

Energetic OICS signs \$60m Saxon deal

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ADELAIDE business Oil Industry Catering & Services (OICS) has been making quiet but decisive inroads Australia-wide for more than 15 years.

The Hilton-based company provides catering and janitorial services for the oil and gas and mining sector in SA, Queensland and around the nation.

It has just signed a three-year \$60 million deal with international drilling and construction company Saxon Energy Services.

Its client list is extensive and features big names such as Beach Energy, Origin Energy and Santos.

Founded by Warwick Pope, OICS was bought by its cur-



The Engine Room

rent owners - Chris Hayes and Roy Eagle - in 2005.

Chief executive Andrew Hudson, who joined OICS 18 months ago, said its success was based on simple business principles.

"We do what we say we are going to do," Mr Hudson said.

"Since OICS was sold to its current owners, we have built the company from there.

"We have always been Adelaide-based, starting by providing services to the Cooper Basin, in (south-west) Queensland."

Mr Hudson - a qualified chef

- said while OICS had flown under the radar, it achieved year-on-year growth of 35 per cent for the past five years.

"We are certainly tracking for revenue of \$43 million per annum," he said.

"During the current (difficult conditions) within the oil and gas industry, we are fighting back pretty well."

OICS employed 250 people nationally, including at its Fortitude Valley branch, in suburban Brisbane.

"It's a 60-40 split between SA and the rest of the country," added Mr Hudson.

OICS IS A MEMBER OF THE ADELAIDE BUSINESS LEADERS GROUP THE ENGINE ROOM, WHICH GROWS AND DEVELOPS SA BUSINESSES THROUGH COLLABORATION



STILL BUILDING: OICS chief Andrew Hudson.