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## **We should offer our services to the oil industry**

-There are huge opportunities for Faroese companies to participate in the oil industry, in the event oil discoveries are made in the Faroes, says the CEO for EL Service, Mr John Eli Olsen. Oljan. fo has interviewed Mr. Olsen. One of the Faroese companies, which over the past many years has monitored oil industry developments in the Faroes, is El Service from Skála on the island of Eysturoy. Representatives from the company have participated in many oil industry conferences and last of these was Offshore Europe 2011 in Aberdeen.

Visibility -If you are not involved from the very beginning, the danger is that you are not involved when the oil arrives, says Mr Olsen, who has no doubts that it is correct for the Faroese companies who wish to become part of a future Faroese oil industry, to participate in oil conferences. He also believes that new aspects emerge all the time, which the Faroes also must take into account, as exploration once again gets off the ground in six months time or so. El Service has been involved in several tasks within this industry, both at home and abroad. When a drilling occurs in the Faroes, there is very often a requirement for El Service for smaller repairs etc. - -We try to make ourselves visible at exhibitions/conferences and establish contacts, but it is a very strenuous, tedious and time consuming task to become part of this industry. Competition is fierce, so many challenges lie ahead, but I have no doubts that Faroese companies ought to and should offer their services to the oil industry.

Many tasks Q - Where is a company like El Service required within the oil industry? A - -In many areas. If we look at drilling platforms, we are capable of undertaking various equipment testing and repairs. If refurbishment is on the agenda, we can do all the electrical installations required. Then these are the supply vessels, which we service quite often for smaller repairs. El Service has had several larger and smaller tasks for the oil

industry. For example they have hired people to the large Norwegian company Aker in connection with the new-building of offshore vessels and also other vessels. El Service employed forty people during their most busy period. Personally, Mr Olsen believes that instead of hiring people for tasks in Norway, they ought to tender for such tasks themselves, as this is the only way to gain such vital competence, which such a task has in its wake - -We wish to go to Norway as a company, instead of just hiring people out for specific tasks. Mr Olsen recognises huge opportunities for Faroe companies in the oil industry. The task is to have the various subcontractors use Faroe companies, something they must do according to the quayside principal. -The question of the quayside issue was definitely decided in the correct way. We only have to look at Atlantic Airways, Thor and Atlantic Supply Base, who all have landed important tasks in connection with drilling operations. Good advice to Greenland Mr Olsen was one of those who visited the Greenland stand at Offshore Europe. He was surprised that Greenland has not looked at the Faroe legislature, for example the quayside demand, which would benefit Greenland also. He was also surprised to see that everything associated with the oil industry is operated and controlled by Danes - -If we look at the supply base, it is 100% Danish. It is the very same people who intended to locate a supply base at Drelnes on the island of Suðuroy, but who lost out in competition with Atlantic Supply Base in Rúnavík. I am quite convinced that if Greenland does not do something similar to what has been done in the Faroes, the local Greenlander will never ever become involved with an oil industry. They must fashion some tool to apply pressure upon the oil companies, so they understand that in Greenland there is an active industry, which wishes to become part of a development process. Greenland is so far-flung that I can imagine that many of the oil companies think there is no local business/industry. Those who think so are wrong. Greenlanders and just as capable as we are, says Mr Olsen. He adds that things can move very fast in this industry and therefore Greenland must hurry before it is too late - - However, if one gets a foothold it is difficult to let go again. He also hopes that Greenland and the Faroes will establish a cooperation and learn from one another, thereby making the oil companies utilise the local industry.