



7th September 2011

Dear Jessica,

Set up in 1999, Modesty has provided interior and exterior carpentry works for many of the world's most prestigious Superyachts. Although, as a rule, our customer base is mainly made up of 35m plus vessels we will and do work on any size vessel with our smallest client being a 4m vessel and the largest being 120m. We have advertised with Yachting Pages since it began and it is the only place we have consistently advertised each and every year since. YP has quickly grown to be the most widely used reference book for the majority of the world's Superyachts and also the work generated in relation to the cost of advertising through YP makes it foolhardy not to do so.

90% of our contacts come once the boats are heading to Palma and are generally through the Captain although we have also been contacted from further afield and at times by management companies. YP is the only place we keep advertising, and indeed increasing our advertising, despite cutting all advertising budgets within the company.

Keep up the good work.

Kind regards,

Jon Winstanley