



## Complete solutions provider Alfa Laval helps home and personal care company boost growth by 21%

Raton Process Solutions BV, Breda, The Netherlands

Case story



Alfa Laval's close collaboration with Raton BV Process Solutions helped boost growth at Kompak Nederland BV by 21%.

When the Dutch packaging company Kompak Nederland BV wanted to build a sustainable state-of-the-art factory for co-making and co-packing 15,000 tons of home and personal care products a year, they turned to Raton BV Process Solutions. Raton, a leading provider of industrial process solutions, enlisted the help of complete solutions provider Alfa Laval for equipment supply and engineering services.

The result? Higher energy savings and lower overall production costs at Kompak's Etten-Leur plant, which helped boost the company growth rate by 21%.

### Engineering know-how for sustainable production

When consumers use home and personal care products from Kompak's production lines, they are largely unaware of the myriad processes involved in bringing these products to market. For Kompak, bringing sustainability to the production lines at its Etten-Leur plant is one of its overarching objectives. Dutch process solutions provider Raton partnered with Alfa Laval to engineer sustainable solutions for the new plant, which conserve water, save energy and reduce waste.

"Kompak, their customers and their customers' customers are demanding more sustainable home and personal care solutions," says Dominique van de Wiel, managing director at Raton. "Kompak therefore wanted a new factory that had the smallest possible impact on the environment throughout the entire chain – from raw material to packaged product."

Raton ensured that the Etten-Leur plant met Kompak's sustainability requirements with energy-efficient equipment, which also contributes to water conservation and reduced waste.

### Alfa Laval: Complete solutions provider for home and personal care

When asked why Raton chose to partner with Alfa Laval, van de Wiel explains, "Alfa Laval's depth of engineering experience and broad product range gave us full flexibility to create a reliable, state-of-the-art solution tailored to Kompak's exact processing requirements."

Raton's long-standing business relationship with Alfa Laval, according to van de Wiel, enables his company to deliver top-notch process solutions, uphold the highest quality standards and protect its solid reputation.

“We’re in the trust business,” van de Wiel continues. “We put our trust in Alfa Laval quality, innovative solutions and unmatched service and support so that our customers can put their trust in us.”

### Solutions for the state-of-the-art Kompak factory

#### Installation of 5 Alfa Laval LKH centrifugal pumps

Alfa Laval LKH centrifugal pumps transport cold water, hot CIP water and ozone water to the mixing tanks and storage tanks. These pumps meet the requirements for high efficiency, low power consumption, low NPSH and very high sanitary standards. With fewer spare parts and easy-to-access front-loading seals, the pumps also offer quick, low-cost maintenance.

#### Newly developed pigging system

Another noteworthy innovation: A pigging system using Alfa Laval components. The system consists of Alfa Laval OptiLobe rotary pumps, LKB butterfly valves, IndiTop valve position indicators and fittings. It provides Kompak with the simple, reliable and flexible system to get the most out of raw materials while reducing waste by recovering product at the end of a production run. By eliminating product loss along the 100 m line from the storage tanks to the filling station, Kompak was able to boost its overall yield.

“Alfa Laval lent its fluid handling expertise and engineering know-how to develop the pigging system,” van de Wiel says.

#### A wide range of critical components

Alfa Laval also provided engineering expertise and support for these plant components:

- Alfa Laval OptiLobe rotary pumps, a cost-effective solution for efficient transfer of viscous liquids
- Alfa Laval LKC-2 non-return valves to prevent the reverse flow of fluids
- Alfa Laval TS6 heat exchanger for efficient heat transfer
- Energy-efficient AlfaDisc 50 hybrid heat exchanger helps ensure cost-effective CIP (Cleaning In Place)
- Dynamic Alfa Laval SaniMidget rotary spray heads effectively clean tanks upon completion of every batch using less water, less energy and less cleaning agents than static spray balls
- A rooftop-mounted Alfa Laval dry cooler provides efficient cooling for the water circulation system
- Alfa Laval LKB UltraPure butterfly valves, 35 in all, for dependable hygienic performance
- Alfa Laval Unique single seat valves (SSVs), 22 in all, for superior valve process safety
- Alfa Laval IndiTop valve position indicators, 72 in all, for accurate visual indication of valve position and status



The new Kompak pigging system features Alfa Laval OptiLobe rotary pumps, LKB butterfly valves, IndiTop valve position indicators and fittings for straightforward operational reliability.

### Reliable partnership increases profitability

Raton not only designs and commissions engineering solutions for its customers, but helps maintain them so the process solutions provider appreciates the convenience and ease of one-stop shopping. With Alfa Laval as its single point of contact for orders, invoicing and spare parts, Raton can ensure Kompak of quick assistance, spare parts availability and short delivery times.

“We recognize that choosing Alfa Laval as our partner may not always provide our customers with the least expensive installation upfront but we know from experience that the investment in Alfa Laval quality and performance pays off,” says van de Wiel.

Working with Alfa Laval, all told, ultimately adds up to lower total cost of ownership by securing equipment supply and know-how at reasonable costs, getting the most out of raw materials, cutting operating and maintenance costs and reducing waste and emissions.

### Comprehensive solutions yield 21% growth

Quick payoff is evident at the Etten-Leur plant, according to Jan Spiering, general manager at Kompak. “We have reaped the benefits of the major investment we made in our new plant in Etten-Leur that resulted in growth of no less than 21%,” says Spiering.

The Raton-Alfa Laval collaboration as complete solutions providers on the Etten-Leur plant has, no doubt, contributed to Kompak’s growth.

#### How to contact Alfa Laval

Up-to-date Alfa Laval contact details for all countries are always available on our website at [www.alfalaval.com](http://www.alfalaval.com)