

# Safer, smarter people

By Doug Duguid, managing director, EnerMech Limited

It's only 18 months since EnerMech launched but already our company is firmly established as a leading player in the mechanical services market both in the UKCS and internationally.

Our services and products, developed around a solid engineering core, are extensive but can be summarized as: equipment rental – zoned equipment and hand tools; hydraulics – flexible hoses, end assemblies, fittings, valves, testing and hose management; cranes and lifting equipment – operation, maintenance and rental; training – crane operations, lifting, rigging and safety training.



EnerMech's HR Director Shirley Smith

As a young company we have been able to harness the enthusiasm and energy of a start-up business with the 25 year heritage and hard earned experience of oil and gas industry veterans who have joined our group through a number of strategic acquisitions.

Our clients benefit from a win-win situation. On the one hand we offer fresh ideas, new approaches to problem solving and significant capital investment in new equipment and the latest technologies. At the same time, we have a depth and strength of staff, from directors and senior management to frontline engineers and technicians, who can draw on a wealth of experience from working in challenging environments across the globe.

Our management team has a proven track record of building up successful business in a competitive market place and have now come together again to position EnerMech as one of the industry's most innovative mechanical services company. That team – Michael Buchan (finance), Phil Bentley (operations), Derek Grant (commercial) and John Wingfield (business development) has recently been augmented with the addition of HR director Shirley Smith, formerly of Enso and Petrofac. Shirley will play a key role in integrating new staff in to the EnerMech organisation as the company continues to expand.

The acquisitions EnerMech has made were carefully selected and chosen as much for the mindset and strengths of the people running those companies as for the strategic value and products and services that was added to the EnerMech portfolio.

The acquisition of SMS and A1 Safety Training in Aberdeen and Great Yarmouth not only expanded our crane, lifting and safety training offering, but brought on board a bank of talented professionals including John Morrison (now EnerMech managing director of cranes and lifting division) and Rod Leech (now director of training). When the cranes division of Bjørge ASA was acquired some of Norway's leading cranes and lifting specialists, headed by Trond Møller, joined the EnerMech payroll, giving us a critical advantage over competitors in the Norwegian cranes sector.



Flexible hoses assemblies

And the same holds true in the Middle East with the assimilation of UAE companies Pavitt Energy and Scotia Oilfield Training. Not only did this give us an important foothold in the Middle East – plans are underway to build new facilities in Ras al-Khaimah and Doha – but Pavitt Energy co-owner and former PSL manager, Charlie Topp, joined us to lend his considerable experience in the region.

In Australia and Singapore, we have also been fortunate to add seasoned operators Ben Finlay (regional director), Iain McKenzie (general manager cranes) and Grant Paterson (cranes and lifting superintendent) who between them have more than 50 years experience in the Asian Pacific engineering/cranes market.



New apprentices Jarvis Ferguson and Steven Dey

Our investment in top quality personnel does not stop at the boardroom door but extends to every department - from operations, engineering and logistics to commercial, procurement, finance and business development. While we place great importance on experience we are also investing in the future by introducing a rolling Modern Apprentice programme under the supervision of QHSE manager Malcolm Kennedy which ensures that the skills critical to our business success is in place and we have the right people, with the right skills, at the right time. Jarvis Ferguson and Steven Dey are the first two youngsters to start the scheme and we look forward to adding further apprentices and graduate trainees as the company grows.

Equally we place a great deal of emphasis on staff development and offering opportunities to staff who have supported our growth and embraced our ethos of going that extra mile to meet the needs of our customers.

Responsiveness is an over-used term nowadays but we can genuinely say that the introduction of a range of unique online services such as EnerMech LIVE, OHM (online hose management system) and RFID tagging, the level of onshore/offshore support we provide, and the geographic locations we operate in, is in direct response to customer demand.

The ethos of listening to what the customer wants and reacting to provide tailored client solutions is instilled throughout the EnerMech organisation. By expanding our services and presence around our customers we can consistently exceed service quality delivered by competitors, to the locations where clients need them the most.

A business will thrive and succeed on strong relationships – internally and externally. EnerMech will continue its drive to invest in quality personnel, equipment and facilities while listening and



The management team that started it all

adapting to client requirements and remain focused on providing safer, smarter, solutions to the mechanical services sector.

## Subsea Technology

At EnerMech we constantly strive to deliver new and innovative solutions and challenge the accepted norm. That's why we have invested £200,000 in developing the capabilities of our crane simulators to include subsea lifting operations.

In what is a world first, we have developed software which is exclusive to EnerMech which allows the simulation of a wide variety of subsea installation activities – from pipespool and riser installation to the installation and retrieval of BOP's, Trees and valves. The subsea simulation software will be utilised in the training and competency assessment of crane operators from all types of marine vessels.

The subsea installation simulator also has the

potential to be used in diver communication training and already there is significant interest from clients who have seen the prototype version in action. It will, for the first time, allow us to train and assess crane operators undertaking subsea lifting operations in the safety of an onshore controlled environment.

This subsea extension will provide clients with the opportunity to have the competency of crane operators assessed where, for example, they are going to be involved in diving operations where the crane operator cannot see below the surface and is therefore working "blind", with the obvious consequential risk.

We envisage this form of subsea training will prove cost effective to clients as it will negate the need for trainers/assessors to be deployed offshore where the training agenda can be delayed through operational and weather constraints.

This follows on from a £500,000 investment in

## EnerMech Services

- Cranes and lifting equipment
- Equipment rentals
- Hydraulics
- Pumping equipment
- Personnel
- Specialist training

a new crane simulator which has been deployed in the Australian-Asia Pacific region. It gives EnerMech the only integrated, commercially available, offshore crane training simulator in the Asia-Pacific market and underlines our determination to expand operations in this sphere.



EnerMech's Subsea simulator in Perth

The simultaneous investment in new technologies, equipment, operational bases and in key personnel is part of a focused campaign, driven by our customer's needs, to constantly deliver safer, smarter, services in a way which best suits the client. ■

To find out more about our new technologies, including our desktop crane simulator, our new subsea module, and to receive real-time demos on our Online Hose Management Service and EnerMech LIVE (our 24/7 web-based reporting tool), make sure you visit us at Offshore Europe.

The EnerMech stand is located at E11, just inside the main entrance and next to the Registration Area



EnerMech's extensive new facilities at Howes Road in Aberdeen