

Blair Reid Limited
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To whom it may concern.

Blair Reid Ltd is an international ship broking company, registered in the United Kingdom, offering broking services to shipping clients involved in ferries and roll-on roll-off vessels.

Founded in 1988, the company has **exclusively specialised** in the sale and purchase, and time and bareboat chartering of roro's and ferries. We are internationally recognised and act for banks, lawyers, insurers, national shipping lines and other government agencies.

Blair Reid Ltd is an independent company with an extensive and very diverse client base. Over twenty two years we have concluded sales and charters with most of the recognised ferry operators. These include:

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|-------------------------------------|---------------------------------|
| P & O Ferrymasters – Middlesbrough | Russ Group, Hamburg |
| Finnlines Finland | The Wehr Group, Hamburg |
| P & O (Irish Sea) | Tor Line, Sweden |
| P & O Portsmouth | Brittany Ferries, France |
| O.T.Africa | Irish Continental Ferries, Eire |
| Suardiaz | Cobelfret, Belgium |
| Cotunav, Tunisia | Visentini Group, Italy |
| Lloyd Sardinia, Italy | Norse Merchant Ferries, UK |
| Transmed, Spain | Seatruck Ferries |
| Goliat, Oslo | Seawheel, Ipswich |
| Condor Ferries, Channel Islands | P & O North Sea Ferries |
| Jay Shipping, Greece | Belfast Freight Ferries |
| DANE Line, Greece | Dart Line |
| Seaboard Marine, USA | Maersk/Norfolk line |
| Estonian Shipping Company, Estonia | Strait Shipping, New Zealand |
| Grimaldi, Italy | Peter Dohle, Hamburg |
| Saudi National Shipping Corporation | C N Marine |
| Crowley, Miami, USA | Cenargo, UK |
| Seacontainers | Isle of Man Steampacket |
| British MOD (sole consultants) | Brambles, Australia |
| Caledonian McBryne, Scotland | DFDS |
| Norse Island Ferries | Searoad, Portugal |
| Balearia, Spain | Iscomar, Spain |
| Interislander, New Zealand | |

David Reid looks after all chartering affairs, and Simon Robinson looks after all sale and purchase related matters. Individually, experience in this very specialist market exceeds 25 years.

Registered in England No. 2213646
Registered Office: 82 Wandsworth Bridge Road, London SW6 2TF
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