



A&P Falmouth Summer 2007 Newsletter

See Page Two for:
**Focus on the Paint
Department**

**New facilities
planned for Falmouth**

MESSAGE FROM PETER CHILD, MANAGING DIRECTOR

Welcome to A&P Falmouth's Summer 2007 Newsletter.

This quarter we feature our excellent in house Paint & Blasting department led by Nigel Best, Rod Churcher and Kenny German who many of you know. Our Paint Gang also organise a lot of events at the yard for good causes. Last month they held a rugby match against Falmouth Rugby Club, raising money for the family of one of our paint gang; next month will see the 6 a-side cricket tournament at Falmouth Cricket Club for the Air Ambulance. A&P ladies (see picture below) also recently ran in the Race for Life in Falmouth raising well over £1000 throughout the yard for Cancer Research. We know Shiprepair is a people business and the whole team at Falmouth are the real assets in the yard.



SAFETY FIRST

Our primary objective to continuously improve safety has been achieved this year with first quarter results better than target. The drive has involved considerable planning that has involved everyone including ships' staff and contractors.

3&4 DOCK PROGRESS — A&P Falmouth has a business development team led by Jez Littlejohns and Steve Tellam who are looking at our No 3 (228m by 26.8m) and No 4 (172m by 26.2m) docks. "Quickest with Quality" is the plan and we have been working with our partner customers to improve turn-around and reduce costs by working together openly. Results are promising and we are achieving a good degree of repeat business with James Fisher, Serco and Gardline to name a few. Budgets are being held by improved planning with our customers and use of regular European Labour sourced through our Long Term suppliers EAPL and Taylors. We still have a way to go but at present both docks are almost fully booked until September this year which is a good sign.

FEATURE: DAVID DANIEL

David Daniel has been with A&P Falmouth as Commercial Director since 1997 and has been involved with ships and the sea since joining his first ship at the age of 16. David is a master mariner and chartered naval architect and well understands the pressures and requirements placed on the ship operators of today.



RECENT VESSELS & REFITS

James Fisher Tankships

Drydocked *Pacific Pintail* and *Forth Fisher* for general repairs. Also alongside repairs to *Shannon Fisher*, *Chartsman*, and *Solway Fisher*. Giving James Fisher great flexibility to conduct short stop-over 'in-service' for ongoing repairs and maintenance.



**Forth Fisher leaving
Falmouth**



Pindar Maritime

7-day docking refit for the 50-year old *Hatherleigh*. This ex-trawler is now an alternative events venue for product launches, press days and social functions. A&P demonstrated that Falmouth is well able to repair all size of vessels.

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Gardline

Ocean Researcher undertook a periodic drydocking which included paintwork and general drydock repairs. A major 5-week mobilisation and refit to modify and reposition deck machinery was also carried out.



P&O Ferries: Major annual docking refits at Falmouth have been undertaken on:

Pride of Canterbury

Pride of Calais

Pride of Bilbao

European Seaway

Pride of Burgundy, and

(pictured here)

Pride of Dover.



WORKFORCE—The real assets

For the last year or so the Company has enjoyed a good order book which has allowed continuity of employment for our **210 skilled employees** plus **12 apprentices** and **102 staff**. In addition the yard regularly employs up to **200 casuals** and **European labour** to increase the skills.

Looking forward, the confidence gained over the years, and the agreements we now have with some of our major customers, further recruitment is planned to ensure that our skills base is sustained. It has been some years since Falmouth has been in such a strong position, long may it continue!

FOCUS ON THE PAINT DEPARTMENT

Nigel Best, Paint & Tank Cleaning Project Manager. →

Nigel started at Falmouth as a tankcleaner in 1974, he was taken on as a painter in 1976 and became chargehand in 1983. Nigel was promoted to Paint Manager in 1995 and his department became a stand-alone department in 2005. Nigel is experienced in all aspects of surface preparation and painting work. He has been at the centre of trialing various new methods of paint application and was instrumental in introducing ultra-high pressure water blasting to Falmouth in 1997; the first yard in the UK to do so.



A&P Falmouth's Paint Department undertakes all surface preparation and painting within the drydocks and alongside and has the capacity to prepare and paint all areas of vessels ie hulls, superstructures, decks, holds, hatches, tanks and machinery spaces. Methods of preparation range from mechanical prep, gritblasting, UHP water blasting, vacuum grit blasting to semi-robotic UHP blasting using vacuum waste recovery.

Application by roller, brush, airless spray, conventional spray and recently introduced the 'Green' Dux reduced overspray system. The Team are experienced in application of all types of coatings from simple Alkyd Single Pack Paints to high solid epoxies, water-based coatings, glass flake epoxies, ice-coatings, and now silicone-based 'non-stick' technology coatings.



The Falmouth Tankcleaning Section is highly skilled in cleaning all types of tanks; heavy fuel oil, ballast tanks, sewage tanks, f/w tanks etc., and is also able to carry out preparation and painting of all types of tanks. Effective and efficient slop and waste oil /water disposal facility including 2 x 7 tonne vacuum tankers. The Team are trained in preparation and painting and are experienced in rigging any type of pump for moving a wide range of materials.

Equipment includes HPWW 10k pumps, UHP blast kit, Airless Spray system, Crawler system, Mech. Prep & Paint, Signwriting.



NEW FACILITIES PLANNED FOR FALMOUTH

Falmouth has embarked on an ambitious plan to redevelop the Docks. A&P recognise the need to revitalise the facilities to meet the new challenges posed by the increasing size of ships. The project will include a major capital dredge to increase the channel depth to 8.5M and an extension to the Queens Wharf to 400 metres with 9.5M dredged depth. Some of the dredged material will be used for land reclamation on the east side of the land leading to the Queens which will create further wharfage in the Docks basin totalling over 1000m. To provide first class facilities for visiting cruise passengers a cruise reception building will be built adjacent to the Queens. This will also incorporate a port Control Tower in which A&P and Falmouth Harbour Commissioner staff will coordinate all port movements. It is expected that the new facilities will allow the cruise business to grow to 100 cruise calls a year and also enhance the repair facilities for all our existing customers and the passing trade that Falmouth has always been able to attract due to its strategic location. The £0.5M environmental impact assessment for the project has begun with Royal Haskoning as lead consultants, this will be completed early next year with a project completion date in late 2009.



It is certainly an exciting time for Falmouth as A&P responds to the ever changing demands of the marine world and invests in repair facilities and wharfage for the future.