



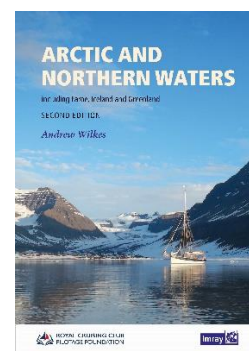
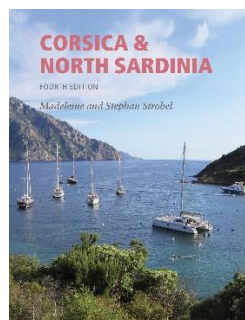
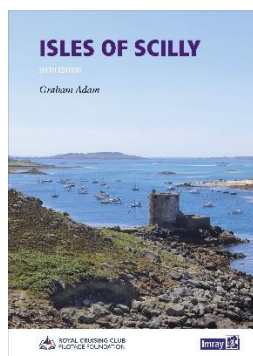
ROYAL CRUISING CLUB PILOTAGE FOUNDATION

2021 New Year Message

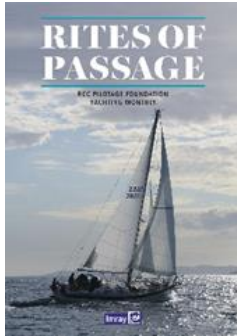
As I prepare this message for 2021, I have looked back on the same that was sent out this time last year. How we were on a roll then with a host of new editions and new titles for publication in 2020! And how that all changed with the onset of Covid 19 which began to affect our operation and our activities from the first quarter of the year!

With the restrictions on the ability to go sailing, unsurprisingly sales of Pilotage Foundation publications have taken a serious hit in 2020. Overall sales of Imray titles are down some 40% on 2019 with sales of the Mediterranean titles particularly affected, while Adlard Coles titles have also suffered similar declines. With diminished sales, the need to replace current editions with new has moved to the right. Together with the authors' inability to complete their research, this has led to a deferral in the timing of new editions.

Notwithstanding, a number of new editions were published in the year.



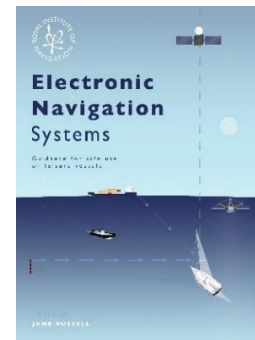
The 6th edition of *Isles of Scilly* (Graham Adam) was published in February, closely followed by 4th edition of *Corsica & North Sardinia* (Madeleine and Stephan Strobel). May saw the publication of Andrew Wilkes' 2nd edition of *Arctic & Northern Waters* in pdf format which was followed in November by the publication of the printed version. The new editions are significant steps forward on previous editions and, despite Covid, have sold well.



December also saw the publication by Imray of *Rites of Passage* – the product of a collaboration between the Pilotage Foundation who led the project and sourced the authors, Yachting Monthly who published the articles covering 13 passages in and around the UK in 2019 and Imray who brought it all together in an excellent publication in time for Christmas 2020.

All these publications are available through the Foundation's website www.rccpf.org.uk.

The Pilotage Foundation also had a significant role in the Royal Institute of Navigation's free to download booklet *Electronic Navigation Systems – Guidance for safe use on leisure vessels*, compiled and edited by Jane Russell in close collaboration with Paul Bryans. This is an authoritative and excellently presented review of the subject, funded by the Foundation's patron, Trinity House, and supported by the MCA, the RYA and the RNLi. It can be found at <https://rin.org.uk/page/ENav>.



In the coming year we look forward to the publication of new editions of *Atlantic Islands* and *Mediterranean Spain* in the spring, with the publication of new editions and new titles, *Germany and Denmark* and *South Pacific Anchorages*, following in the pipeline.

However, the outlook for 2021 is far from clear. Despite – or maybe because of – the new lockdowns this week, there is hope that, if the pandemic can be brought under control by the summer, sailors can return to the water. With this, sales of the Foundation's titles may rebound and authors can complete - or start – their research of new editions. Less clear however is the longer term impact that the pandemic will have on cruising activities generally and the market for Pilotage Foundation publications in particular.

Added to this is the further complication of the flooding of the Imray warehouse over the Christmas break. Stock levels of several titles will have been impacted with the full extent of the damage still being assessed. Imray are confident of recovering quickly from this setback but there is likely to be a knock-on effect on the timing of new editions and the probability of some reprint runs to replace lost stock.

Following research completed in the past year it has anyway become clear that there are challenges in what has traditionally been the market for the Foundation's publications with, in particular, increasing demand for access to pilotage information through a digital format. To this end the Foundation is working with Imray in their exciting new development, the *Imray Explore* web platform. This will provide pilotage information that is accessed via a digital map presentation with the option to 'layer' the selected information over digital charts.

Over the lockdowns in 2020 Imray have used social media to engage actively with their customers and the Foundation's authors have led some of the popular Imray *Facebook Live* sessions. A series of Imray/Pilotage Foundation podcasts is also in preparation. With the considerable commitment and energy of Hilary Keatinge, the Foundation continues to raise the Foundation's profile through Instagram and Facebook, valuably supported by authors through their generous provision of some wonderful photographs.

As we pass in to the new year, we thank our authors and publishers for their patience and continuing support through such challenging times. It has been good to see so many of our authors on our various Zoom calls in 2020, which we hope you found valuable. They were also an opportunity to introduce the two new authors to our community - David Hackett who is taking on Isles of Scilly, and John Chadwick who takes over Cape Horn and Antarctic Waters.

Depending on how the pandemic evolves we expect to be arranging further Zoom calls and hopefully will be reconvening the Authors' conference for October 2021 following its postponement last October.

We wish you all a safe, fulfilling and enjoyable 2021 – and certainly an improvement on the year now past!

The Trustees and Management Team
Royal Cruising Club Pilotage Foundation