

## Business Update January 2021

### HAPPY NEW YEAR !

I would like to take this opportunity to wish all our employees and their families a very happy New Year ! This is the first business update of 2021, a year which I expect will bring a host of new challenges to the fore for the Oliver group of Companies.

2020 was a difficult year in many respects and it is hoped that 2021 will be so much better.

COVID continues to dominate our lives and it is so important to maintain our high standards of health practices in the workplace as well as outside of work.

The Brexit transition period is over and many new practices and procedures will now start to take effect. Our immediate focus is on managing the supply chain extremely well, where we have the potential to experience delays of goods passing through many ports both import and export as new checks take hold.

Winning Customer orders is crucial to maintain the business levels set for our financial year. To-date we are on track, but we must never be complacent in a very competitive Oil & Gas market.

I am confident that we will meet the challenges above by remaining positive and focused on the tasks ahead. I look forward to working with you throughout this year aiming for performance levels that exceed our Customers' expectations.

*Colm Kane, Managing Director*

### CENTRAL PROCESSING PLATFORM SUCCESS

Oliver Valves has been selected to supply a major offshore development project in the Malaysian part of the South China Sea for a Central Processing Platform. The current scope of this project is to supply over 541 Double Block and Bleed valves in a Flange by Screw and Flange by flange configuration, both soft and metal seated with the metal seated valves having a high temperature operation requirement of 340 degC.

As part of this purchase order Oliver Valves will also carry out Finite Element Analysis to cover severe cycle as Heat from 25 degC to 260 degC total 50 mins/cycle. So, cycle times will then be 10,512 cycles/year.

Scheduled to come on-stream in 2023, the offshore gas field is expected to produce up to 900 million cubic feet of gas (mcf) a day.

Another major oil operator turning to Oliver for reliability in product and supply for their critical elevated temperature valve requirements!



## UPDATE ON COVID

The UK Government has stated that manufacturing companies are able to continue business during this further lockdown, and Oliver's fall in to the key category of "Utilities, Communication and Financial Services as Key Workers in the oil, gas, electricity and water sectors."



We wish to ensure the safety of all our employees and therefore want to further reiterate that everyone is required to follow our safety practices. We have introduced the requirement to wear a mask when not at your desk/ work station, and masks will be available to everyone by the end of this week. The masks will be each individuals responsibility as you will be required to wear it when arriving and leaving at each end of the day, and during periods already advised.

Thank you for everyone's continued observance of these guidelines.

## CYBER SECURITY

The end of 2020 has been a busy time in the cyber security area. Firstly, Adobe Flash Player has finally been laid to rest. Flash was once the most popular way for people to watch video or play games on the Web, and was also widely used by Customers Portals. However, it failed to move to smart phones, and, more importantly, was plagued with security problems. Adobe will no longer offer security updates for Flash and is urging people to uninstall it. We have removed it from our work PC's, but you should check your home equipment.

Also, all of our staff were asked to complete our revised Cyber Security training and I'm pleased to say that everyone passed. We're going to change the training in the future, and cover a single topic every month. This will move us onto a more regular and much shorter training and awareness schedule. New users will still need to complete the full course.

Oliver's continue to get attacked from the Internet. In the last 12 months, we've blocked over 1,000,000 spam emails from getting to our users, and get directly attacked every couple of seconds. It's extremely important that you remain vigilant and report any suspicious activity to IT.

**Think before clicking.**



## REMOTE WITNESS TESTING

Progress has been good with the remote witnessing, since first being put in place in July 2020, in particular in Valvetek. Albeit the systems are now being used more and more in Valves and Twinsafe.

With the on-going constraints placed on the business by COVID we can see an ongoing and increased requirement for remote video inspection. In particular where customers do not or cannot provide their own system we have developed the JITSI system internally to have improved images and better functionality as the software has been updated.

Valvetek are additionally trialling two new systems in the next month; Librestream and HPE VRG. These systems will allow us to offer a better service to the clients inspectors where they have no system of their own

## OTHER NEWS

Don't forget to Like and Share the company articles when posted on Linked In and Facebook.

## UPDATES FROM IT

Following discussions between Sales and IT, the Project Tracking system in Syteline has had a major overhaul, with the aim of making it easier and more intuitive to use, providing better functionality, linking directly with Syteline Orders and quotes, and integrating with GroupWise email. More updates are scheduled in the New Year and any feedback is greatly appreciated.

IT will be running internal training courses in the New year, covering;  
Syteline, Intranet, CRM, Email, Filr and Video Conferencing Systems like Jitsi, Webex and Teams.

Don't forget there are many Funkimation and Sales training videos available on the Intranet via the Training tab.

There will also be further cyber security training in the New Year.

## NOVUS DEVELOPMENT

The construction work on the new site has now all but finished, and activity around Haig Road has noticeably reduced. For those of you who drive in to work, the completion of the new roundabout will no doubt be a welcome relief after several weeks of traffic chaos. Getting on and off Parkgate is now much easier and safer!

The new buildings themselves are all erected, but as a result of delays caused by recent events the developers have yet to provide power and other utilities to the majority of the site. This is now expected to take place in February 2021, at which point we can begin the process of snagging prior to handover.

We committed to the agreement to take on the new buildings back in 2019, well before the dramatic global events that have reshaped our plans, and we are working hard to ensure we utilise them to their maximum potential and that they are available for us to use when we return to normality.

Congratulations to the following who reach milestone anniversaries working for Oliver Valves during this next quarter –

Tony Wilde – 10 years  
Sarah Hodson – 10 years  
Lee Crossthaite – 15 years  
Ian Bryant – 15 years  
Jim Johnson – 10 years  
Anurag Srivastava – 15 years

*Lee*



*Tony*



*Jim*



*Anurag*



## TWINSAFE METAL SEATED VALVES

The 1963 Ferrari 250 California Spyder, arguably the best looking vehicle of all time. Beautifully styled, superbly engineered and with it's 2953 cc V12 gave class leading performance.



Inspired by Ferrari's pursuit of excellence and synonymous with this beautiful piece of this high performance Engineering is the Twinsafe 10 x 8" 1500 class metal seated valve manufactured recently. Superbly engineered, beautifully styled and class leading with it's high performance, proven zero leakage metal to metal seat sealing capability at fully rated working pressure.

On request from two major customers these valves, that were destined for the Shetland Islands, were subjected to extended production testing, far in excess of that normally associated with pipeline ball valves. Repeated high pressure gas tests with extended hold periods were carried out all under the scrutiny of the client witness. Despite the rigorous testing all valves passed the witness tests with zero leakage and in doing so marked a significant chapter in Oliver Twinsafe's metal seat history.

In the new year Ian and myself will be conducting a presentation on our metal seated capabilities as this is an area that sets us apart from the competition. Please note that all metal seated valves are available in Ferrari red if requested!

*Nick Howard, Engineering Director*

### OTHER ENGINEERING NEWS

The completion of the 2 1/16" API PR 2 test for the Marjan Project is a significant development update. This not only satisfies the requirements for the project but also expands our API qualified product range.



## 20,000PSI DBB GATE VALVE TOPSIDE

Working with our appointed Distributor in the USA Oliver's were asked to investigate the potential of being able to support a new development by a key End User in the Gulf of Mexico. This would expand our current range of Topside Double Block and Bleed Products, to be capable of handling pressures of 20,000PSI!

In true Oliver fashion, and through the efforts of Engineering & Sales we have been able to utilise our Subsea Gate Valve Technology and knowledge, to offer a Double Block and Bleed solution that will allow the end user to access high pressure resource opportunities across the Gulf of Mexico. This technology will allow the facility access to 75,000 barrels of crude oil and 28 million cubic feet of natural gas per day, in water depths of approximately 5,000 feet (1.524M).

First orders for the 20,000 PSI DBB Gate Valve & DBB Needle Valve products were received in Dec 2020 and we expect that future orders will continue to be placed throughout 2021, and years ahead for spares and replacement parts.

On top of our new technologies Oliver's were able to secure additional packages for our more standard products, such Monoflange, Sample & Injection Probes, Standard Double Block and Bleed Valves for the Instrumentation packages, Speciality Package Items and TEG applications.

Oliver's tenacity, expertise and knowledge will be critical to the success of this project, we look forward to the benefits that this advancement will bring to future opportunities globally!

