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Faroese in a Chinese oil industry

-It takes patience and a lot of time if you are to be recognised in the international oil industry. However, if you have flexibility, a stable and capable work force, many doors can be opened, says Mr Mouritz Mohr, the managing Director for PAM Offshore Service. Nine Faroese tradesmen to China The Faroese newspaper Dimmalætting carried the news last Tuesday, that this Faroese company seems to have gained a foothold in the Chinese oil industry. PAM Offshore is in the final stages of signing an agreement, whereby the company will charter Faroese tradesmen for tasks in the Chinese oil industry. Oljan.fo has spoken to the PAM Offshore director, who is also the managing Director for MEST, formerly known as Tórshavnar Skipasmiðja. Mr Mohr confirms the news in Dimmalætting and says they are currently working on putting the final touches to the agreement. The agreement states that nine Faroese electricians and welders will be chartered to a foreign company, which is conducting tasks in China. The workplace will be an offshore platform, operating in Chinese waters. Proud This is all very exciting and we can all, on behalf of PAM Offshore and the Faroes, be very proud and pleased to see that Faroese tradesmen are sought after as far away as China, says Mr Mohr. He makes no secret of the fact that Faroese electricians and welders have done a commendable job within the Norwegian oil industry. This is now benefitting the Faroes and Faroese. It takes time to build this up and it shows that Faroese labour force has gained a very good reputation. Hopefully we will be able to sign this agreement within fourteen days. He is looking forward to seeing Faroese industry targeting services to an oil industry, both in the Faroes and abroad. Since 1998, PAM Offshore has chartered people to the Norwegian oil industry, both offshore and on land. When at their busiest, they had 110 people working in Norway.

At the moment this figure is substantially lower and it is fluctuating all the time, depending upon how much work there is. Conferences important Such deals to not arise by themselves. This demands patience, perseverance and not least experience. The PAM director also believes it is very important to participate in conferences/exhibitions and have a close contact with the industry, in order to land contracts - -We have participated in many conferences/exhibitions, both in Stavanger and in Aberdeen over the years. It is quite clear that you do not always manage to broker or sign an agreement at a conference, but it is possible to create the basis for important connections. We see oil industry developments nearing the Faroe border and this could benefit a company such as ours in the long term, as oil companies know the distance to the Faroes after goods and services is very often shorter than having to go to Scotland. We are also renowned for doing a good job and being on time. According to Dimmalætting, which has looked into the PAM Offshore Service companys accounts over the years, things are now going in the right direction. The company has made a profit in six of the last seven years. Since 2006 the company has made a gross net result of between 15 and 25 million D.kr and by ultimo 2010 the company had an equity base of just under six million D.kr.