



Sep 29, 2021 13:20 BST

## Business bounces back for Peters & May on European sailing routes and at international boat shows

**Southampton, UK, 29 September 2021** – Peters & May, the leading provider of bespoke global transport solutions for over four decades, is pleased to report the return of a strong demand in 2021 from owners wishing to relocate their yachts; and feedback from customers at numerous boat shows suggests that 2022 will be busier still.

Despite pandemic-related hurdles, the year got off to a surprisingly strong start with numerous departures. P&M's ever-popular routes between

Northern Europe and the Mediterranean have seen regular sailings again in the intervening months, and there has been a marked increase in enquiries from clients interested in shipping their yachts within the Mediterranean itself. A recurrent motive in this respect is that boat owners often lack the time to undertake the sail themselves or have had trouble sourcing qualified crew and are opting instead to place the task in the capable hands of P&M's expert team.

“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. “This has helped to offset a significant decrease, cued by the introduction of American tariffs, in the imports of US boats which have been traditionally dealt with by our Netherlands office. However, we're eagerly awaiting some hopefully positive news on that front in the coming months, with the potential removal of these retaliatory tariffs.”

It has been a proactive and rewarding year for P&M on the boat show front as well, with representatives attending events in Cannes, Genoa, Southampton, Monaco and La Rochelle. The company is already gearing up for the Fort Lauderdale International Boat Show at the end of October and the **Düsseldorf show in January 2022**.

“The shows have felt gratifyingly busy,” says Stefano Grotti, Regional Manager, P&M Europe. “In speaking to customers, one common thread seems to be the same supply chain issues which have introduced a new series of challenges for the industry. Nevertheless, the relationships we have with our suppliers and shipping lines remain extremely robust. Together, we are working tirelessly and methodically to ensure that bookings and quotes are handled as quickly and efficiently as possible.”

Encouragingly, conversations at the boat shows with P&M customers on the manufacturing and broking side have revealed a surge in demand for both new-build and second-hand yachts. “On this basis,” Stefano Grotti concludes, “We feel confident that the remainder of the year and especially 2022 will see us cheerfully addressing the growing needs of new and existing clients around the world.”

For further information about Peters & May's activities and sailing schedules,

see: [www.petersandmay.com/en](http://www.petersandmay.com/en)

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### **Notes for Editors**

**For further information or to arrange an interview with Peters & May CEO, Simon Judson, please contact:**

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**Peters & May** has over forty years' experience delivering world-class international logistics services. It specialises in the global shipping of commercial and private vessels, as well as offering transport solutions for a wide range of cargo by air, land, and sea. <https://www.petersandmay.com/en/>

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