have clicked on a particular category (for example, Bimini), you will be taken to a page where you can see more pictures of Biminis according to make and model of boat. You can then choose to see photographs which are bigger and clearer.

If you don't see a picture of a particular cover, please call or email us as more often we have them on file. We will be updating the website to include more pictures regularly.

Another page which may be of interest to you while on our website is the FAQs page. There are a few downloadable fact sheets on this page including Sunbrella® Plus cleaning and caring instructions.



Finally, you can submit an enquiry by filling in the enquiry form which can be found under the CONTACT US icon. We look forward to receiving your enquiry and we will endeavour to get back to you the same day or within 48 hours.

Exciting news and articles are also included in our new and improved website, so if you haven't already, please visit:

www.tecsew.com



THE YACHT CANOPY COMPANY

Tecsew Limited, Units 3 & 4 Camden Street, Gosport,
Hampshire. PO12 3LU

Tel: 0845 402 4310
Fax: 0845 402 4311
Email: sales@tecsew.com

Visit us at: www.tecsew.com