

Vol 1. SPRING 2015

# GUARDIAN NEWSLETTER



## Welcome from Teresa and David

Hello and a warm welcome to 2015. As armed guards and razor wire fall further out of favour due to campaigns for crew safety and legal restraints on the transiting of armed men across international waters, GUARDIAN™ is coming more to the forefront of security officer's minds as they look to protect their crews and cargoes.

2014 was a very productive year – we have confirmed GUARDIAN will stand up to sub-zero temperatures, which opens many more opportunities for the application of GUARDIAN. In addition we launched GUARDIAN Greenwater and new unit designs for rig installations. We also signed a distribution agreement with Sinwa and Mares Shipping to push GUARDIAN to the forefront of anti-piracy globally.

There are a number of exciting projects in the pipeline, with enquiries from two high profile companies to protect drill ships deployed to the Arctic, and a large insurer to potentially fit GUARDIAN and therefore offer savings for clients that do so. We are also looking into GUARDIAN being flag state approved after a request from a leading company in the sector.

2015 is off to a great start so talk to us now about how we can help you protect your ships, rigs and crew - new payment options available.

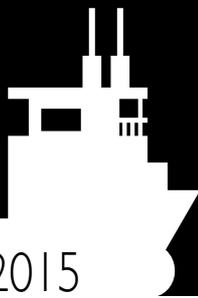
David and Teresa

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anti-piracy barriers



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## The Changing Face of Piracy

In 2015 alone, 29 piracy incidents have been reported to the IMB Piracy Reporting Centre. A report entitled Maritime Risks 2015 (compiled by Control Risks) reveals that maritime piracy and armed robbery rose by 26% in 2014, making this the highest level since 2011, when piracy in Somalia was at its peak.

While piracy in the African region has waned, it has hit an alarming peak in the Asia region, and with the emergence of petro piracy attacks, makes the East and South China Seas very vulnerable. In summary, piracy shows no sign of waning, it is merely evolving and moving to new locations.



## Expanding Global Manufacturing

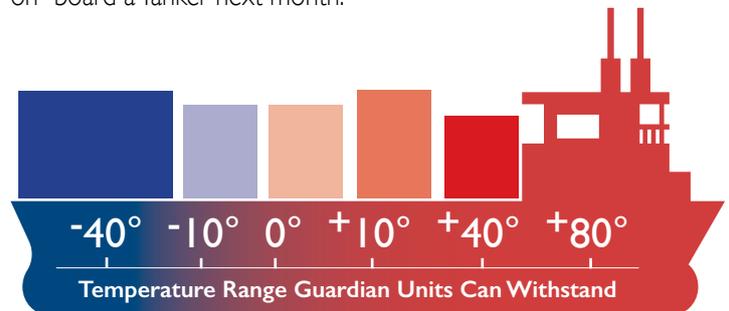


Guardian Maritime are delighted to announce that manufacturing has now begun in Cape Town. Path Plastics are a well-respected South African roto moulder who have worked closely with Guardian Maritime to develop an innovative Greenwater unit for tankers. Adhering to the same high quality Guardian clients have become accustomed to, having a manufacturer based in Cape Town enables a much faster delivery.



## GUARDIAN Greenwater launched

GUARDIAN Greenwater has been developed, following customer demand, to deal with the issue of greenwater on-board deck following turbulent weather conditions, and the first units are due to be fitted on-board a Tanker next month.



David Stevens, Sales Director at Guardian Maritime says "Following several months of development and trials, we have designed a modification to the reverse of the unit which alleviates the issue of Greenwater by providing a drainage mechanism. This means that the benefits to using GUARDIAN are two fold – it not only prevents against unwanted boarding but aids with the issue of green water, which causes untold damage and expense. GUARDIAN remains the only 100% undefeated solution against piracy."

GUARDIAN is currently protecting over 200 vessels which includes Tankers, Container ships, Oil drilling ships and a number of Ancillary ships. The combined vessel value protected by GUARDIAN IS in excess of \$22 billion, with over 4000 seafarers protected by GUARDIAN on average each day.

- GUARDIAN™ PROTECTS**  
209 vessels
- GUARDIAN™ PROTECTS**  
vessels worth \$22 million
- GUARDIAN™ PROTECTS**  
over 4000 seafarers

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## Guardian Maritime attend 34th WISTA International AGM & Conference

Guardian Maritime attended the 34th WISTA International AGM & Conference, which took place in Cyprus. WISTA is an international organisation of women working in the shipping industry, with members including naval architects, maritime lawyers, ship's engineers, insurance and purchase brokers, claim adjusters and many others working directly in the industry and providing services to the industry.

The conference provided an ideal opportunity to network with WISTA members from across the world, with GUARDIAN™ receiving a great deal of interest. Teresa Stevens, Business Director for Guardian Maritime said *"I thoroughly enjoyed my first ever WISTA AGM and Conference. It was great to meet women from all over the world, with the shared passion for shipping. See you in turkey in 2015!"*



**HAMPSHIRE**  
chamber of commerce



**Seavision**

As part of their commitment to local business, Guardian Maritime has joined the Hampshire Chamber of Commerce. Joining 2000 local businesses, the membership provides extensive opportunities for networking and events, alongside access to a host of exclusive business services.

Guardian will be entering the South Coast Business Awards 2015, which recognises the best in local business and achievement across Hampshire and the Isle of Wight. The event is organised by The Daily Echo and run in partnership with Business South and Destination Southampton.

We are also very pleased to have been approached by Seavision to help promote maritime industry employment as part of a week-long interactive programme at Wyvern College in Hampshire, which is something we are very much looking forward to being part of.



## Guardian Maritime meet with local MP Caroline Dineage

Caroline Dineage, Guardian Maritime's local Conservative MP, met with David and Teresa recently to discuss all things business. A strong supporter of small and medium-sized enterprise, UK industry and skills training in Parliament, Caroline uses her expertise as a member of the Business, Innovation and Skills (BIS) Select Committee to champion these issues. With over 20 years' experience as a small business owner, and appointed Small Business Ambassador for the South by the Prime Minister in June 2013, Caroline is well placed to offer business advice and information.



Teresa with Angie Redhead, WISTA-UK Personality of the Year 2014  
©Katerina Kalogeraki



Due to the company's ongoing success, Teresa Stevens was awarded "Entrepreneur of the Year Award" by WISTA-UK at their prestigious presentation evening held at the IMO recently.

Teresa said *"I was delighted to attend the event and feel very proud to have achieved recognition from an industry I feel so passionately about. It was a great evening and provided an ideal opportunity to network with people from across the maritime sector."*

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## SINWA Group and Mares Shipping GmbH become stockists and agents for GUARDIAN

Following on from the announcement of its global expansion plans, Guardian Maritime Ltd, producers of GUARDIAN™ anti-piracy barriers, wasted no time in signing a deal with SINWA Group, one of Asia Pacific's leading marine supply and logistics companies, for it to become its first dual stockist and agent outside of the UK.

With owners seeking a more crew friendly and environmentally responsible option in the fight against piracy, GUARDIAN, a proven alternative to razor wire, is a welcome addition to SINWA's anti-piracy product range. SINWA will not only be able to supply and fit ship owners and operators with the GUARDIAN system, it will also hold stock in Singapore to enable faster response times to both ship fitments and the supply of replacement units by specialist teams of GUARDIAN installers.

Commenting on why they chose GUARDIAN, SINWA said "We have been selling huge quantities of razor wire however through talking to the technical and safety people we heard about a number of problems arising from its use – one of which is the safety of the seafarers as the use of razor wire may cause significant injuries. Some companies using razor wire do not buy the proper equipment, for example not buying the right gloves, which endangers seafarers and leads to accidents on-board vessels."

They continued, "The other issue raised by some of our major clients is the impact on the environment. Nobody talks about the issue that arises

*when vessels come into Singapore Port – they are not allowed to have razor wire installed. Only a very few take it down and re-install or dispose responsibly, the majority simply cut it down and throw it overboard. Multiply that by hundreds of vessels every year and you have tonnes of rusting metal in the sea. We feel that GUARDIAN offers a complete solution to both issues as well as being a highly effective piracy solution."*

At the end of 2014, GUARDIAN further expanded its worldwide coverage and distribution by signing a deal with Mares Shipping GmbH, specialists in the supply of spare parts and technical equipment for ships, for it to become the latest stockist and agent.

GUARDIAN is an exciting addition to Mares's product range and Mares will not only be able to supply and fit ship owners and operators with the GUARDIAN system, but will also hold stock at its headquarters in Hamburg, Germany. This will enable faster European & transatlantic response times to both ship fitments and the supply of replacement units by specialist teams of installers – ensuring ship owners and operators great fast and effective customer service.

Claus Witt, Mares Managing Director, said "We have already talked with many ship owners about GUARDIAN and have received very positive feedback. As one of Europe's leading marine supply companies we will be using our global network to promote and sell GUARDIAN anti-piracy barriers to our clients."



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