

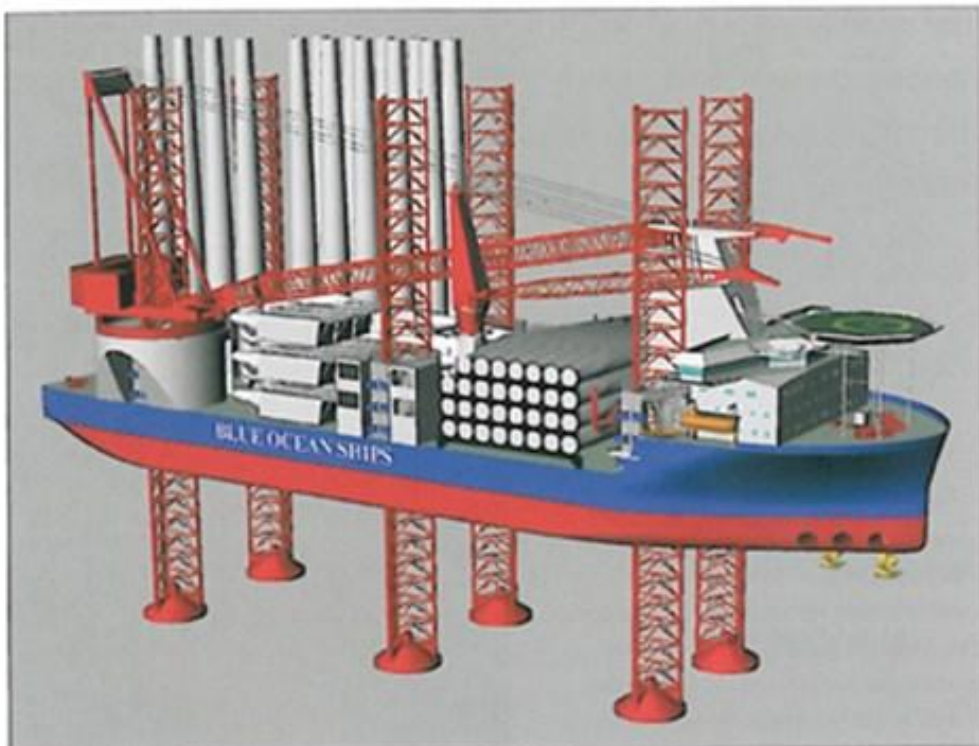
Offshore focus resulted in progress

KNUD E. HANSEN A/S has increased turnover with the design of jack-ups and FPSO's for the offshore industry

Custom-built vessels for installation of offshore wind turbines pipe laying vessels and storage of crude oil have become a stepping stone to the offshore industry for Naval Architects and Marine Engineers KNUD E. HANSEN A/S in Copenhagen. A few years ago the company mainly designed passenger vessels, but a decline in ship traffic made the company make for new horizons - and the compass indicated the offshore industry. Jack-ups and FPSOs (Floating, Production, Storage and Offloading vessel) for the oil industry have in few years become the company's core competence and today make up an important product, recently with design of a jack-up for installation of offshore wind turbines for the shipping company Blue Ocean Ships.

"With our involvement in the offshore industry we have experienced progress that we would not have had otherwise. Therefore, our strategic objectives in recent years have been that the offshore industry must make up 30% of our turnover. We have deliberately spread our activities to other industries than traditional shipping and until now our strategy has proven successful," explains Finn Wollesen Petersen, managing director at KNUD E. HANSEN A/S.

KNUD E. HANSEN A/S is also engaged in this installation, "Poseidon" a concept for floating power plant by the Danish company "Floating Power Plant". The Plant transforms wave energy into electricity through hinged floats, piston pumps and a water turbine.



Custom-built vessels as this jack-up for the offshore industry have become a considerable part of the marine engineering company KNUD E. HANSEN A/S. The vessel is a self-propelled self-elevating wind turbine installation vessel for the Danish ship owners Blue Ocean Ships. The vessel is able to jack up to 60 meter deep water with a diesel electric propulsion plant and a DP-2 dynamic positioning system.



Back on an even keel

In the beginning of the 2000's, the drop in the shipping industry and hence falling orders meant that KNUD E. HANSEN A/S had to dismiss employees, but in recent years the company is back on an even keel and has as an objective to increase staff from presently 45 to 50-70 within a few years.

"We have had a terrific 2008, and we do certainly not experience any financial world crisis. On the contrary, some of our clients make use of the opportunities to build inexpensively while demand is low. But the shipping industry is just like the offshore industry a cyclical industry, where things go up and down, and therefore it is an advantage for us to be able to focus on offshore, when

the ship industry is stalling - and vice versa," says Finn Wollesen Petersen.

Business as usual

Even though the development has gone towards new markets, it has however not been necessary to change considerably in organization and management, estimates Finn Wollesen Petersen, who joined the company in 2003 in order to align the company after the crisis. We talk business as usual.

"The demands for documentation and certification are identical for both the shipping and offshore industry, and we also use the same engineers and technicians for design of vessels, so it has been a manageable process for us to start doing business with the offshore industry."

KNUD E. HANSEN A/S was established 70 years ago, specializing in design of cruisers and passenger vessels. Among other things the company has designed the passenger vessels that sail for the shipping company ACE Link on Helsingør-Helsingborg crossing - the world's busiest ferry service. Since then container vessels, ro-ro tankers and other types of vessels are also among the jobs, besides the offshore industry, and Knud E. Hansen has references world-wide. Today, the company has head-office in Copenhagen, but moves to Helsingør in 2009, and have branches in Odense, Denmark, Piræus, Greece, and London, England. ■