

# Naval architects embarked on offshore industry

Knud E. Hansen A/S, headquartered in Elsinore, was established in 1937 as the first genuine naval architect company in the world. Over the years the company has sold engineering services – partly as consultants and partly in connection with projects. Since 2003 the company's turnover has doubled so that it now totals € 5.4 million. In the same period of time offices have been established in London and in the Greek seaport Piraeus, and the company's staff has grown from 23 to 48 people. CEO is Finn Wollesen Petersen:

*What is the company good at in general:*

"We're very international when you consider our size and also very project-oriented both when it comes to shipping and offshore industry, where our projects last from one week to several years. With the design of more than 5,000 ships of practically all kinds over the years, we operate to a great extent with 'proven experience,' and we're

also competent in the field of 'innovative customized design' where we carry out concept design for shipowners and offshore customers."

*Why did you choose to enter the offshore industry?*

"We chose to enter the offshore industry because both shipping and offshore industry have their ups and downs that don't necessarily follow each other, and the technology is very similar to the same engineering disciplines. However, there are a few differences in terms of procedures, and there's an even greater focus on quality control in the offshore industry. It's important to have one more segment that you can enter, and offshore industry now makes up 30% of our company's turnover."

*What kind of products/services are you going to concentrate on?*

"Engineering, project management and

quality control. We're into everything from ship design and stability on offshore installations and ships to engine rooms and technical systems, power and automatic control, HVAC plus steel and structures."

*How do you view future prospects in the business?*

"I think the offshore industry is a cyclical industry, but it has good opportunities for growth. There aren't that many companies in the world that offer the same products as we do."

*Where do you see your company in ten years?*

"We wish to continue to grow organically, and we aim to have offshore industry making up to 40-50% of turnover. The two industries are similar when it comes to know-how, but cyclically they are opposites because fluctuations in the price of oil, for instance, influence them in different ways."

*SWORC - Shallow Water Oil Recovery Catamaran - a vessel for recovery of oil developed by the marine engineers Knud E. Hansen A/S.*

