

D.F. Barnes expands offshore operations

D. F. Barnes Limited has been synonymous with the repair and service of marine and industrial equipment and vessels since it began operations on the St. John's, Newfoundland and Labrador waterfront in 1944. However, in the past six years, most of D.F. Barnes Limited's work has been driven by the province's oil and gas industry. In fact, the company's local oil and gas experience has opened doors to new international markets in Kazakhstan, Dubai, the United States, and Bolivia.

Since re-structuring the company and moving to its expanded location in downtown St. John's in 1999, D. F. Barnes has applied its expertise to the province's petroleum industry. The increase in business at the marine fabrication

company has also meant a lot more work for local employees. D. F. Barnes has gone from a complement of eight employees to a full-time staff of more than 60 in the past four years.

In fact, the company utilized a staff of 175 people to carry out work at the Bull Arm fabrication site with Penney Energy for refit work on the semi-submersible drill rig Henry Goodrich. Company president Jerry Byrne credits the new facility and the quality of work carried out by its dedicated employees as being instrumental in helping the company serve the needs of the offshore industry. "Our 10,000 square-foot fabrication facility and additional 30,000 square-foot yard can handle large projects," he explains. The company shares the

Sudbury Street facility with Ozark Electric and Hydraulic Services to provide a single source facility for the offshore petroleum industry.

With offshore oil and gas now comprising 54 per cent of the company's business, D. F. Barnes is continuing to expand its operation and has purchased the facilities of Mercer's Machine Shop in the city's east end. Glenn Byrne, the company's operations manager, says this addition will enhance its opportunities to compete for more offshore work.

"When petroleum companies see the things we can accomplish, they are suitably impressed with the quality we provide and this opens more doors for us," Byrne says. "The success of the company lies in our ability to cater to the

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Sail-Out of the Sea Rose

The August-September issue of *The Oil & Gas Magazine* will be devoted to the Sail-a-way Sail Out of the Sea Rose floating production, storage, and offloading vessel as it prepares to deliver First Oil from the White Rose project offshore Newfoundland and Labrador.

Husky Energy has just about completed the final commissioning of the vessel at the Marystown shipyard and the FPSO is expected to set sail for the Grand Banks later this summer. The company anticipates First Oil production later this year.

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ever-changing needs of the marine industries.

"We didn't have a single customer when we entered the oil and gas business, but now we have more than 50 repeat customers involved in the offshore petroleum industry," he adds "This represents about 54 per cent of our total annual revenue."

The company's fully-equipped machine and welding shops contain three and five-ton overhead crane systems and lifts with a six-ton capability. It also has a significant amount of portable equipment to provide rapid on-site repairs.

"The increase in business has also meant a lot more work for local employees," comments Benny Lee, the company's manager of field services. "We still do a lot of work for the fishing industry and other marine sectors, but the increased activity in the petroleum sector

has been keeping us very busy. We now have the in-house expertise to look for large contracts, something we didn't have the capability to do a few years ago."

The company is embarking on an ambitious five-year plan to position itself to capture more offshore work. It is constantly seeking strategic partnerships that will complement the services and expertise that D. F. Barnes has acquired from its involvement in the oil and gas and marine industries.

"We want to position the company where we will be the customers' first choice when the best service, the highest quality, and fairest price is required," Glenn Byrne says. "We can see our revenue doubling and our staff increasing by 35 per cent within the next three years.

"Our competitive edge lies in our long history and reputation for quality and service," he adds. "Our expanded

facilities give us the capability and capacity to carry out any job based on the requirements of our customers." ■



D.F. Barnes expands local operations



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