



Draka

World Energy interviews Bob Springs, division president for Draka Marine, Oil & Gas International

World Energy: What is Draka Marine, Oil & Gas International and what does it offer its customers?

Springs: Draka Marine, Oil & Gas International is a global manufacturer and distributor of wire- and cables-related products for the offshore oil and marine industry. As a company, Draka employs more than 9,600 employees in 24 countries. With a strong focus on the marine, oil and gas market, the division has more than 100 products available that meet the strict IEEE, IEC and NEK industry standards. As an organization, we abide by LRS, ABS, DNV, BV and GL rules; we also comply with U.S. and Canadian Coast Guard regulations that govern the underwater use of wire and cables.

World Energy: Does Draka Marine, Oil & Gas have any experience in the global offshore market?

Springs: Draka has been in business for more than 90 years and has been serving the global offshore market for more than 30 years. Our wire and cables are used for power, control, instruments and signals in every major world market including the Gulf of Mexico, North Sea, Asia Pacific, South America and Middle East. In addition to manufacturing, we have a global distribution network with a presence in every major offshore market. Our products are in stock and ready to serve the maintenance needs of the global oil and marine industries.

World Energy: Why should the offshore industry care about who manufactures their wires and cables?

Springs: There is a range of quality and expertise present in the wire and cable industry, as there is in all industries. Draka Marine, Oil & Gas International is run by specialists; we focus 100 percent of our time

and efforts toward understanding how to achieve top performance in the harsh environments our cables and wires must operate in.

When spending millions, if not billions, of dollars to build new rigs or FPU's, the last thing an operator wants to have happen is a loss of power, for instrumentation equipment to perform poorly or for rigs to be forced out of service by wires and cables that do not perform as well as they should.

Whether it's a severely cold atmosphere where wire and cables are expected to bend in temperatures that reach -40°C , or emergency operations that require wire and cables to withstand a hydrocarbon fire in which temperatures rise to $1,000^{\circ}\text{C}$ for 30 minutes, Draka Marine, Oil & Gas International has a solution ready for our customers.

World Energy: Timing is critical in the offshore industry. How does Draka help drilling and oil companies meet their deadlines?

Springs: With rates exceeding \$200,000 per day and the price of oil at \$60 a barrel, Draka Marine, Oil & Gas International appreciates the impact of delivering wire and cable on time. Because we have 11 manufacturing facilities and can provide global distribution, we're in a much better position than smaller regional manufacturers to serve our customers' global needs. Whereas they may offer limited product lines and supply, we offer a greater selection.

World Energy: How will the increased demand for expanding infrastructure affect Draka? Will your company be able to keep up with increasing demand for new building as well as the maintenance and repair business?



Springs: With offshore oil drilling and new building taking place at record rates, the industry's supply infrastructure is near its capacity. Because Draka Marine, Oil & Gas International draws from an experienced and broad manufacturing base, we are in a better position to help manage any bottlenecks caused by wire and cable manufacturing. At the same time, we can maintain a high level of quality. For a long time, Draka has had a reputation for providing quality products, and we intend on maintaining that hard-earned reputation in the oil industry.

World Energy: What makes Draka Marine, Oil & Gas unique to the offshore oil and gas industry?

Springs: For more than 30 years, Draka Marine, Oil & Gas has been helping companies meet their challenging demands for offshore power and the control of their vessels. Backed by high-quality global manufacturing and local inventory in every key offshore market, Draka has become a premier supplier known for providing timely, dependable electrical solutions.

Robert "Bob" Springs is president of Draka's Marine, Oil & Gas International division, headquartered in Houston, Texas. Prior to joining Draka, Springs spent more than 30 years with The Dow Chemical Company, most recently as the European managing director of Cargill Dow BV, a joint venture of Cargill and Dow located in Amsterdam, the Netherlands. In an earlier assignment, Springs served as the Pacific area business development manager for Dow's thermoplastic businesses in Asia. Springs received a bachelor's degree from Texas A&M University and a master's degree in business administration from Xavier University.

Springs also serves on the board of directors of Oakwell Engineering Ltd. in Singapore.

The Draka Difference

No one is better positioned than Draka Marine, Oil & Gas International to deliver wire and cable solutions for your new-build projects, planned maintenance and unplanned repairs.

A dedicated marine, oil and gas team

We have a worldwide team dedicated to our industry – marine, oil and gas. They represent literally hundreds of years' experience with product development and on-time project delivery.

Multiple-source manufacturing

To minimize risk for our customers, we have 11 manufacturing facilities located around the world. Some manufacturers have just a single plant producing wire and cable for the entire marine, oil and gas market.

Global distribution

Our distribution network ensures the products you need are available when you need them. We have our own distribution system in every major offshore area, including the Gulf of Mexico, Canada, the North Sea and the Asia-Pacific region.

Local expertise

With our global reach you get the timely support you need with no time-zone or language barriers.

Proven products

Our wires and cables are manufactured to the highest standards and certified to meet all relevant specifications, including IEEE and IEC.

Support for your most complex projects

The Draka Marine, Oil & Gas International Project Center offers the dedicated level of service that complex projects require, both commercially and technically, through bidding stages and execution of contracts – all with a single point of contact for you.

