

Winter 2021



In testing times

We continue to supply our solutions

Welcome to the Peters & May end-of-year newsletter. This year has presented its own unique series of challenges for our bespoke international transport and freight forwarding services. Dealing with the backlog of shipments caused by lockdown restrictions has obviously been a real test for the industry, but we're proud to report that by proceeding with our customary care and experience, we have been able to continue supplying our customers with the most efficient, timely, cost-effective and comprehensive transportation solutions available. Particular credit must go to our loadmasters, the backbone of our business, whose calm and methodical expertise has enabled our clients' precious cargoes – encompassing everything from historic racing yachts to superyachts – to be loaded and unloaded safely and securely.



For more information about our services and sailing schedules, visit www.petersandmay.com

TOP NEWS INSIDE

- Historic 58ft Farr yacht *Maiden* shipped from Southampton to Dubai.
- P&M's sailings between the Turkish ports of Fethiye and Marmaris to Northern Europe are going strong.
- Boat shows returned to the event calendar in 2021.
- P&M's freight forwarding team had a very active year as a result of Brexit.
- P&M was and remains on hand to ship and repatriate the TP52 fleet to numerous regattas during 2021/2022.
- Corporate Express Couriers is a part of the Peters & May Group and proudly offers international and domestic courier services to its clients.



Our customers

Wishing you success

The year has also seen us attending a large number of boat shows around the world, where our experts have been answering boat owners' transportation queries face to face, and lending our sponsorship to TP52 Super Series yacht races. It's encouraging and exciting to see events of this nature springing up again, and bodes extremely well for the sailing fraternity in the near future. With that cheering thought in mind, we would like to wish our customers every success in 2022.



Newport - Palma / Olbia

P&M's highly qualified personnel were called upon in July 2021 to load some beautiful, high-profile racing yachts onto the General Cargo ship BBC Pacific in Newport, Rhode Island. The yachts – two Mini Maxi 72s, *Vesper* and *Bellamente*, plus the Botin 82 *Deep Blue*, were safely shipped across the Atlantic to Palma and Olbia in the Mediterranean.

Olbia - Palma

Another highlight of a very busy July for P&M was shipping the nine breathtaking, high-performance yachts in the ClubSwan 36 fleet from Olbia to Palma, in time for the Copa del Rey MAPFRE and in preparation for the Nations Trophy race regatta which took place in mid-September 2021.



Racing

Southampton - Dubai

It was our pleasure to devise a bespoke solution enabling the historic 58ft Farr yacht *Maiden* to be shipped from Southampton to Dubai; the first step in a three-year world tour to promote The Maiden Factor. Headed up by Tracy Edwards MBE, who in 1989 captained the first all-female crew to circumnavigate the globe in the Whitbread Round the World Race, The Maiden Factor is a foundation which aims to lend practical and financial support to communities around the world, so that girls everywhere have access to 12 years of quality education. *Maiden* herself has attained iconic status: the vessel is now defined as a Global Ambassador for the Empowerment of Girls through Education, and the Dubai shipment continues a long, well-starred relationship with P&M which began when the company returned the vessel from the Seychelles to Southampton in 2017 for a complete restoration.



Historic 58ft Farr yacht Maiden, shipped from Southampton to Dubai.

Antigua - Southampton

It was a privilege for P&M to be entrusted with transporting the Nautitech 46 catamaran *Blown Away* from Antigua to Southampton in June 2021 for the quadriplegic sailor Natasha Lambert. The vessel has been modified by Natasha's father, using open-source software, to allow the use of a sip-and-puff system which enables Natasha to control the sails and helm. Natasha became the first person to cross the Atlantic using this technology, and P&M is proud to have safely returned her vessel home after her benchmark achievement.



MV Sonja shipping an elegant Princess yacht from Southampton to Nice in July 2021.

Leisure

Mediterranean - Northern Europe

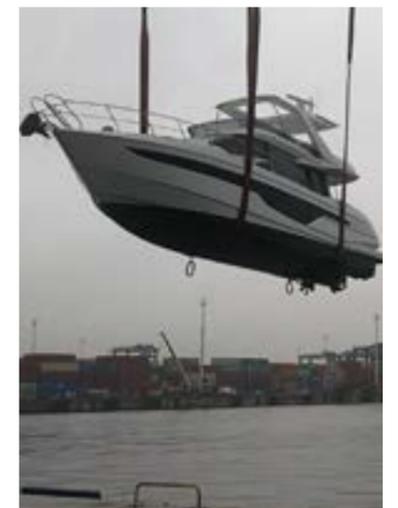
P&M's sailings between Turkish ports such as Fethiye and Marmaris on the Mediterranean to destinations in Northern Europe are going strong. Demand has in fact increased significantly on this route over the last year, and we have also received many enquiries from clients interested in shipping their yachts within the Mediterranean itself. This has come about because boat owners often lack the time to sail their boats themselves, or have encountered difficulties in sourcing suitably qualified crew. Placing the responsibility in the capable hands of P&M's expert team provides a perfect solution. "Our route from the Med back to Northern Europe has been well used this year because many of our clients want to have their yachts closer to home or are keen to explore cruising grounds in the North and Baltic Seas," comments Inge Valk, General Manager of P&M's Netherlands and Germany operations.

Finland - China

In April 2021, MV *Adriaticborg* sailed from Kotka, Finland via Southampton, La Rochelle, Palma, Genoa, Fethiye, Phuket, Singapore and Hong Kong to Shanghai, China. Fortunately, our vessel passed through the Suez Canal just when the formerly grounded Evergreen container ship MV *Ever Given* had been successfully refloated, allowing shipping traffic to pass through the canal again.

Poland - Singapore

P&M is pleased to have been trusted with the all-inclusive, door-to-door shipment of a brand-new Galeon 500 Fly from the factory in Straszyn, Poland to a berth in the new marina in Singapore. P&M has taken care of everything in this delivery, organising skippers at both ends of the approximately 6,000-mile journey in addition to handling all the required paperwork and customs clearance formalities. "It's encouraging to see the demand for popular yacht brands taking off in Singapore, and we're very proud to have been chosen to ship this beautiful, state-of-the-art Galeon 500 Fly," says Charles Hazet, P&M Business Development Manager, South-East Asia. "We have arranged door-to-door shipments for four decades now: in every instance, the meticulous planning we undertake, allied with conscientious service from the network of P&M agents and offices worldwide, are key to our success."



Commercial

Croatia - Malta

In April 2021, we shipped 15 concrete pontoons from Sibenik in Croatia to Malta for a large marina which is under construction in the Grand Harbour, Valletta. Each pontoon measured 15m x 3.3m and weighed approximately 15 tonnes. These were shipped on the MV *Henrik S* along with some motor yachts.

UAE - Saudi Arabia

P&M regularly ships robust commercial units as well as sleek and delicate racing yachts. One notable shipment in August 2021 required us to transport a 15m workboat, a 22m booster station and a 19m Damen Multi Cat between the UAE and Saudi Arabia.

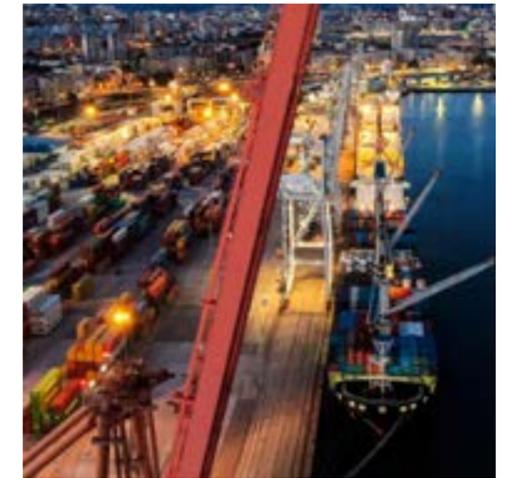
Vietnam - France

September 2021 saw us successfully shipping a brand-new 16m harbour tug on a 10,000km voyage between Vietnam and France on the General Cargo vessel MV *Hanna*. The tugboat, LE MOROS, was built by PIRIOU VIETNAM and will carry out harbour towing operations in its home port of Concarneau for the company Société Coopérative des Lamaneurs des Ports de Brest - Roscoff.



Freight Forwarding

P&M's freight forwarding team had a very active year: Brexit has kept the team extremely busy with numerous customs clearance requests for new and regular clients. Our customers always appreciate the value of liaising with the same team throughout an entire personalised shipment, and our policy of maintaining regular, consistent communication with clients instils confidence and provides reassurance. We are pleased to have provided logistical solutions not only for our marine clients but also those in the medical and automotive sectors in 2021, a year in which our Freight Forwarding team joined two new Freight Agent networks. This has allowed us to expand our global reach while still being able to offer a local service to our clients.



Loadmasters

We pride ourselves on having the most experienced and professional loadmasters in the business, capable of mapping out optimal lifting gear solutions for any and every assignment. As our most invaluable asset, they possess a unique skillset which combines a meticulous concentration on the tasks at hand with a friendly and approachable manner. Working in tandem with our technical support team, the past year has seen them taking Covid guidelines in their stride while calmly managing, coordinating and overseeing multiple loading and discharge operations. "With every justification, we're very proud of our technical set-up," says Simon Judson, Peters & May CEO. "The attention to detail we devote to every project, all the way from the planning stages to the actual load and discharge operations, in addition to the consistent professionalism and vigilance shown by our loadmasters... these are qualities which set us apart from our competition."

Sponsorships

TP52 Super Series

Peters & May has a close involvement with the racing sector which began many years ago with the Whitbread Race. Indicative of this long history, and reflecting the keen interest of its staff in competitive yachting events, Peters & May has been the official logistics supplier of the 52 SUPER SERIES since the 2015 season. Organised by TP25 owners to showcase the very best in grand prix monohull racing, the event has grown in stature and thrills since its inception nine years ago. P&M was on hand to ship and repatriate the TP52 fleet for numerous regattas during 2021, and also moved 95% of the fleet's containers to all events. These included the Puerto Portals 52 SUPER SERIES Sailing Week and TP52 20th Anniversary Invitational in Palma in August, the Menorca 52 SUPER SERIES Sailing Week in September-October and the ROLEX TP52 World Championship RCNP 2021, which took place over the first week of November.

Boat Shows

It was encouraging and not a little emotional to see boat shows returning to the event calendar in 2021. We were delighted to have P&M representatives on the stand, offering face-to-face information and advice to new and returning customers, at the biggest and best shows all over the world this year. These included the Monaco Yacht Show, the Cannes Yachting Festival, the Copenhagen Boat show, the Genoa Boat Show, the Grand Pavois Boat Show and the Southampton Boat Show, all of which took place in September. October, meanwhile, saw a P&M presence at the Abu Dhabi International Boat Show. It was a joy to see everyone at the shows, and we're very much looking forward to the 2022 season which kicks off at Düsseldorf in January.



CEC

Corporate Express Couriers (CEC), part of the Peters & May Group, has over 20 years' experience in the ever-changing courier industry, proudly providing a first-class international and domestic courier services to its clients. CEC feeds into various networks, offering worldwide export and import services as well as UK deliveries, including a same-day option. CEC's fleet of vehicles handles daily collections, while the company's online booking and tracking system is simple to use and highly informative, ensuring that customers always know the whereabouts of their shipments. CEC prides itself on the extensive knowledge and experience of its local customer service team, always ready and able to understand clients' needs and assist them with shipments of all kinds. This level of care and know-how sets CEC apart from its competitors.



RMP

With over 40 years' experience, Royal Marine Packing (RMP) is an important cornerstone of the Peters & May Group. Based in Charleston, South Carolina, the company specializes in boat cradles, shrink-wrapping, container loading and delivering, inland transportation and cargo coordination from A to Z. Having established a mutually supportive working relationship with the Charleston CBP (US Customs and Border Protection) office as well as stevedores and port authority personnel, the company also provides import customs clearance services, while its premises include 7,000 square feet of warehouse space for exports as well as imports for distribution. For the last six years, the company has prided itself on its safe and efficient method of side-loading boats on trailers or cradles in containers. It is also renowned for loading OOG (out of gauge) 40ft flat racks at its yard and at local ports with items ranging from jet-skis to industrial boilers. RMP's container consolidation expertise translates into highly cost-effective shipments from the Charleston warehouse to the Seychelles, England and the Netherlands.



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