Oyster Marine signs preferred supplier agreement with Raymarine

Oyster Marine has signed a preferred supplier agreement with marine electronics manufacturer Raymarine. The agreement will see Raymarine’s full range of integrated electronics installed onboard Oyster Marine’s hand-built, modern blue water cruisers and super yachts.

Nick Creed, Commercial Director at Oyster Marine said the preferred supplier agreement will enable both organisations’ product development teams to work together to produce the electronics, navigation, communication and safety equipment systems, specified by discerning owners of Oyster Marine’s sophisticated and complex yachts.

Oyster Marine has historically had a close relationship with Raymarine, with many of its custom built yachts specified with Raymarine products on board. The agreement means that Oyster Marine’s staff and build yards will benefit from Raymarine’s direct and formal approach to product training and installation offered to its preferred suppliers, and every Oyster yacht will be designed to have Raymarine products listed as part of its standard specification.

Each yacht will start with a sophisticated suite of Raymarine products, and owners can easily extend and enhance this, thanks to Raymarine’s easy integration, interface and extensive product range. Oyster Marine stated that Raymarine’s thermal imaging cameras, for example, are becoming much more prevalent and sought after by Oyster owners as an integrated safety feature.

Another key advantage of working with Raymarine, says Creed, is the company’s global support network. “Oyster Yachts operate in some of the harshest environments in all corners of the globe, and in the majority of instances, when needed, Raymarine is there,” he said.

Andy Davies, Raymarine UK and Ireland Sales Manager, says, “We are delighted to have signed this agreement with Oyster Marine. Our product range offers the ultimate in sophisticated navigation, communication, on board entertainment and safety systems, while remaining easy to use and quick to understand. We already have an excellent working relationship with Oyster Marine thanks to the technical advice, support, service and warranty we offer.”
About Raymarine:

Raymarine, a world leader in marine electronics, develops and manufactures the most comprehensive range of electronic equipment for the recreational boating and light commercial marine markets. Designed for high performance and ease of use, the award-winning products are available through a global network of dealers and distributors.

The Raymarine product lines include radar, autopilots, GPS, instruments, fishfinders, communications, and integrated systems. Headquartered in Portsmouth UK, Raymarine is a division of FLIR Systems, a world leader in thermal imaging. For more information about Raymarine please go to www.raymarine.com.

About FLIR Systems:

Pioneers in all aspects of infrared technology, FLIR designs, manufactures, and supports thermal imaging systems and subsystems for industrial, scientific, government, commercial, and firefighting applications. With almost 50-years of history in infrared innovation, over 100,000 systems in use worldwide, and development centres and sales offices in over 60 countries, FLIR is the world leader in thermal imaging technology. Visit the company's website at www.FLIR.com.