

# Shipping Proposal

## Melges 24

### World Championships 2016

### Miami, USA

**Event Dates including registration and practice race:**  
**26<sup>th</sup> November – 3<sup>rd</sup> December 2016**

Contact:	Beth King Head of Operations	Diogo Diniz Key Account Manager
Email:	<a href="mailto:beth.king@gac.com">beth.king@gac.com</a>	<a href="mailto:Diogo.diniz@gac.com">Diogo.diniz@gac.com</a>
Office phone:	+44 (0)2380 489 928	

## Our Promise

Thursday 24<sup>th</sup> September 2015

Dear participant

It is our aim to work closely with you, and to assist in making the 2016 Melges 24 World Championships a great success for all the participants.

GAC Pindar and its overseas offices / partners will undertake to deliver all cargo within the time frame and will offer advice on all matters shipping related.

Transit times indicated are port to port, excluding any haulage time and customs clearance unless otherwise stated. Where technical areas are available earlier than the stated ETA, and without additional costs, it may be possible to arrange early delivery to minimize any off-site storage costs.

On arrival of containers on site, GAC Pindar will be responsible for containers until they are set down, whereby the responsibility is passed over to owners. On departure, once they are fully packed up, responsibility for the containers is assumed by GAC Pindar who will manage the collection, loading and onward shipping.

In addition to container & yacht shipping GAC Pindar can manage all additional freight requirements to support competitors and organisers alike, and can provide delivery address and customs services at each location.

**\*\*All container pricing is based on 1 x 40ft High Cube Liner Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

Kind Regards

Diogo Diniz  
GAC Pindar

# Who We Are

## Services

- Yacht and boat transportation
- Superyachts
- General marine freight
- Yacht spares
- Event logistics

## About Us

GAC Pindar is your first port of call for integrated specialist services in the marine sport and leisure sector, including yacht transportation, superyacht services, air sea and road freight, yacht spares logistics, sailing event management, ship agency and corporate hospitality.

GAC Pindar is a global provider of integrated shipping, logistics and marine services. Emphasising world-class performance, a long-term approach, innovation, ethics and a strong human touch, GAC Pindar delivers a flexible and value-adding portfolio to help customers achieve their strategic goals.

GAC Pindar is no stranger to the complex demands of sports logistics. It has a strong track record of providing speedy and efficient solutions for sporting events, including premier sailing events.

Established in 1956, GAC has its headquarters in Dubai, and employs over 10,000 people in more than 300 offices around the world.



## Extensive track record

### Official Logistics Partner for the Extreme Sailing Series

As official logistics provider for the series, GAC Pindar is responsible for every aspect of logistics provision, including transportation of all of the Extreme 40 boats that participate in the global series between the multiple locations on the event calendar. GAC Pindar is also responsible for transporting the supporting infrastructure, which includes onshore facilities such as the Extreme Race Village, media Centre, race support Centre and VIP area.

### Official Logistics Provider for Volvo Ocean Race

GAC Pindar was entrusted with the responsibility of providing a complete logistics support package for the 12th edition of the Volvo Ocean Race in 2014-15, including transportation and customs clearance of pavilions and hospitality infrastructure for the Race Villages, as well as broadcast and other support equipment for the ports the Race will visit over the course of nine months.

The 12th edition of the Volvo Ocean Race began in Alicante, Spain on 4 October 2014. The teams covered 39,379 nautical miles before the finish and a final In-Port Race at Gothenburg, Sweden, on 27 June 2015.



## OFFICIAL LOGISTICS PROVIDER FOR THE VOLVO OCEAN RACE

**THE RACE**  
38,739 NAUTICAL MILES, 11 PORTS,  
5 CONTINENTS AND 7 TEAMS.

**RACE LOGISTICS CHALLENGES**  
TWO IDENTICAL RACE VILLAGES LEAPROPPING  
EACH OTHER ACROSS THE GLOBE.

**CURRENT STANDINGS**

1<sup>st</sup> 2<sup>nd</sup> 3<sup>rd</sup> 4<sup>th</sup> 5<sup>th</sup> 6<sup>th</sup> 7<sup>th</sup>

**BRAZIL**  
Brasilia  
Itajaí BRA  
APR 19 2015

CAPE HORN

“A Chinese Gybe also known as a “death roll” is an accidental gybe caused by either strong wind or big wave. It forces the main sail to slam over, the boat to end up in the water with the keel on the wrong side keeping it on its side.”

**ITAJAÍ LOGISTICS CHALLENGES**

**21,000+ MAN HOURS**  
11 permanent GAC Pindar staff working to complete the logistics challenges.

**PLANNING STARTS**  
JULY 2014

GAC and GAC Pindar planning and preparations started in July 2014 and included multiple visits to Itajaí

**BUMP IN** 11 DAYS  
24 MAR - 03 APR

One container ship arrives from Sanya with 112 containers that has to go through customs in port. (Sanya in China via Vietnam and Malaysia to Itajaí, Brazil)

**BUMP OUT** 5 DAYS  
19 - 24 APR

Race village packed up as soon as boats depart. Customs takes place on site.

**ITAJAÍ 500m**

Air Freight arrives into Sao Paulo and is trucked 500 miles to Itajaí where custom complexity can be faced.

**x16**  
**x2**

Air Freight: 16 AKNs carrying team kit and media centre equipment + two Volvo cars

**PASS**

As the Volvo Ocean Race heads towards Europe, GAC Pindar's schedule starts to speed up - The Newport race village will open on the 5th May 2015

GAC Pindar is in the thick of ensuring the provision of a seamless logistics support package for the 12th edition of the race. This mammoth task includes logistics and customs clearance of the entire race village and gear for the crews, in addition to emergency supply of spare parts during the race.

Melges 24 World Championships 2016

5

## Route 1: Hyeres, France – Miami, USA

Pick up Address:	Base Nautique Municipal, Avenue du Dr. Robin 83400 Hyeres
Destination:	Miami Yacht Club, 1001 MacArthur Causeway Miami, FL 33132
Transit Times:	door/ door approx. 34 days

**40ft HC COC from Hyeres to Miami**

**USD 5745 / container**

### **Scope of Work: Free on truck Hyeres to free on truck Miami Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point Hyeres
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight Fos to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Miami Yacht Club
- 3 hours unloading and delivery of empty back to terminal

### **Exclusions:**

- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

### **Cranes rates Miami:**

Where schedules permit we propose a group solution to use of crane and grounding containers:

½ day: USD 1500

Full day: USD 2400

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

## Route 2: Genova, Italy to Miami, USD

Pic-up address:	Porticciuolo Duca Degli Abruzzi Genova, DE16128
Destination:	Miami Yacht Club, 1001 MacArthur Causeway Miami, FL 33132
Transit time:	door / door approx. 34 days

**40ft HC COC from Genova area Miami**

**USD 5825 / container**

### **Scope of Work: Free on truck Genova to free on truck Miami Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point to Genoa port
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight GOA to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Miami Yacht Club
- 3 hours unloading and delivery of empty back to terminal

### **Exclusions:**

- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

### **Cranes rates Miami:**

Where schedules permit we propose a group solution to use of crane and grounding containers:

½ day: USD 1500

Full day: USD 2400

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

## Route 3: Copenhagen, DK to Miami, USA

Pick-up address: Tuborg Havnepark 15  
DK-2900 Hellerup, Copenhagen

Destination: Miami Yacht Club, 1001 MacArthur Causeway  
Miami, FL 33132

Transit time: door / door approx. 35 days

**40ft HC COC from Copenhagen to Miami:**

**USD 5920 / container**

**Scope of Work: Free on truck Copenhagen to free on truck Miami Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point to Copenhagen port
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight Copenhagen to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Miami Yacht Club
- 3 hours unloading and delivery of empty back to terminal

**Exclusions:**

- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

**Cranes rates Miami:**

Where schedules permit we propose a group solution to use of crane and grounding containers:

½ day: USD 1500

Full day: USD 2400

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***



## Route 4: Gothenburg, SE to Miami, USA

Pick-up address: Hasteviksgatan 64  
426 71 Vastra Frolunda

Destination: Miami Yacht Club, 1001 MacArthur Causeway  
Miami, FL 33132

Transit time: door / door approx. 34 days

**40ft HC COC from Gothenburg to Miami**

**USD 6490 / container**

### **Scope of Work: Free on truck Gothenburg to free on truck Miami Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point to Gothenburg port
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight GOT to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Miami Yacht Club
- 3 hours unloading and delivery of empty back to terminal

### **Exclusions:**

- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

### **Cranes rates Miami:**

Where schedules permit we propose a group solution to use of crane and grounding containers:

½ day: USD 1500

Full day: USD 2400

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

## Route 5: San Antonio, CL to Maimi, USA

Pick-up address: Ave Ramon Barros Luco 1613/ 504  
San Antonio

Destination: Miami Yacht Club, 1001 MacArthur Causeway  
Miami, FL 33132

Transit time: door / door approx. 45 days

**40ft HC COC from San Antonio to Miami:**

**USD 4865 / container**

### **Scope of Work: Free on truck San Antonio to free on truck Miami Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point to San Antonio port
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight San Antonio to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Miami Yacht Club
- 3 hours unloading and delivery of empty back to terminal

### **Exclusions:**

- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

### **Cranes rates Miami:**

Where schedules permit we propose a group solution to use of crane and grounding containers:

½ day: USD 1500

Full day: USD 2400

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

## Route 6: Sydney, AU to Miami, USA

Pick-up address: Lower Parriwi Road, The Spit  
Mosman NSW 2008, Sydney

Destination: Miami Yacht Club, 1001 MacArthur Causeway  
Miami, FL 33132

Transit time: door / door approx. 56 days

**40ft HC COC from Sydney to Miami**

**USD 8155 / container**

### **Scope of Work: Free on truck San Antonio to free on truck Miami Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point to Sydney port
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight Sydney to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Miami Yacht Club
- 3 hours unloading and delivery of empty back to terminal

### **Exclusions:**

- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

### **Cranes rates Miami:**

Where schedules permit we propose a group solution to use of crane and grounding containers:

½ day: USD 1500

Full day: USD 2400

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

## Route 7: Genoa & La Spezia to Fort Lauderdale

Pick-up address: La Spezia

Destination: Fort Lauderdale Yacht Club  
Miami, FL 33132

Transit time: door / door approx. 34 days

**40ft HC COC from La Spezia to Fort Lauderdale:**

**USD 5465 / container**

### **Scope of Work: Free on truck La Spezia to free on truck Fort Lauderdale Yacht Club**

- Provision of shipping line container
- 3 hours loading
- Haulage of container from loading point to Genoa port
- Export Customs Clearance/Terminal Handling based on ATA Carnet
- Ocean Freight Genoa to Miami port
- Import Clearance ATA Carnet
- Terminal Handling and Transport to Fort Lauderdale Yacht Club
- 3 hours unloading and delivery of empty back to terminal

### **Exclusions:**

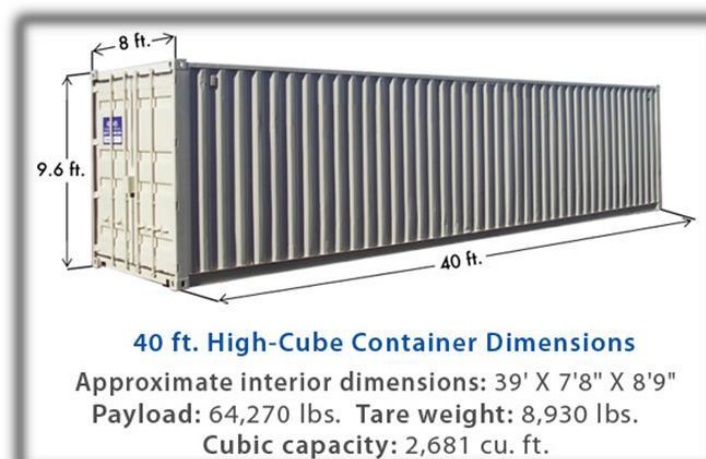
- ATA Carnet document (Quote for ATA Carnet is available on request)
- Crane at origin and destination to lift ground for loading/ discharge
- Detention & Demurrage charges – container must be returned to Line immediately
- Loading and lashing is the responsibility of the owner
- Customs Inspection charges, any applicable Duty or Taxes
- Additional surcharges applied by carrier
- Marine Cargo Insurance – available on request

**\*\*All container pricing is based on 1 x 40ft Shipping line owned High Cube Container. Rates are current as of September 2015 and are subject to fluctuation due to changes in transport costs such as surcharges implemented by carrier, BAF, CAF, fuel surcharges or exchange rate fluctuations\*\***

## Terms & Conditions

1. Rates exclude VAT where applicable.
2. Rates are for general non-hazardous cargo; no dangerous goods are permitted to be carried in any of the containers without prior notification and approval from GAC UK.
3. Rates are subject to equipment and space availability.
4. Rates are subject to incidental surcharges such as war risk, port congestion, peak season that may be applied by shipping lines in this trade.
5. BAF and CAF, if separately quoted, change on a monthly basis and would be applied at actuals at the time of shipment.
6. Rates are not inclusive of cargo insurance. We strongly recommend our customers to purchase the same.
7. All business is undertaken to our standard condition of carriage, which are incorporated into all contracts to which we are a party. Our standard conditions are available from our office on request.
8. Credit terms strictly 14days from date of invoice excluding any duty deposits which must be paid prior to arrival of containers at port of discharge.
9. All containers MUST be CSC certified, and GAC Pindar can arrange certification or renewal of existing certificates as per your requirements.
10. It is recommended that all goods in containers are shipped under the ATA Carnet scheme. GAC Pindar will assist in raising and managing your Carnet, for which you will need to provide to GAC Pindar detailed packing lists and all requested information. A minimum of 5 working days' notice is required prior to shipment.

### Reference:



# GAC Global Network



# GAC Approach

## GAC Compliance and Ethics

GAC Compliance and Ethics comprises GAC policies which provide guidance on how we conduct our business and put our ethics and values into practice. Our approach is underpinned by the GAC Code of Ethics and GAC Spirit, and overseen by the GAC Group Compliance Team.

GAC staff must comply with the Group Compliance and Ethics policies, to provide the highest standards to everything we do. All staff receive relevant training through the GAC Compliance and Ethics Course offered by the GAC Corporate Academy (GCA).

## Code of Ethics

The GAC Code of Ethics is more than just corporate window dressing. It is a guide for action, not just words. A true code of practice.

The GAC Code of Ethics sets out the basis of the GAC Group's relationship with customers, suppliers, staff and the law. At its core lies a determination to treat the Group's stakeholders honestly, fairly and with dignity. The GAC Code of Ethics is derived from the Group's operating values and practices and the GAC Spirit.

It reflects the GAC Spirit's values and acts to preserve them. The Code addresses:

- Global corporate ethics
- GAC customers
- GAC staff, subcontractors, consultants, and suppliers
- Community and environment

## Health, Safety, Security and Environment (HSSE)

GAC's strong HSSE policy is based on the belief that good HSSE management is essential for the well being of our employees, families, customers, visitors and all other stakeholders in the Group's services.

We believe that HSSE-related incidents can be prevented and their impact reduced through an effective HSSE Management System. The quality of our attitudes, actions, written documents and equipment reflects the level of our commitment to HSSE throughout the organisation.

## GAC Anti-Corruption and Bribery Policy

The GAC Anti-Corruption and Bribery Policy is at the heart of our commitment to conducting all business in an honest, ethical and transparent manner. We take a zero-tolerance approach to bribery and corruption, and are committed to acting professionally, fairly and with integrity in all our business dealings and relationships wherever we operate.

### **What it serves to do:**

- Sets out employee responsibilities
- Provides guidance recognition and handling of corrupt behaviour
- Identifies passive bribery situation
- Explains the importance of record keeping
- Highlights accountability at Group level

Our operations are in full compliance with anti-corruption regulations such as US Foreign Corrupt Practices Act (FCPA) and the UK Bribery Act 2010.

### **GAC Sanctions Policy**

GAC is fully committed to complying with all sanctions and trade restrictions when conducting our business. Whether imposed by supranational authorities such as the United Nations or European Union or individual nations, we take a proactive approach to ensure that the interests of the GAC Group, our customers, suppliers and staff are protected at all times.

### **Quality Policy**

Quality is the foundation of success, and has been at the heart of our working culture since GAC first started up in 1956. Today, GAC is an ISO-certified service provider, mainly audited by DNV. Our commitment to quality is reflected in our in-house Strategic Management System, GAC Total Innovative Management Excellence (GAC TIME), which is based on the principles of Quality Management System (QMS) and is also reviewed by DNV.

Through the effective application of the GAC QMS and GAC TIME, GAC defines our standard to enhance customer and employee satisfaction.



## Our Competitive Advantage

### We're global

The GAC global network covers thousands of locations. We combine our worldwide experience and resources with strong local contacts and expertise to make us a truly global operator with a finger on the pulse wherever a customer wants to go.

### We're integrated

Our wide range of shipping, logistics and marine services may be integrated to create a total package designed to meet the specific needs of each and every customer.

### We care

GAC is passionate about performance. In everything we do, we strive to deliver the highest standards to ensure success and satisfaction – both for us and our customers. We also care about doing the right thing, as reflected in our policies covering business ethics, HSSE, quality and transparency.

### We understand

GAC professionals have an in-depth insight into the markets they serve. They know the challenges, concerns and problems clients face, and they understand how best to tackle issues. We are in business to help our customers' businesses.

### We take the long-term view

For more than half a century GAC has been delivering support and expertise, sometimes in highly challenging environments. We are not in business for the quick buck, but take a long-term approach to ensure a solid, sustainable and flexible foundation of support to help our customers achieve their goals. Our financial stability is the result of decades of considered planning and strategy.

### We're respected

Our track record speaks for itself. For more than 50 years, GAC has been the trusted partner and service provider to many industry leaders across a wide range of markets.