

Press release

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New Value calculator tool estimates cost savings

Alfa Laval announces the launch of a new cost estimator tool, the Value calculator. The tool quantifies operating costs for decanters, air heat exchangers and gasketed plate heat exchangers and helps determine actions to reduce these costs.

The Value calculator consists of two critical operating parameters. First, it provides customers with a clear and easy-to-understand overview of their current operating costs for decanters, air heat exchangers and gasketed plate heat exchangers. Second, it shows customers how to reduce these operating costs by implementing services available in the Alfa Laval 360° Service Portfolio.

“Succeeding in today’s competitive business environment puts enormous pressure on our customers. So we have put ourselves in our customers’ shoes and asked: ‘What can we do to help them save more money?’,” says Peter Norrby, General Manager Service, Process Technology Alfa Laval. “With the Value calculator, we can show customers how they can reduce costs and realize measurable savings by using our services.”

To be able to calculate the savings, customers supply Alfa Laval with actual operating data, such as energy costs, flow rate and pressure. The Value calculator can then compare today’s operating costs to future operating costs when using Alfa Laval’s services. It shows customers how much money they can save by using one or more of Alfa Laval’s services.

An Alfa Laval Condition Audit, for example, evaluates the mechanical condition of the equipment, while a Performance Audit assesses the actual performance of the equipment. Both services provide fact-based insights and indications on how to improve current operations.

“It is important for customers to understand their current operating costs in order to understand how to reduce costs tomorrow,” Norrby continues. “The Value calculator helps our customers realize measurable savings on their decanters, air heat exchangers and gasketed plate heat exchangers.”

In addition to the Condition and Performance Audits, Alfa Laval 360° Service Portfolio offers a broad range of services to address every phase of the equipment life cycle, including start-up, maintenance, support, improvements and monitoring services.

Learn more about Alfa Laval’s [360° Service Portfolio](#)

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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 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 2015, posted annual sales of about SEK 39.7 billion (approx. 4.25 billion Euros). The company has today about 17,500 employees.

www.alfalaval.com

High resolution images can be downloaded at
www.alfalaval.com/new-value-calculator



Extending performance

With the Alfa Laval 360° Service Portfolio