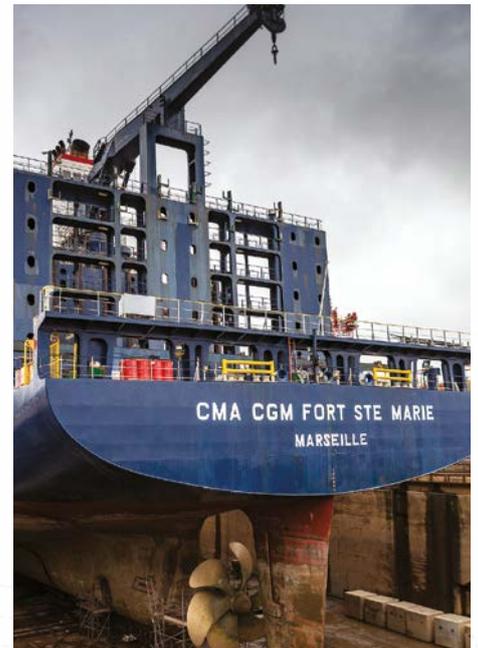


SPECIAL RENEWAL WORKS FOR CMA CGM'S FORT CLASS VESSELS



Worldwide shipping company CMA CGM's Fort Class vessels have undergone extensive maintenance work at A&P North East as part of a four-vessel contract.

Delivering the third special survey docking of all four vessels - the CMA CGM Fort St Georges, St Louis, St Pierre and St Marie - A&P's 15 week programme of work included full hull painting, survey work,

cargo hatch overhaul, cell guide renewal and general maintenance repairs.

Keith Henry, interim Managing Director at A&P North East said: *"This was a particularly important and challenging project as we took delivery of a vessel every 21 days and it was critical to successfully maintain the schedule for the client. This project played the Tyne team to its strengths in terms of our marine engineering skills, attention to detail and ability to work to tight deadlines."*

Each vessel spent 21 days in the dry dock followed by a further 21 days alongside for accommodation upgrade works. This is the second time A&P Group has worked with CMA, having completed docking and reefer container power supply upgrades for all four vessels in 2015.



| Ahead of the Curve on Industry Standards...



| Torpoint Ferries Choose A&P...



| MOD Awards Ten Year £239 million FISS Contract...

WELCOME



This year has been one of transformation for A&P Group.

Since the start of 2018 we have seen an 18 per cent uplift in the volume of work across all four of our UK facilities and have a strong order book that suggests this trend will continue well into next year. In the North East in particular, we're seeing increased activity and confidence in the renewables and offshore markets with a healthy pipeline of enquiries and Falmouth is amidst a busy ferry season with Red Funnel, Wightlink and Torpoint Ferries amongst others.

Over the last 11 months we have also developed our first commercial partnership with Condor Ferries and rolled this out to the wider commercial marine market, provided remote upgrade and maintenance support to the GMS Endeavour in Blyth and secured a £239m Future In-Service Support (FISS) contract with the Ministry of Defence - you can read more about this on page 8.

Other works have included the annual repair of P&O Ferries' Pride of York, flexible lay tower removal and storage for Subsea Seven, walk to work mobilisations and demobilisations for TSG Marine and ballast water treatment projects for James Fisher's Sarnia Liberty.

As we prepare for a new year, we are set to support our customers with even greater collaboration, agility and service innovation. We hope you enjoy finding out more about our work in the field of global ship repair, conversion and fabrication.

David McGinley
Managing Director of Atlantic and Peninsula Marine Services Limited

AHEAD OF THE CURVE ON INDUSTRY STANDARDS

A&P has delivered a hat-trick of certification updates, with the transition to BS EN ISO 9001:2015 and 14001:2015 now successfully completed at its Falmouth, Tyne and Tees sites.

Finishing nine months ahead of the original BSI deadline, which had to be extended due to the number of businesses failing to meet it, A&P bucked the trend and secured updated certifications for each of the three facilities with zero non-conformances or observations.

A&P engaged in a rigorous audit of its business processes and quality environments as part of the certification procedure. The Group was able to achieve the new certification thanks to the commitment and hard work of its team and its ability to provide an efficient quality management system while continuously improving its products, services and internal processes.

Kevin Peart, A&P Group's Health, Safety, Environment & Quality Director said,

"This is a fantastic achievement and the accumulation of a year's hard work, starting in A&P Falmouth before being rolled out to A&P Tyne and A&P Tees. These standards are an absolute must-have if we are to meet the expectations and needs of our customers. Having them in place helps us to run the business efficiently and effectively, with continual improvement and risk management as key priorities."



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FIRST ON SAFETY

A&P Falmouth and A&P Tyne have become the first shipyards in the UK to secure BS ISO 45001:2018 for occupational Health and Safety Management Systems.

Kevin Peart, A&P Group's Health, Safety, Environment & Quality Director said this exemplary performance is down to A&P's safety-centric approach. He said, *"We have invested significantly, both in terms of time and money, to develop our safety management system with an integrated approach to safety being included in everything we do."*

"We have reduced our accident incident frequency rate by 125 per cent over the last 16 months and now that we have the new certification in place, we can go on to implement even more improvements. We are focused on delivering Group wide procedures and, as members of the National Interest Group for Shipbuilders / Ship Repair, we actively share and discuss safety with the other leading marine companies in the UK."



Kevin Peart, A&P Group's Health, Safety, Environment & Quality Director and Steve Jones, Managing Director of Operations & Site Director at A&P Falmouth receive A&P Falmouth's Certification

DELIVERING WORK SAFE, HOME SAFE TO SCHOOL CHILDREN

Future generations have been encouraged to Work Safe, Home Safe with the launch of a special safety-focused competition for local primary and junior schools.

In a bid to help ensure that workplaces are safe places in years to come, A&P representatives visited schools close to its Tyne, Tees and Falmouth facilities to talk to children about the importance of a positive safety culture and explain its Work Safe, Home Safe ethos.

Pupils were also invited to enter a poster drawing competition based on the theme of health and safety and incorporating A&P's Work Safe, Home Safe message. The contest received a fantastic response, with the young entrants applying imagination and creativity to their designs.

Martin Laffey, A&P Health, Safety and Environmental Officer who visited schools in the Tyne area to talk about his role and demonstrate safety equipment, said: *"The children were really engaged and produced some great posters for the competition but more importantly, by going into schools and taking Work*

Safe, Home Safe to them we got them talking and thinking about safety in the workplace and in their everyday lives."

The Work Safe, Home Safe schools' initiative received support from a range of A&P partners, suppliers and customers including Condor Ferries, Wartsila, Red Funnel, EAPL, Quay Design and One Stop Printers, Marine Inspection Services and Shield, who donated prizes for the competition winners.

Kevin Peart, A&P Group's Health, Safety, Environment & Quality Director said: *"We are enormously grateful to all of the companies that supported this project. Their help and generosity enabled us influence the next generation so that they are safer in everything they do."*

A&P's number one priority is to safeguard the safety and wellbeing of its staff, customers and sub-contractors. The A&P Work Safe, Home Safe (WSHS) initiative defines the core values which form the basis of the safety culture at A&P - care, commitment, communication and compliance.



Zac Williamson receives his certificate for participating in the Work Safe Home Safe Competition

**WORKSAFE
HOME SAFE**

ATLANTIC & PENINSULA MARINE SERVICES STRENGTHENS ITS EXECUTIVE BOARD

David McGinley, the Managing Director of global ship repair, conversion and marine specialist A&P Group, has been appointed by its holding company board Atlantic and Peninsula Marine Services Limited (APMS) to the position of Managing Director.

Whilst David continues with his day-to-day responsibilities for A&P Group, his new role introduces other APMS subsidiaries including Atlantic and Peninsula Australia PTY, Marine Designs Ltd and Falmouth Docks and Engineering Company Ltd.

John Syvret CBE, Executive Chairman of Atlantic and Peninsula Marine Services Ltd, and Chief Executive Officer of A&P Group said: *"Since David joined the business at the start of 2017, he has set about delivering a real step change in ambition, performance and culture across A&P Group."*

"He has invested heavily in HSEQ, improved financial performance, established a dedicated defence division, forged the group's first commercial partnership agreement and made several senior level appointments to augment the team.

"It is this performance coupled with his commercial insights and sector expertise

that will be instrumental in helping Atlantic and Peninsula Australia, FDEC and Marine Designs achieve their growth plans in the future. This marks the start of a new and exciting phase in the development of all four companies and we all wish him every success."

David McGinley said: *"Over the last 18 months I have been hugely impressed by the engineering strength of the company, the commitment and expertise of the people within it and its potential for growth. In particular, I look forward to helping the Australian business develop its capabilities further and exporting our collective marine engineering and fabrication expertise across the global market place."*

Prior to joining A&P Group, David spent 14 years working at Babcock in senior level roles that spanned strategic development, business development and commercial port operations. David's career also includes more than 25 years' service in the Royal Navy, which included tours of the Falkland Islands and the Gulf, as well as four years at Turner Diesel Ltd developing power generation contracts in Columbia, Malaysia and Africa and overseeing a new build 26 MW power plant in New Delhi. More latterly, both in his roles with Semple Cochrane and Babcock, David amassed a wealth of

experience in UK based marine services, managing ship repair and dry dock facilities and associated businesses.

David is a board member of the Society of Maritime Industries and past Chair of the Association of British Offshore Industries. David is also a visiting Professor at Stirling University.



David McGinley appointed Managing Director Atlantic & Peninsula Marine Services Limited

GRAEME LITTLEDYKE PROMOTED TO GROUP FINANCE DIRECTOR



Graeme Littledyke, newly appointed Group Finance Director, Atlantic & Peninsula Marine Services Limited

A&P North East's former Finance Director Graeme Littledyke has been promoted to Group Finance Director of parent company, Atlantic & Peninsula Marine Services Ltd (APMS).

Whilst David continues with his day-to-day Working as part of A&P North East for the last eight years, Graeme now assumes full responsibility for the finance function across both the A&P Group and Atlantic & Peninsula Australia Pty Ltd. His responsibilities include corporate finance, tax, treasury, insurance and pensions.

The role will see Graeme work closely with both Atlantic & Peninsula Marine Services' Managing Director David

McGinley and Chief Executive Officer Mr John Syvret CBE and is key to developing and delivering board strategy.

David McGinley, Managing Director of Atlantic and Peninsula Marine Services Limited said: *"Graeme has been an instrumental part of the A&P team for some years. In light of the very significant contribution he's made this year, we felt it was the right time to recognise his work and commitment to A&P. Graeme will play a key role in delivering our strategy for growth across the business."*

NORTH EAST RESTRUCTURE CAPITALISES ON SHIP REPAIR & SUBMARINE MARKETS

A restructure of A&P North East is allowing the business to consolidate its expertise in the submarine and ship repair sectors and strengthen its customer focus.

With A&P's former Operation Director Keith Henry at the helm as interim Managing Director, A&P North East has been reorganised into two business units to put more specialist focus on the submarine and ship repair markets.

The ship repair business unit will be led by Mike Wappett as Marine Director with the support of General Managers at A&P's Tyne, Tees and Great Yarmouth facilities. Mike was previously the General Manager of A&P Tees. The submarine business unit will be led by Production Director Brian Peat at A&P's Tyne facility. The two business units will be further supported by a shared services team comprising finance, estimating, commercial, HR and procurement.

Keith Henry has been appointed as Interim Managing Director and takes responsibility for the two new business units and the shared services team, with the support of Commercial Director Andy Rodden. Simon Welch is promoted to Financial Controller North East, having previously acted as Finance Controller at the Tees facility. Simon will cover all of the North East businesses.

Explaining the changes, David McGinley, Managing Director of Atlantic and Peninsula Marine Services Limited, which comprises A&P Group, said: *"Restructuring the North East business in this way allows us to take a much more specialist, focused and strategic approach to the submarine and ship repair sectors."*

We now have the seniority, expertise and resource we need to consolidate our position in these markets, promote growth and give even greater priority to our customers."



■ Newly appointed senior management team of A&P North East



BUSY AUTUMN SETS A&P FALMOUTH UP FOR A STRONG 2019

A&P Falmouth has experienced one of its busiest Autumn seasons on record, thanks to a flurry of ferry and commercial projects.

Ferry operators Condor Ferries, Red Funnel, Torpoint, Sandbanks Ferry, and Wightlink are all calling on A&P Falmouth's expertise for annual repairs and maintenance. In recent weeks, Condor Liberation, Plym II, Bramblebush Bay and Red Funnel's Red Falcon have all been in A&P's dry docks in Falmouth.

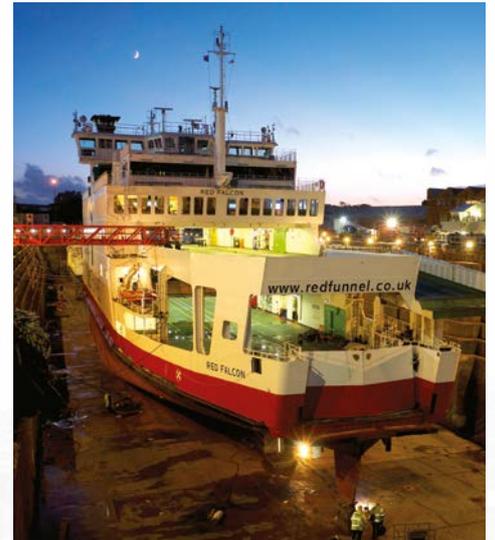
A number of other vessels, including Condor Rapide, Red Osprey, Red Eagle, Wightlink's St Faith, St Clare, Wight Sky and Victoria of Wight will drydock between December and March, when the traditional ferry season comes to a close.

In addition, Norwegian roll-on/roll-off shipping line United European Car Carriers has appointed A&P Falmouth to provide a major refit, including tail shaft, rudder, steering vein and gear box overhauls, for its vessel Autosun. The 33-

day project will call on the full extent of Falmouth's on-site engineering facilities and expertise and work started at the beginning of December. The Falmouth team has also commenced an eight-week life extension project for Aggregate Industries' hopper dredger Karissa.

Ian Douglas, Commercial Director at A&P Falmouth said: *"Falmouth has been especially busy over the last few months and the dry docks have been in continual use since June. This looks set to continue well into 2019 as the changes we made to the business earlier in the year continue to bear fruit and help us win new clients. We have invested heavily in HSEQ and this commitment to achieving the very highest standards has been instrumental in some of our newest client wins and will underpin our continued growth."*

"As well as enjoying a strong ferry season, we are also delivering a number of complex engineering projects for our commercial clients too. This sort of project diversity is important for the



Red Funnels Red Falcon in the dry dock at A&P Falmouth

longevity of the business and sees the full breadth of A&P Falmouth's expertise and facilities put to good use."

BUMPER SIX MONTHS FOR MOBS & DEMOBS

More than 20 mobilisation and demobilisation projects and 31 barge sea fastenings have been carried out by A&P over the last six months as Prysmian Power Services, TSG Marine and Smulders UK called on the team's expertise.

The team delivered several mobilisation and demobilisation projects for Prysmian Powerlink Services off site on the River Tees as they sought to mobilise numerous charter vessels including the Normand Cutter, GEO Ocean III and Skandi Neptune amongst others. Work included the onsite fabrication of grillages, sea fastenings, walkways and platforms.

Aaron Burbridge, Project Manager North East at A&P Tyne said: *"We were able to mobilise labour, equipment and materials and set up a satellite office very quickly for Prysmian, carrying out the client's work scope within a very tight timescale. The fabrication process was particularly effective thanks to collaborative working between our two sites in Tyne and Tees. A&P Tyne fabricated the profiles and sections quickly and transported them to site for A&P Tees to piece together."*

"Due to the scale of the clients requirements during this period they also requested assistance with an additional two vessels on the south coast and the team at A&P Falmouth were only too happy to oblige."

During the last six months A&P has also fabricated a 10m diameter inner cone extension, cable chute and new pick up arm for the pride of Prysmian's fleet, the Giulio Verne. Thanks to partnered working between the Tyne and Tees sites, A&P was able to fabricate and fit the items within four weeks, working around the clock.

Giacomo Galati from Prysmian said: *"These projects were delivered to an exceptionally high standard and on time. We were particular pleased that A&P was able to complete the works three days ahead of schedule and also carry out two smaller demobilisations and one mobilisation within the same time period. We have made full use of A&P's UK network of facilities and look forward to a continued working relationship together."*

A long-standing relationship with TSG Marine has also seen A&P provide

mobilisation of various access and walk-to-work spreads on several charter vessels over the last six months. Teams at A&P Tyne also provided sea-fastenings for jacket legs and foundations, each weighing approximate 1000 tonnes. Thirty one jackets were secured to a rotating fleet of barges for transportation to the Beatrice Offshore Windfarm for Smulders UK, completing the work ahead of schedule.

Andy Rodden, Commercial Director for A&P North East said: *"These projects showcase our long-standing fabrication expertise, the strength of our ongoing client relationships and the value of collaborative working between our sites."*

Prysmian
Group

TSG Marine

EIFFAGE
SMULDERS

TORPOINT FERRIES CHOOSE A&P

Torpoint Ferry has started a programme of vessel maintenance and upgrades as part of a new commercial partnership with A&P Falmouth.

A&P Falmouth was awarded the contract to complete the next three refits of Torpoint's vehicle and pedestrian chain ferries, Plym II, Tamar II and Lynher II, earlier this year. These three ferries are the biggest chain ferries in operation in the UK.

Part of A&P's new pioneering commercial partnership scheme, these contracts provide clients with a comprehensive pre-planning phase which includes assigning an A&P Programme Engineer to the project and a vessel visit from A&P and specialist subcontractors prior to the vessel refit period. By spending time onboard to clarify the full scope of work with Torpoint's superintendents, A&P Group's Programme Engineer will be able to schedule works, procure equipment and communicate with nominated subcontractors well ahead of time to minimise the refit period.

The refit of Plym II was completed last month and will be followed by Tamar II during April and May 2019 and Lynher II during April and May 2020.

David List, General Manager, Tamar Bridge and Torpoint Ferry said, *"We already enjoy a very strong and positive working relationship with A&P Falmouth*

and are looking forward to working with them again to ensure the successful completion of this series of important mid-life refits on the Torpoint Ferries. This new commercial partnership will help us to reduce downtime, improve work scheduling, enhance collaboration and secure significant cost savings, all of which are instrumental to our ongoing success."

Refit work includes the replacement of obsolete equipment that is unsupported by spares, including replacement of major components within the sewage treatment plant and updating the diesel generator power and protection control systems to the latest generation. An extensive package of electrical work will be undertaken and each vessel will be painted above and below the waterline with more environmentally friendly paint products. Each vessel's bow and stern ramps will be removed for major overhauls to the hinges and structure. These ramps are essential to each vessel's operation and are raised and lowered thousands of times each year to allow vehicle and pedestrian traffic on and off the ferries.

Steve Jones, Managing Director, Operations and Site Director for A&P Falmouth said: *"Over the last 20 years we have enjoyed a strong working partnership with Tamar Bridge and Torpoint Ferry. A&P has amassed vast experience working on the original three*

ferries as well as this latest generation of chain ferry. We are delighted to have signed a commercial partnership agreement with Torpoint that will see A&P provide even more value-added services and expertise in order to provide improved cost and refit schedule efficiencies."



Steve Jones welcomes Mike Shillaber and Paul Davey from Torpoint Ferries to A&P Falmouth to celebrate the new partnership agreement

TROY DOCKS IN FALMOUTH

Beating competition from European shipyards, A&P Falmouth has completed the dry-docking of ABC Maritime's double hull oil and chemical tanker, Troy.

The Falmouth team carried out a comprehensive 17-day refit package during the vessel's dry-docking last month. Work included the class intermediate survey, renewal of the main deck cargo heating pipework, extensive deck cargo washing and line replacement, the overhaul of the main engine including turbo charger, fuel gear and associated pumps, a bow thruster seal change and overhaul and a number of small steel repairs.

Stuart Bartle, Chief Operating Officer of ABC Maritime said: *"ABC Maritime has had a long relationship with A&P having*

docked the Troy in Falmouth in 2008. It was A&P's commitment to health and safety, quality workmanship and project management that made them the right choice for this project and the team has been outstanding throughout, even in the face of a very tight schedule."

Steve Jones, Managing Director, Operations and Site Director for A&P

Falmouth said: *"We were delighted to welcome Troy back into Falmouth and to build on our relationship with ABC Maritime. This project called upon the full breadth of A&P Falmouth's services, including use of the on-site workshop for the overhaul of the bow thruster. Thanks to the team's strong project management and scheduling skills, the work was delivered on time, to budget and without compromise to quality."*



ABC Maritimes Troy approaches A&P Falmouth

MOD AWARDS TEN YEAR £239 MILLION FUTURE IN-SERVICE SUPPORT CONTRACT TO A&P

The Ministry of Defence has awarded A&P Group a follow on Future In-Service Support (FISS) contract for the Bay Class vessels - RFA Mounts Bay, RFA Cardigan Bay and RFA Lyme Bay as well as RFA Argus and Ocean Survey Vessel HMS Scott.

The ten-year In-Service Support contract will see A&P Group build on its long-standing relationship with the MoD and provide global maintenance support to these vessels.

The contract will be delivered by A&P Falmouth, which is already recognised as a centre of excellence for the through-life support of RFA Argus and the Bay Class vessels. A&P Group will now maintain four RFAs vessels and one Royal Navy vessel from Falmouth. This contract will assist A&P Falmouth in making a significant contribution to the local marine sector and Falmouth economy.

Mr John Syvret CBE, Chief Executive Officer of Atlantic and Peninsula Marine Services said: *"I am proud of the entire Falmouth management team and workforce on being awarded this prestigious contract, which allows the company to continue to build on the exceptional service delivered to our customer the Royal Fleet Auxiliary over many years, and will underpin the A&P Falmouth business for the next decade to come".*

David McGinley, Managing Director of Atlantic and Peninsula Marine Services Limited said: *"Securing the new FISS contract is testament to our team's unique understanding of the RFA's requirements and is the result of a collaborative relationship with the MoD that has always been based on shared objectives. As a competitive and commercial ship yard, we will continue to provide the MoD with significant efficiency gains and cost-savings under the terms of this contract."*

To date, A&P Group has carried out eight major refits and 117 maintenance packages on RFA ships, completed 39 overseas work packages and managed and installed more than 500 alterations

and additions packages - all delivered 100% on time to the MoD.

The contract forms part of a wider £1bn deal that will secure hundreds of jobs at shipyards right across the country. Defence Minister Stuart Andrew said: *"This deal secures work for some of our world-leading shipyards into the next decade, supporting over 700 jobs for workers to ensure our ships remain at sea to defend the nation. This vital work is not only great news for our Navy, but also underlines the importance of defence to our national skills and prosperity."*



RFA Argus will be supported by A&P Group in her global operations for the next ten years

UNITED STATES NAVAL SHIP CHOOSES FALMOUTH

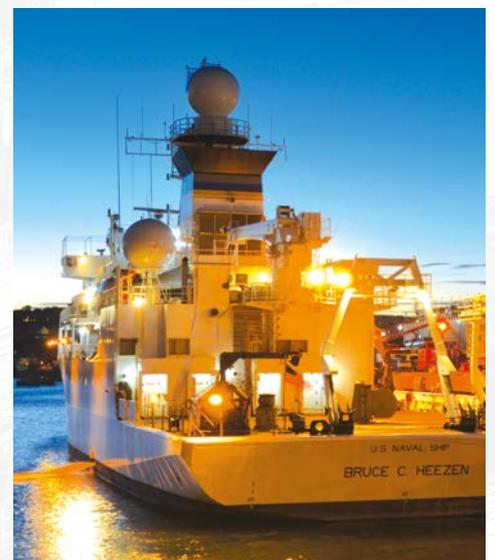
United States Naval Ship Bruce C Heezen docked in Falmouth last month for an extensive programme of maintenance and repair works.

The 4,700 tonne Pathfinder class oceanographic survey ship, which is operated by Military Sealift Command, was alongside Queens Wharf for a 24 day inspection and deep-clean.

This was the third time the US Navy has sent one of its military vessels to A&P's Falmouth facility. A&P Falmouth provided a full underwater hull inspection and

clean, followed by an in-water repaint as well as various exterior deck repairs and equipment inspections and the opening, cleaning and inspection of the ship's tanks. The team also carried out cleaning of the C-Band Dome, heat exchangers and HVAC ductwork.

USNS Mary Sears, Bruce C Heezen's sister ship, visited Falmouth for a similar work package in Autumn 2016 and again a few months later to embark and disembark stores.



A&P Falmouth welcomes naval ship Bruce C Heezen to UK waters

DESIGN TEAM GROWTH

A&P Group has invested in its design team with the appointment of a new mechanical engineer as it prepares for growth.

The design team, based at A&P Falmouth, has grown from two to five employees over the last 12 months and provides vital design expertise to RFA vessels under the Cluster Contract and a number of commercial vessels including Condor Ferries and James Fisher Shipping Services.

Mechanical engineer James Taylor is the newest addition to the team and joins straight from Plymouth University, where he graduated with a BSc (Hons) Mechanical Design and Manufacture. His appointment follows that of design engineer Alec Rowling and also Ben Casley, who made the move from A&P yard electrician to full-time design engineer, earlier in the year.

James' arrival helps to give A&P's integrated design service the additional capacity it needs to support the Ministry of Defence contract as well as expand its reach into the commercial marine sector and support A&P Group's wider fabrication and production activities.

A&P Group offers a full service in-house design service which includes electrical, mechanical and structural engineering, provision of comprehensive installation

specifications, draughting facilities, safety assessments, lighting surveys, feasibility studies, engineering reports, mooring analysis, air/wind flow analysis and liaison with Class and Flag Authorities.

The team also works closely with a dedicated team of specialist subcontractors. In particular A&P can provide design advice and installation expertise spanning simple fabrication

works right through to the integration of new systems, such as ballast water treatment. All work is undertaken in accordance with Classification society guidance and approval is given where necessary.

Steve Walden is the Design Manager at A&P Falmouth. He said: **"We've invested in the team over the last year and James is a very welcome addition. He will really boost our skills-set and will be instrumental in our continued growth."**



Steve Walden with his design team, James Taylor, Russel Pollock, Alex Rowling & Ben Casley

INTRODUCING... ALEX ROWLING

What's your role?

"It's my role to provide production-ready design specifications for implementation at scheduled refit periods and when operational vessels require urgent safety and capability improvements."

"These design specifications mainly consist of A&A specifications and technical queries (TQs) and capture individual projects for implementation on single and multi-class vessels."

"There is a cradle to grave approach to developing the specifications and I'm responsible for planning, costing, developing, designing and finally supporting the team while they implement the work. When there is a ship in refit, I attend frequent supervisors' meetings and support the team with design requests. This generally involves developing TQs and liaising with ship staff and the wider A&P team."

Where did you work before A&P?

Before joining A&P Falmouth, I was a student at the University of the West of England. I graduated with a 2:1 in Mechanical Engineering in 2017.

What do you like most about your job?

"Coming from a mechanical engineering background, I have a natural curiosity for fluid systems and structural design. Working as a design engineer on multiple large ships really suits my knowledge and there are multiple projects I can get my teeth into. My favourite part of the job is being responsible for planning and managing my own projects. My aspiration in life is to become a chartered project manager and this job provides me with the building blocks to do that."



A&P's Alex Rowling outside the A&P Falmouth Cluster Office

TEN MINUTES WITH ANDREW RODDEN

Andrew Rodden is A&P North East's commercial director, working from A&P Tyne in Hebburn. Andrew began his working life at sea in the Merchant Navy, working on tankers and offshore construction vessels, before moving ashore to pursue a career in ship repair. Here, he tells Excel more about his work with A&P:

What does your role involve?

It varies tremendously but generally falls into one of four areas. Firstly I'm focused on client engagement and making sure that we build and maintain good relationships with our clients to generate repeat business for A&P. Secondly, I'm involved with business development as well as supporting the day to day business in the North East and managing a team of people across our Hebburn, Tees and Great Yarmouth facilities. Finally I'm also responsible for sharing our expertise and delivering a positive message to the market by attending exhibitions and events.

What trends are you seeing in the market at the moment?

Overall, the market is improving and there's renewed confidence all round. A few years ago schedule and minimising time in dock was the principle driver for clients, but now budget is on an equal footing as clients have become far more cost conscious. We've been focusing on how we can offer greater efficiency and innovation for our clients for some time.

Which parts of the business are you particularly keen to develop?

We're currently pushing hard to expand our fabrication order book, particularly in the offshore renewable sector. Many of these offshore renewable project leads are looking for suppliers with transferrable skills who can demonstrate a long-standing, risk-free track record of precision engineering. A&P has been doing that for decades and with collaboration already such a strong part of our offer, we're well placed to deliver on their expectations.

What do you think the biggest challenges are for A&P going into 2019?

The biggest challenge for A&P is to remain competitive in terms of pricing, service provision and our approach to client projects. There are a number of different opportunities for us in relation to supporting ship owners with the installation of scrubbers and the increasing number of reactivations of offshore vessels and being competitive will be instrumental in winning these.



A&P North East's Commercial Director with colleagues Emma Harrick and Chris Davies

What implications do you think Brexit will have for A&P?

Brexit is an opportunity although it is not without its risks. We expect it to open up more collaborative possibilities with European businesses as many of the bigger players rethink their options. There is a clear opportunity for A&P in the offshore renewable market in particular, thanks to our appetite for a

UK supply chain. Labour is perhaps the biggest concern and it's because of this that we have invested heavily in our apprenticeship programme. It allows us to actively encourage and support the trades we find the most difficult to recruit, such as welders and platers, and bring new talent into the business.

'MEET THE BUYER'

More than 30 suppliers joined A&P Group for its first 'Meet the Buyer' event last month.

Hosted at the Mercure George Washington Hotel in Washington, Tyneside, the event brought together a diverse range of suppliers and specialists, all keen to work with A&P Group across the UK.

Carol Hall, A&P Group's Supply Chain Director organised the event. She said: *"As part of A&P Group's continued growth it's vital for the business to explore the wider supply chain in order to give the business the flexibility required to meet the needs of current and future markets."*

"We met with some very interesting businesses at the event, which was focused heavily on our commitment to health and safety, quality and delivering on time and to budget. We look forward

to developing new relationships as we build an even more robust and sustainable supply chain."



Carol Hall leading the A&P Supply Chain

JOINING FORCES WITH ENERGI COAST

A&P Group has joined Energi Coast, the representative group of companies for the North East of England's offshore renewable sector as a member of the steering group.

Founded in 2011 by NOF Energy to promote the region's extensive offshore renewable expertise and unique offering to the offshore wind industry, the group is committed to championing the region's capabilities and the depth and breadth of expertise of its supply chain.

Since then Energi Coast has matured into a progressive and established cluster, committed to showing that the North East can deliver every element of building an offshore wind farm from foundations to design, cable and marine structures.

Emma Harrick, Business Development Manager - Renewables at A&P Group said: *"We are delighted to be part of Energi Coast and recognise the importance of collaboration with our peers to maximise opportunities for the region as a whole."*

"At A&P Group we have been fabricating large scale and complex structures for decades and are keen to expand our reach into this sector. Direct load-out capabilities into the North Sea and our ongoing support throughout windfarms' lifecycles, makes us well placed to serve offshore developments in UK waters as well as further afield."

"It's because we understand the needs of the industry and the demands attached to delivering offshore capex

infrastructure projects, that we work collaboratively with clients to deliver efficiency savings and drive the industry towards a subsidy-free future. We look forward to working more closely with Energi members and pooling our collective expertise and resources."



Emma Harrick, Business Development Manager - Renewables representing A&P Group at Energi Coast

CHRIS DAVIES JOINS THE MARINE BUSINESS DEVELOPMENT TEAM

Chris Davies, former Group Business Development Manager of VShips Offshore and Commercial Manager of Bibby Ship Management, has joined A&P Group's business development team.

As Business Development Manager for Marine, Chris will concentrate on building relationships with key marine stakeholders, maintaining a pipeline of new opportunities, pursuing key tenders and providing account management support.

In Chris' previous roles, he supported teams in the UK, Monaco, Norway, Singapore and Brazil for VShips Offshore and was integral to the delivery of one of the largest oil and gas third party ship management contracts with BP Exploration while at Bibby Ship Management. Chris is also a director of the Shipping Professional Network London.



Chris Davies joins A&P North East

CASHING IN WITH COFFEE

Employees from across A&P Tyne and Tees have raised more than £500 for Macmillan's Cancer Support after taking part in the World's Biggest Coffee Morning in September.

Thanks to A&P's willing volunteers and creative home-bakers, employees were treated to an array of tasty treats, home-made cakes and drinks to raise money

for the cause. The total count came to an impressive £533.23! Celebrating its 25th year, Macmillan's World's Biggest Coffee Morning is now the largest and longest-standing fundraising event of its kind in the UK and all funds raised help to support people living with cancer.



A&P North East participated in the World's Biggest Coffee Morning

BUSY SUMMER FOR A&P'S LIFEBOAT VOLUNTEERS

The summer of 2018 proved eventful for two members of the A&P Falmouth team, thanks to their work as volunteer crew members for the local RNLI.

Andrew Edwards, UKCCATS Programme Manager and Jamie Wakefield, UKCCATS Programme Engineer volunteer for Falmouth RNLI, which is based at the life boat station, just a short distance from A&P's Falmouth facility.

Along with other dedicated volunteers, Andrew and Jamie make up the lifeboat crew for Falmouth RNLI's two emergency vessels; a B Class Atlantic 75 inshore lifeboat and a Severn class all-weather lifeboat. And with the Falmouth life boat station being the busiest in Cornwall, there's never a dull moment for the intrepid duo, who can be called out at any time during the day and night, seven days a week.

Summer season is the busiest time of all and this year saw seven call-outs in the first week of August alone. Incidents ranged from missing person searches to towing broken down boats, providing medical assistance for people who had taken ill on-board yachts and carrying out medical evacuations from tankers.

Andrew Edwards, A&P's UKCCATS Programme Manager said: *"A&P demonstrates a great degree of flexibility and trust in allowing us to be on call for the RNLI. They give us the freedom to manage our work loads accordingly, understanding the importance of the service that the RNLI provides to the Falmouth community."*



A&PTM

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