

VIKING...THE LIFE-SAVER: A WHOLE PROTECTIVE APPROACH



Mr. Benny Carlsen

Walking through the exhibition, Robban Assafina had a little chat with Benny Carlsen, senior vice president of Viking Life-Saving Equipment.

The Danish manufacturer and supplier of lifesaving equipment to worldwide ship-owners in the maritime and offshore sector, focused on the company's global

service agreement offered at Posidonia. Carlsen, explained that this service is called the "Viking Ship owner Agreement", where they supply liferafts to ship owners at a fixed price concept, meaning that they will take care of liferafts' service for 5 years period at a fixed price, supported by a global network of 262 servicing stations covering all key ports.

"We offer a full service package to the owner, including life boat services, marine fire services, and protective suit services. This concept is one of our key offerings at Posidonia this year. There is a lot of competition, but empowered by upgraded tools and offerings, we will be the strongest suppliers to ship owners, delivering the most efficient concept. This is very important at the moment, as the whole commercial business is in a kind of crisis, still offering the same safety level in a competitive atmosphere."

Through our meeting, Carlsen described the company's way to handle competition through entering the digital area, launching new digital tools in order to enhance the company's concept.

Carlsen also spoke of the Middle East's potentials referring to it as an important area, and Dubai as the heart of the company's service area in the Middle East, "We are constantly developing our way throughout the rest of the region. We have spread our expertise in the offshore industry, with either rig owners or supporting business owners, we have strong relationships with them, delivering products especially designed for the offshore industry, everything from location systems to working emergency suits and different other suits. We have special suits for the pilots and the crew being transferred from and to the platform."

WHAT MAKES I-TECH'S SELEKTOPE EXCEPTIONAL?



Mr. Oliver Weigenand

Posidonia 2018 was also the perfect spot for the leading Swedish antifouling expert I-Tech AB to present its Selektope. Through Robban Assafina's exclusive interview with I-Tech AB's chief operating officer Oliver Weigenand, we were able to shed the light on the unique Selektope, and its principal effect on the barnacle larvae.

Weigenand said that when exposed to Selektope, the larvae swim away from the coated hard surface such as the ship hull. Barnacles are a major problem for ship fouling because they are the first attackers, and once they settle they form a crust which forms a barrier on the paint preventing it from working.

Weigenand explained how Selektope differs from other products: "This barnacle build-up also leads to additional fuel consumption. Therefore, Selektope targets the barnacle larvae and make it swim away by triggering that specific behavior without killing it.

This is what makes Selektope different from other products in the antifouling paint market that are trying to kill marine organisms that build up on the hull by using various biocides and copper oxide."

Weigenand also said that in spite of competition, the company always tries to work with it, with efforts and means to reduce the overall biocides loading in the paint.