



December 2015

Open training courses will let more customers benefit from Alfa Laval's in-depth expertise

Alfa Laval has conducted marine training courses for many years, both on its own premises and in other locations around the world. In most cases, however, these have been tailor-made courses for specific customers. Now the company is introducing a range of open training courses, designed to let more customers take advantage of Alfa Laval's specialist expertise.

"To ensure safety and optimal use – but also economy in maintenance and operation – it's important that customers understand the equipment they work with and the many factors that impact its operation," says Caroline Carlstedt, Training Manager, Alfa Laval Service.

Alfa Laval's emphasis on training is evident, for example at the recently built Alfa Laval Test & Training Centre in Aalborg, Denmark, which comprises cutting-edge training facilities in addition to its 250 m² testing space. Customer-focused courses are regularly conducted on Alfa Laval's premises in Tumba, Sweden, but also worldwide in places like the Philippine capital of Manilla, where around 500 customers are trained each year. Now Alfa Laval will offer a range of open courses as well, allowing individual operators and small groups to participate together with industry peers.

Why open training courses?

"Training is in everyone's interest, but not all ship owners and operators are in a position to fill a dedicated Alfa Laval course," says Carlstedt. "Alfa Laval's open training courses, which will primarily be held at our facilities in Tumba, Sweden, will make our specialist expertise more broadly available to the marine industry."

Compared to tailor-made courses, Carlstedt sees a different set of advantages. "A customer-specific course has the benefit of being 100% focused on that customer's unique challenges," she says. "On the other hand, an open course means opportunities to exchange experience

with industry peers in similar positions, facilitated by Alfa Laval experts who can provide deeper insights and lead the way to best practices for all present.”

Relevant topics and important benefits

Open training courses will focus on key areas of concern for all ship owners and operators. The first, which will deal with separators, will be a three-day course aimed at equipment operators, technical crew and superintendents. This course will take place 23-25 February 2016.

By relating in-depth knowledge through the courses, and by teaching proper operational, maintenance and service procedures, Alfa Laval experts will help participants to optimize safety and ensure the correct handling that prevents unnecessary wear and stops.

“When customers have attended, they will understand their equipment and be familiar with the issues that affect its operation, which means they will be able use that equipment in the best possible way,” says Carlstedt. “That will contribute not only to lower maintenance costs, but also to lower operating costs. And when it comes time to refurbish, upgrade or replace the equipment, knowledgeable and competent personnel will be able to provide qualified feedback and support that will lead to a competitive long-term solution.”

To learn more about Alfa Laval’s open trainings, visit, <http://www.alfalaval.com/service-and-support/360-service-portfolio/training/scheduled-open-courses>

For further information, please contact:

Caroline Carlstedt
Training manager
Alfa Laval, Service
Phone: +46 8 530 65 000
E-mail: caroline.carlstedt@alfalaval.com

Anne Kirstine Senderovitz
Communication Manager and VP
Marine & Diesel Division, Alfa Laval
Phone: +45 51 23 45 56
E-mail: annekirstine.senderovitz@alfalaval.com

Editor's notes

About Alfa Laval

Alfa Laval is a leading global provider of specialized products and engineering solutions based on its key technologies of heat transfer, separation and fluid handling.

The company's equipment, systems and services are dedicated to assisting customers in optimizing the performance of their processes. The solutions help them to heat, cool, separate and transport products in industries that produce food and beverages, chemicals and petrochemicals, pharmaceuticals, starch, sugar and ethanol.

Alfa Laval's products are also used in power plants, aboard ships, in oil and gas exploration, in the mechanical engineering industry, in the mining industry and for wastewater treatment, as well as for comfort climate and refrigeration applications.

Alfa Laval's worldwide organization works closely with customers in nearly 100 countries to help them stay ahead in the global arena.

Alfa Laval is listed on Nasdaq OMX, and, in 2014, posted annual sales of about SEK 35.1 billion (approx. 3.85 billion Euros). The company has about 18 000 employees.

www.alfalaval.com