

PF Collins International Trade Solutions

100 Years Young

In 2021, PF Collins will celebrate 100 years of providing world-class international trade and logistics services in Newfoundland and Labrador, including over 50 years supporting the offshore oil and gas industry.

Established in 1921 by St. John's retailer and entrepreneur, Patrick Francis Collins, the company began as a Customs Brokerage when Newfoundland was a colony of Great Britain. International transport was still largely marine, and PF Collins cleared and arranged for the shipment of imported goods to ports along the coast.

When Newfoundland joined Canada in 1949, trading patterns and transportation systems began to change, and new regulations presented challenges for Newfoundland businesses. For PF Collins, it offered an opportunity to gain expertise in Canadian customs law and continue expanding into new industries and markets. This would pave the way for PF Collins' involvement in upcoming industrial developments, such as the Holyrood and Come by Chance refineries and the Churchill Falls Hydroelectric generating station.

By the 1960's, petroleum exploration had begun off the coast of Newfoundland. Offshore oil and gas was a new frontier with evolving trade and customs regulations. To align its operations with the needs of the industry, PF Collins expanded its range of services and committed resources to staff education, modernizing technology, and establishing formal quality and HSE standards.

Supporting NL Offshore Oil & Gas

Demonstrating its commitment to the Province's oil and gas industry, PF Collins has made considerable investment in local infrastructure, technology, and building a team of highly skilled professionals.

Since 2009, the company has invested over \$22 million in expanding its office and warehousing facilities in St. John's. Services are provided at the highest quality, health and safety, and security standards. Employee education and training is fully sponsored, contributing to a local team of customs, logistics, and immigration experts who are recognized internationally as leaders in their fields.

Applying new technology and innovative strategies, PF Collins is aiming to reduce its environmental footprint and contribute to Newfoundland and Labrador's goal to achieve Net Zero by 2050. The company is one of the first service companies in Canada to apply LEAN principles. Combined with

electronic document management, PF Collins has significantly increased business workflows and service to clients, while reducing paper usage by 90%.

PF Collins also works closely with industry stakeholders to advance the regulatory environment in which offshore oil and gas companies operate. The company's expertise in customs legislation has helped eliminate trade barriers to critical elements of offshore development, including seismic exploration, MODU operations, and the immigration of temporary foreign workers.

Looking Toward the Future

Now in its fourth generation, PF Collins is recognized worldwide for its expertise in offshore and marine project logistics and has provided integrated customs and logistics services to each of Province's major offshore developments.

The company remains dedicated to helping advance the offshore oil and gas industry in Newfoundland and Labrador and continuing to provide its world-class logistics services, while maintaining its traditional values of quality, safety, and service excellence.