



8th September 2011

Dear Jessica,

Here at Riviera Carpenters we provide carpentry services to yachts up and down the coast from St Remo to St Tropez. 75% of our business comes from our existing customer base, the remaining 25% comes from new customers. Yachting Pages has been largely responsible for bringing us those new customers and we have been with them since the first edition.

You can guarantee that whichever yacht you go on, from the 127m 'Katara' to the smaller 20m yachts, Yachting Pages is there on the chart table. It makes sure our message is right there where we want it bringing us calls from Captains, first mates, engineers, management companies and shipyards. Crew members that call us are usually visiting yachts or on yachts new to the area, whereas the shipyards call from further afield (Italy, Spain, UK...) where it is too far or too costly for them to dispatch their own carpenters.

Many thanks,

Matthew Stead