



Flexibility on demand

Lifting the containers onto a vessel using a crane

PES once again had the pleasure of speaking with Hans Gatzemeier, CEO of ELA Container Offshore, Germany. This is a company where being successful means providing the highest quality goods and service and where the need of the client is paramount. This is the first of several interviews we look forward to this year with Hans.



Hans Gatzemeier

PES: Hello Hans, we're happy to have you back and looking forward have some new insights into to ELA Container Offshore's containerised offshore accommodation. We know this will be of great interest to our readers.

Hans Gatzemeier: Thank you very much, the pleasure is all mine. I always enjoy talking about this market and sharing experiences and insights with our peers. I have been living and breathing containerised accommodation for the last 28 years, so I have been through a couple of cycles in our market and gained my experiences first hand.

PES: That's good to hear, particularly as we would like to ask your views on what is important to being successful in the

offshore container business?

HG: Being successful is a combination of endless factors, but I believe that product excellence and equipment, which is fit for purpose, combined with reliability, high responsiveness and excellent customer service are key factors in achieving success.

PES: Could you please elaborate on that?

HG: If we focus, for example, on product excellence and equipment, which is fit for purpose. If I supply equipment under the ELA Container Offshore brand and attach my name to it as well, it needs to be a product that I am personally proud of. It is of paramount importance to me that the equipment we put out into the market, not only meets and



Containers on stock in the facility hall

exceeds my personal standards and expectations, but particularly those of my customers.

PES: Reliability and responsiveness are important contributors to success in any market, but how does that work in your organisation?

HG: Well, imagine you make an enquiry about a product or service and it takes more than a week to receive the information you requested. That is simply unacceptable, especially for a service provider such as ours. Irrespective of the complexity of the enquiry, it is the responsibility of the supplier to provide quick, accurate, detailed and legally binding information for you to work with.

Within our company we have created a system which means we can process enquiries quickly and provide a detailed technical concept, including a commercial quote and CAD drawing, within the shortest possible timeframe.

PES: If the customer wishes to move forward with your suggested solution, would you be able to mobilise and supply the modules on short notice?

HG: Yes, short lead times and excellent availability are very important in our line of business. We operate an extensive rental fleet and are constantly adding equipment to our fleet, to ensure that we can meet demand at short notice, or ex-stock even. No matter which particular module the customer requires and irrespective of the technical specifications e.g. power supply etc.

PES: Earlier on you mentioned the service aspect, what can customers expect from ELA Offshore?

HG: Our customers can expect the highest level of support and consulting services throughout the whole project. From the point the enquiry is received, through to processing of the purchase order, supply of the equipment and installation, and onboard mobilisation, down to returning the

equipment, in the case of rentals. Our team always does their best to accommodate any request, or requirement, throughout the project and are available for any questions at any stage.

PES: In our previous interviews you have also talked about the plug & play design of your modules. Is your assistance during installation and mobilisation even required? Or how should we interpret the plug & play claim?

HG: All our ELA Offshore modules are designed in such a way that they are easy to install and mobilise both on-board the vessels and offshore assets. The procedures are all clearly documented in our Technical handbook that allows our customers to complete the installation and hook-up without any issues.

The modules are prepared to be hooked-up to any and all relevant systems on-board, which supports our 'Plug & Play' claim. All modules are designed to be up and running



Container easily mounted on a foundation



Container easily mounted through twistlocks

with minimal effort and within the shortest possible timeframe to eliminate any delays and reduce time spent in port.

PES: What if the customer still requires assistance?

HG: If the customer still requires assistance for whatever reason, or should they prefer a full turnkey service, we are more than happy to assist in any way we can. We are proud to say that we have a team of engineers and mechanics available for quick deployment and mobilisation in port or offshore, on a global scale.

Having all this knowledge available in-house, indicates we are able to take care of every aspect of mobilisation and hook-up, if and when required.

PES: If you increase the headcount on board a vessel, or an offshore platform, this must have an effect on other onboard systems, such as the fresh water supply, wastewater systems or structural issues such as subframes. Can ELA Offshore also assist with these additional systems?

HG: Of course! Obviously, the level of services required is at the discretion of the customer, but if needed we are able to supply any ancillary equipment needed, so that our modules can be deployed and used. ELA can provide structural engineering for subframes and we can also supply and install any necessary subframes, including all the logistical aspects involved.

As you already correctly pointed out, more people on board will also have an effect on the power consumption and the requirement

for potable water. To give you an idea, we calculate an additional 100/150 litres of potable water per person, per day, which also results in a similar increase in wastewater.

When needed, we can supply generators to overcome any shortages in the power supply, water makers and wastewater treatment systems together with storage tanks for either. All in offshore specifications obviously.

PES: Correct me if I'm wrong, but would this not also apply to other supplies and the creation of waste?

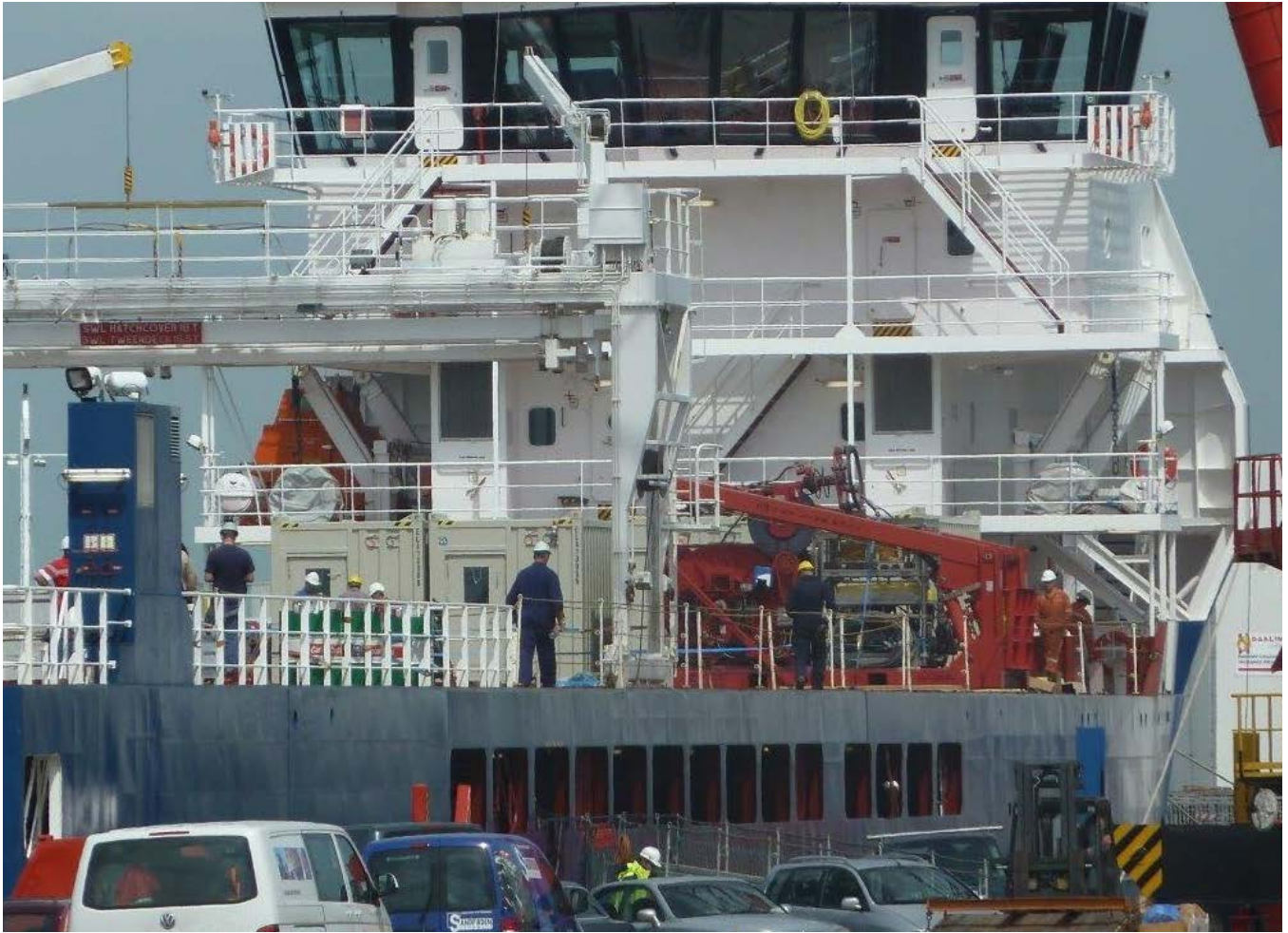
HG: Definitely, so when the POB count is increased, it is important to match all the services on board to the changed requirements. This is why we also supply offshore reefers and storage units for food and all other supplies such as cleaning



Connection point for potable water and sewage water at the containers



Container during installation on a vessel



Containers installed on a vessel

materials, bed linen etc. etc.

PES: Well, it certainly sounds like you have an accommodation solution for everything!

HG: That's correct, we have developed this package over decades, using our experience and feedback from our customers. Portable and flexible accommodation solutions, in both onshore and offshore environments, are quickly installed and can be deployed when there is a need for them. As we offer a rental service, our customers only pay for their facilities when they are actually needed and as they are modular, they can be modified to suit requirements perfectly. This is especially true in the offshore industry, where the need is for 'Flexibility on demand'.

PES: Thank you for your extensive explanations Hans, it's all very exciting stuff and we look forward to hearing from you in the next editions. To finish off with, maybe you could comment on the current COVID-19 situation?

HG: Nobody had anticipated that a single virus could disrupt our society within a minimal timeframe like the Coronavirus outbreak did. It has become clear that if we wish to return to a somewhat normal situation, we have to stick by the regulations and respect the 'rules of

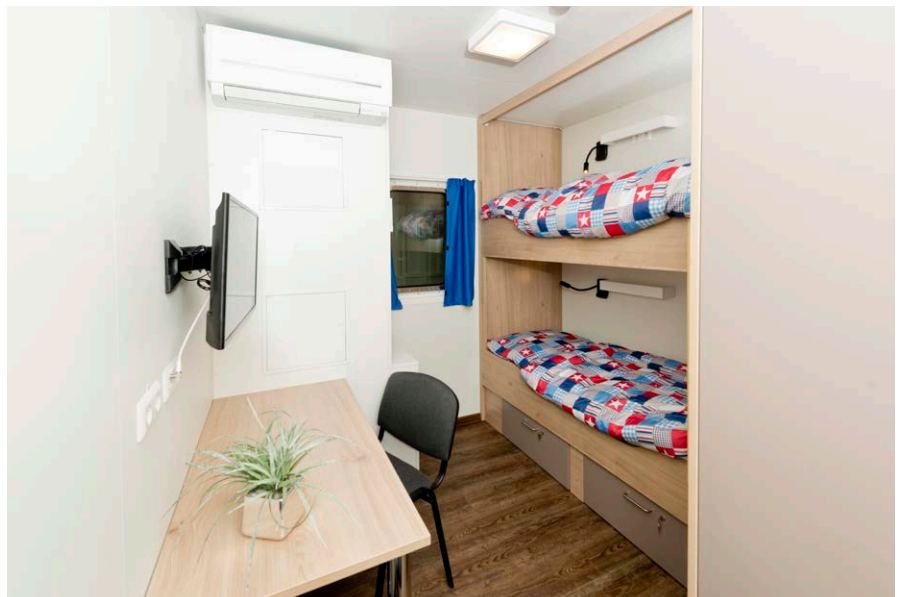
engagement', as they have been put in place by local governments.

I am sure though that we will overcome this pandemic and I hope that there will soon be a more definite solution to the virus, such as a cure or a vaccine, so that things can go back

to normal.

Having said that, I do feel that some things will change in the long term and some aspects of life as we know it, may change permanently.

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