

# Cosalt strengthens offshore position



Pictured viewing specialist equipment prior to dispatch to oil giant BP are Cosalt's managing director Winston Phillips (centre); GTC's former managing director Calum Melville (left) now Cosalt business development director; and GTC's operations director Stuart Melville (right)

**International marine safety business Cosalt, has strengthened its presence in the North Sea oil and gas market by acquiring Aberdeen-based GTC Group - a specialist lifting equipment and inspection management company.**

GTC supplies lifting equipment, rope access, tool hire, testing and management services. Established in 1990, the company has grown rapidly in recent years and underwent a management buy-out in 2001. GTC now has 260 employees and a turnover in excess of £30 million.

Explained Winston Phillips, Cosalt safety & protection's managing director: "We are delighted to be acquiring GTC. The business will significantly strengthen our capability and profile in the important offshore oil and gas market. GTC supplies a significant number of major oil companies operating in the North Sea.

"At the same time, there are opportunities to provide GTC's blue-chip client-base with our complimentary marine safety products and services. This will help us extend our reach into the larger offshore operators. Our plan is to establish further bases in Norway, Denmark and the Netherlands to service this market."

As part of Cosalt, GTC will be fully integrated into the company's existing 25-strong European branch network. Under the terms of the acquisition, GTC's former managing director Calum Melville will take on the role of business development director for Cosalt's entire lifting equipment and inspection business.

Said Calum Melville: "The chance to be part of Cosalt's rapidly expanding international business network was too good an opportunity to miss. Cosalt is a very focused organisation with a clear growth strategy. This announcement is great news for GTC's management team and our loyal client base." ■