

Solutions for the Offshore Industry.

SPECIALISTS IN DP VESSELS & DIVING OPERATIONS.

Operating on a global basis since 1997

24 hours a day, 365 days a year

Offshore Brokers and Marine Consultants

Dixon Marine Consulting Ltd



SHIPBROKING

- CHARTERING
- SALE & PURCHASE
- SATURATION SYSTEMS
- MARINE EQUIPMENT, RENTAL S&P
- ROV SYSTEMS

CONSULTING

- TECHNICAL PROBLEM SOLVING
- CLIENT REPRESENTATION
- PROJECT MANAGEMENT
- MANUALS & PROCEDURES
- WORKING PRACTICES GUIDANCE

COMMERCIAL

- COMMERCIAL GUIDANCE
- VESSEL MARKET ANALYSIS
- RESOURCE MANAGEMENT
- VESSEL RATE EVALUATION
- TENDER PREPARATION

DMC are experts in vessel and equipment sale and purchase or charter, we can help you find the right technical solutions for the job at the right budget.

- Comprehensive in house vessel database
- Marketing solutions for Vessels and Equipment
- Extensive technical and commercial knowledge

Dixon Marine Consulting Ltd
11 White Hart St
Aylsham, Norwich
Norfolk, NR11 6HG
United Kingdom

Tel. +44 (0) 1263 733530
Fax. +44 (0) 1263 733730
www.dmcltd.com

Dixon Marine Consulting Ltd.

DMC (Dixon Marine Consulting Ltd) was established in 1997 as a specialist Shipbroking and Marine Consulting company with a focus on subsea intervention and project support vessels, and projects including DP tonnage, accommodation support craft and work barges. DMC's activities remain divided fairly equally between shipbroking and consulting. Our client base includes offshore operators, fellow brokers and consultants, ship owners and contractors.

Shipbroking

VESSEL SALE AND PURCHASE

Roughly half of DMC Ltd's business is concerned with shipbroking, and this aspect of our activities is primarily focused on the offshore oil and gas market. As the company has a core skill and expertise in sub-sea intervention, we also tend to specialise in sub-sea intervention and project support vessels. Our shipbroking services cover both sale & purchase and chartering elements of the business, and in addition to vessels we also cover diving systems and ROV equipment. To date, our shipbroking activities have covered all of the main oil and gas areas of activity, from the North Sea, the Mediterranean, the Caspian Sea, the Red Sea, Persian Gulf, India, SEA, the Americas and West Africa.

DIVING SYSTEMS

Our sale & purchase activities also extend to deep diving systems, and over the past few years, DMC have brokered the sale and purchase of six complete saturation diving systems, together with numerous component parts.

VESSEL MARKET KNOWLEDGE

DMC have developed an extensive database of offshore support vessels allowing us to pinpoint the tonnage suitable for any given offshore project very quickly. Our database covers existing and newbuild vessels, from DSV's to Well Intervention and Accommodation Vessels, and is growing all the time. Extracts from our database are available to view in the Vesselweb section of our website.



S&P ACTIVITY

- VOS Biscay: Field Maintenance Vessel
- MV Yak: Supply Vessel
- American Independence: DSV
- Pride: DSV
- ADAMS Challenge: DP DSV
- Coral Fish: AHT
- Escort Protector: AHT
- BOS 300: Construction Barge
- Vermillion Bay: Lay Barge
- Duilio: Dive System
- Africa Sat II: Dive System
- Pacific Sat II: Dive System
- HydroDive: Dive System

CHARTERING ACTIVITY

- Olympic Canyon: DP multi-purpose vessel
- Mamola Responder: Maintenance and Supply Vessel
- Halul 34: Maintenance and Supply Vessel
- Swisisco Star: AHT
- Orient: Survey vessel
- Bibby Sapphire: DPDSV
- Dynamic Installer: DP DSV
- VOS Sympathy: DP DSV
- Fennica: DP Construction vessel
- Ares: DP DSV
- Mariner Sea: DP Multi-purpose Vessel
- Kalavela: Accommodation Barge
- Norma: Sheerleg

Consulting Activities

DMC Ltd's consulting services focus primarily on offshore Oil & Gas marine projects. Initially the company's focus was on sub-sea activities, and although this remains a core skill, we have broadened out into most aspects of offshore marine activity. Our specialist intervention ranges from client representation and project management, advice on technical methodologies and resource allocation, through to availability and management and the commercial aspects of an offshore project. Our clients are drawn equally from Contractors, Ship-Owners and Operators.

Over the years that DMC Ltd have been active in this role associations and interaction with other specialists have allowed us to broaden the scope of expertise that we cover, and via an informal network of other technical specialists and consultants, we are able to provide informed advice and support on a wide range of technical and commercial topics. We have also found that the other element of the business, specialist shipbroking services, compliments the consulting side of the business to a significant degree, and in the face a of a rapidly changing offshore vessel market, we find ourselves increasingly being asked to provide market prediction analysis.

CUSTOM SOLUTIONS

As a relatively small and focused consulting concern, we have a simple maxim which is "if we cannot bring any specialised knowledge to bear on any given brief and provide worthwhile advice, then we will say so". We will not gratuitously take on a brief where we cannot see that we are going to be of value to a client. Our business to date has succeeded by providing specialist knowledge to clients who may not have access to such knowledge, or applying a lateral look at a problem from a objective 'outside' viewpoint to produce a solution or reach an objective. Indeed, we are pleased to say that the majority of our clients now are long term, repeat users of our services.



CONSULTING

- Client representation & Project Management
- Technical and Commercial Guidance
- Technical & Operational Problem Solving
- Marketing Planning and Commercial Strategies
- Project Management
- Dive System Procurement and Installation Support
- Tender Preparation
- Manuals & Procedures Preparation, and Guidance on Working Practices
- Resource Allocation & Management
- Vessel Market Analysis
- Vessel Sale & Purchase and Charter Rate Evaluation

flexible solutions for
challenging situations

Vessel Market Analysis, Marketing, Planning & Commercial

Increasingly DMC are being required to provide backup to both vessel and barge owners, or the owners of operational assets such as diving or ROV systems in terms of analysing the market, planning for a marketing effort, and the creation commercial strategies.

VESSEL AND EQUIPMENT MARKETING, MARKET ANALYSIS AND RESEARCH

There are times when it takes an outside view of a market and the place in that market for a contractor's services in order to complete a successful marketing plan or commercial strategy. With our daily brokers view of the market for specialist offshore vessels & barges and sub-sea equipment, statistical analysis using our vessel database, and also via our network of specialist associates, we are able to spot trends, see gaps in the market and pick up on areas of over/under-supply. Often that provides the final piece of the jigsaw for a commercial manager seeking to best present his company's services to what is becoming an increasingly fickle market. Free of corporate blinkers, an inward focus on specific vessels or equipment, or commercial imperatives (the demands of senior management or stock-holder for good-news), DMC are able to provide a wholly objective picture of a market, and from there are able to propose realistic marketing plans and commercial strategies for the consideration of clients.

A similar requirement exists with the users of contractor's services, the Hirers and the Charterers of vessels, barges or diving or ROV systems. Here, our clients are looking for a comprehensive and objective overview of a specific market so as to create the best strategy for the procurement of such services. In this instance, DMC are able to define the exact market place, the players, and the resources that the players can offer. This enables a client to better focus their procurement effort. From here we are able to comment on the balance of the market (buyers or sellers market) and market rates, the availability and geographic location of required resources, and then suggest the best means of presenting a request for quotation to the market.



MARKET STUDIES

- OSV availability market (Global) accommodation support
- Accommodation work barge technical suitability and availability study
- DSV Study cum Submarine Rescue Support Vessel study
- Installation cum Lay Barge study
- Offshore OSV resource study (Global)
- DP Accommodation Support Vessel Study
- Market Study DSV's
- Marine logistics feasibility study (UK)
- Heavy lift availability study
- Jackup Workbarge study (Global)
- Heavy lift availability (North Sea)
- Accommodation barge availability study Caspian
- Greenland Bulk Carrier Availability Study (Europe)
- DPDSV Market Study (Global)

THE DMC DATABASE

DMC maintains a comprehensive and expanding database of Offshore Support Vessels, including newbuild vessels. This allows us to quickly and accurately target enquiries as well as giving us an excellent overview of the market and current trends. The database covers OSV's, DSV's, Lay Vessels, ROVSV's, Jackups, Portable Sat Systems, PSV's and Accommodation Vessels.

Project Specific Expertise

SUBSEA INTERVENTION SUPPORT VESSELS & EQUIPMENT

With a background in both marine consulting and ship & equipment broking, and also with a specific focus on sub-sea intervention support vessels and equipment, DMC Ltd have provided consulting and project management support to clients looking to procure vessels with sub-sea intervention tasks as a primary role, in one form or another. This might start with specifying suitable new-build designs or identifying existing vessels which might suit the technical objectives for the vessel. Alternatively, if a support vessel has already been acquired, then DMC have been used to assist in specifying and sourcing the required sub-sea intervention equipment, and at times this has also included sourcing suitably experienced contractors to provide the intervention services. Typically this will be Diving or ROV services, but this has also included well intervention projects.

TRACK RECORD

- **Bibby Line - Dive Support Vessel Bibby Sapphire:** Providing the owners with general design and specification advice, and procuring the components for a twin-bell 18 man saturation diving system. Procuring the engineering services required to design the system installation.
- **Deepwater recovery facility for a European nation Navy:** Providing the military department with design criteria for the specification of a suitable remote intervention system. Locating a suitable international partner to assist a local engineering company design and fabricate the remote intervention system.
- **Well intervention project #01:** Providing a prospective well intervention contractor with the optimum design criteria for a suitable well intervention support vessel. Sourcing a suitable vessel.
- **Well intervention project #02:** Performing a market study for a prospective well intervention contractor, and sourcing a suitable ship-owning partner.
- **EDT / MC:** Providing owners with support in sourcing a suitable saturation diving system to install in DP vessel Protea



Harrier Recovery

MILITARY SALVAGE PROJECTS

In our capacity as ship-brokers and consultants, DMC have provided support to the UK Ministry of defence salvage department relating to the recovery of several military aircraft which have ditched at sea. DMC Ltd remains on a first-call basis, together with other specialists, for the UK Ministry of Defence procurement agency in the event of military aircraft that have ditched and require recovery. This expertise, combined with our knowledge of sub-sea intervention techniques and the contractors that provide them, brought us into contact with another European nation's naval ministry, and DMC assisted with the specification and procurement of a remote, deepwater recovery capability for that Navy.

Contacts

THE OFFICE & HOW TO FIND US

The DMC office is situated in a converted 17th century barn located in Aylsham, a small Georgian Market Town just north of Norwich in Norfolk, U.K. We are 10 minutes drive from Norwich Airport and a half hour drive from Norwich Station. We are normally able to pick clients up from the airport or the train station. It is just over an hours drive from London Stanstead Airport to our office, and a two hour train journey from London.



TRAVEL BY CAR

From Norwich take the A140 to Aylsham. Head straight over the roundabout and follow the Norwich Road, through Red Lion Street and turn right onto White Hart Street. The DMC office is down the first driveway on the left.

MAIN CONTACTS

Reception

Tel: +44 (0) 1263 733530

Fax: +44 (0) 1263 733730

Email: dmc.office@dmcltd.com

Dixon Marine Consulting Ltd.

11 White Hart Street

Aylsham

Norwich

Norfolk

NR11 6HG

United Kingdom

Website

www.dmcltd.com

OFFICE PERSONNEL

David Dixon (Director) - Marine Consulting & Broking.

Email: d.dixon@dmcltd.com

Mob: +44 (0)7850 568439

Andy Nolan - Senior Shipbroker

Email: a.nolan@dmcltd.com

Mob: +44 (0) 7793 537 525

Mat Ridge - Shipbroker

Email m.ridge@dmcltd.com

Bonnie Dixon - Project Co-ordinator & Research

Email: bonnie@dmcltd.com

Josephine Dixon - Accounts.

Email: j.dixon@dmcltd.com