

## Latest News

Oil recovery solutions since 1967 with Quality, Reliability, Innovation....at the heart of everything we do

Over the past few months, since the management buy out, Vikoma have made some substantial progress into new projects, successfully completed several new ventures and have continued to provide an outstanding level of service to customers around the world. It's the start of a new year with some strong opportunities ahead.

### First ship to shore sealing system for piers commissioned

Gary Barnes and Paul Williams of our commissioning team, successfully completed the installation and commissioning of Vikoma's first ship to shore sealing system for piers, encompassing our new VikoSeal® boom. They also provided training to our customer.

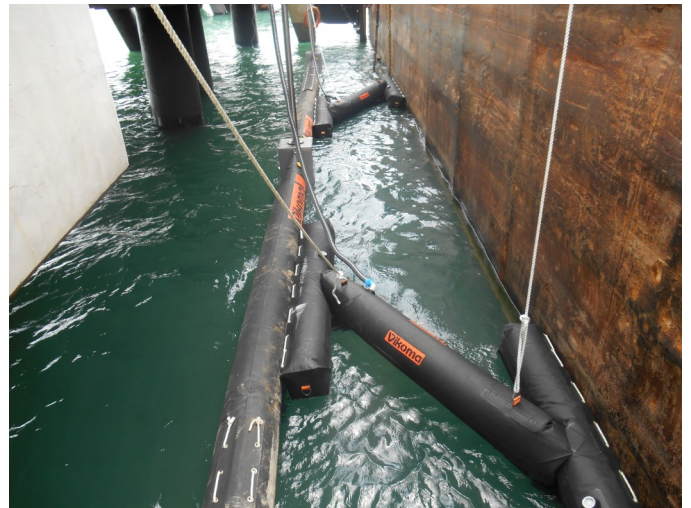


During the two weeks spent at a jetty and tank farm they supervised the installation of a fixed boom system, provided training and, supervised deployments for containerised HI Sprint, a Vikospray system and Komara skimming systems.



## VIKOSEAL

Vikoma is accredited to deliver IMO training and Gary delivered a 4 day IMO course to 50 local oil spill responders giving them the skills and knowledge to act as effective oil spill clean-up responders.



Flexible seal between vessel and berth by VikoSeal®

The order followed a pressing need to ensure adequate oil spill response and prevention procedures on the island. Gary commented "an excellent project. It was exciting to see our new VikoSeal® boom system, along with the fixed boom system, operating extremely well under some very testing tidal conditions".



### Our First International Workshop!



Vikoma are celebrating after successfully hosting a 3 day workshop for their Agent's & Distributors. Over 30 delegates from all over the globe attended, including countries such as Australia, Russia, Singapore, Middle East, Canada and Finland.

Since the Management Buy Out in July, Vikoma has been investing in new product development, together with customer visits worldwide and attendance at the Clean Gulf exhibition in New Orleans.



The workshop was held at the Hotel Ryde Castle and at its purpose built factory in East Cowes. The 3 days were packed with activity with the highlight being an oil boom deployment

exercise on the river Medina overseen by an OWLs observation system which took aerial videos of the action. The factory was gleaming with many products on display including a couple of major orders ready for dispatch and a skimmer demonstrating the separation of oil from water.

Managing Director, Karen Lucas said "The preparations for the event were a real team effort by everyone at Vikoma, who I thank for making it such a success. Since the MBO we have implemented a plan for growth and business improvement and this was an important part of that plan. We were delighted that so many of our partners showed their confidence in our futures by travelling from afar to join us, so a big thank you to them too."



### Vikoma attend response exercise in Chile

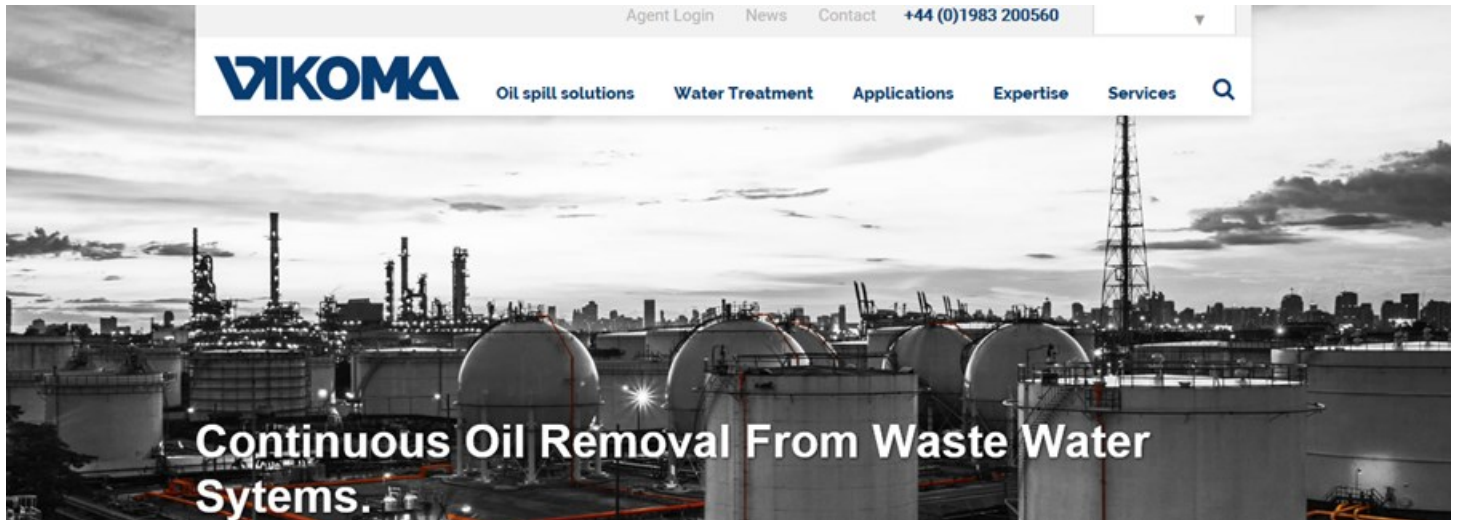
During December Vikoma attended a response exercise at a South American oil terminal.

The exercise involved deploying Vikoflex boom around the four berth terminal to simulate an emergency response. Environmentally friendly fire foam was used to simulate a spill.

The emergency response teams successfully deployed the booms, skimmers and storage tanks in a manner that the simulated spill was contained, recovered and stored in line with their procedures, with no contamination to the environment.

Newly supplied Vikoflex boom was used alongside Vikoma boom, supplied 9 years ago, which is still performing well to protect the environment. This is a testament to the quality and reliability and durability of products manufactured by Vikoma.





### Check out our new website

Recognising the importance of a modern and relevant website, we've recently launched our new site.

This follows the brand refresh, continuing a busy phase of activity for Vikoma since the MBO in July, with further plans for new product development in the coming year. The website was designed by a cross functional internal team together with an external provider. It follows a modern, easy navigation, user-friendly and content rich experience with mobile device functionality.

"We are so proud to be able to launch this great new website with our new branding, our core messaging and vision for industry growth and expansion."

This website helps our customers stay up to date with our latest news and choose the right oil spill equipment for their specific needs along with making it easy to contact our team of experts if additional assistance is required.

Why not take a look around at [www.vikoma.com](http://www.vikoma.com)

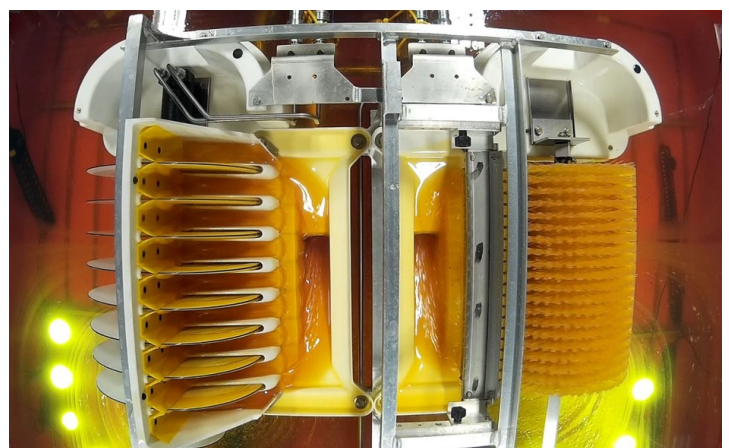
### Skimmer Efficiency

Vikoma recently undertook further testing of disc and brush skimming modules as part of an ongoing programme of product improvement and new product development. A new temperature-controlled test tank has been designed and constructed in house. The tank gives us the capability to control the oil viscosity by changing the oil and water temperature in the range of 0°C to 35°C.



Cameras, including underwater cameras, are used to capture high definition (HD) and display real time video footage of the testing, furthering our understanding of the way oil behaves; both beneath and above the water during recovery, across a range of operating parameters and viscosities.

These results will help us to improve our products, and keep Vikoma at the leading edge of providing the correct skimmer solution depending on application and condition.



Oil separation process using brush and disc skimmers in our test tank.



### Vikoma trains US Distributor

During January, Vikoma welcomed Ross Davidson of our US Distributor, to the UK for training on service, maintenance and repair of the Vikoma equipment range.

Ross who recently joined the Houston based US distributor, Allison Instrumentation, will now be able to provide basic level service, maintenance and repair duties to the equipment located in the United States. Providing valuable aftersales support to the Vikoma equipment held within the United States, thus increasing levels of expertise held by our international partners.



### Toolbox Training

Employee development and training is important at Vikoma.

Liam Russell from our production team conducted training on a newly built mini fashflo skimmer and V190 lobe pump before it was dispatched.

The session was attended by employees from all departments.



### Visit from the Isle of Wight College

Vikoma is committed to supporting young people and this month hosted a visit for four students from the Isle of Wight College, who are currently completing an Engineering qualification. The visit coincided with the courses industrial unit, 'The Engineering Environment' and was led by our Engineering director, Neil Plater and Engineer, Adam Shaw.

The students learnt about Vikoma's history paying particular focus on products developed in relation to industry standards and nationwide policies as well as our compliance to the international ISO9001 standard.

The students visit also captured the inner workings of the company, internal procedures and functions in place to support our products and worldwide network before concluding with a tour of our factory which was filled with products in manufacture.

Adam explains "We looked at the environmental impact our products have. In some cases they have a 20 year life and are easy to repair helping longevity and reducing the disposal impact of our products."



### New Product launch at Spillcon

We will be launching a new and exciting product at Spillcon 2016 in Perth, Australia from 2nd-5th May. Come and see us on stands 30-33. We look forward to seeing you there!



### Message from the Managing Director, Karen Lucas:

We're now eight months in from our management buyout and it's been an exciting and busy time. We've invested for growth with our new website and a focus on product development. We'll be launching an exciting new product at Spillcon for which we have just filed a patent application and are now investing in new equipment for our factory. We are building a better business and confident of the future.



Thank you to everyone who has contributed to this issue of the Vikoma newsletter. Please feel free to make Vicky Massey aware of upcoming events or recent achievements that would be worthwhile releasing in future issues.