



Alfa Laval helps Cargill lower total cost of ownership

Cargill, Amsterdam, The Netherlands

Case story



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Cargill is an international producer of food, agricultural and industrial products. Four new Alfa Laval PX115e separators with Alfa Laval Condition Monitoring systems were commissioned at the company's sunflower vegetable oil plant in Amsterdam, the Netherlands. Cargill also invested in a Performance Agreement with Extended Commitments to get maximum benefits from their new equipment.

The agreement makes Alfa Laval fully responsible for all maintenance work on

the four separators over the coming ten years. The annual fee is fixed and covers all expenses for spare parts and labour regardless of what is needed to keep operations running. The agreement also regulates the maximum time before the machines must be up and running again in case of an unplanned stop.

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Henk Vedder is Maintenance Manager at the plant and has long experience working with Alfa Laval separators. He also

works for the Cargill Centre of Excellence in Europe, which is responsible for developing best practices within the company.

Strong focus on lowering the total cost of ownership

I'm pleased that Alfa Laval makes this commitment. We have a fixed service budget and a guaranteed time before the machines are back online if something happens. Alfa Laval has full responsibility and I don't have to worry about a thing," he says.



The partnership between Alfa Laval and Cargill has a strong focus on actively lowering the total cost of ownership. Using preventive and conditions-based maintenance maximizes uptime and minimizes service costs.

Problems are discovered before they become critical

The Alfa Laval Condition Monitoring services are an important part of this process. By logging and analyzing a number of variables, such as rotational speed, vibrations, bearing temperatures and feed

rate, maintenance work can be optimized for performance, uptime and service cost. Problems are discovered before they become critical and optimum service intervals are established.

"I am looking forward to working in partnership with Alfa Laval to continuously improve our maintenance processes. This setup allows both companies to focus on their respective core competencies," Henk Vedder concludes.

Fast facts

Alfa Laval Performance Agreements

Alfa Laval Performance Agreements are individually tailored service solutions that can include any of the services in our extensive 360° Service Portfolio. Based on your specific needs, they maximize your return on investments, ensure continual top equipment performance and make budget work easy.

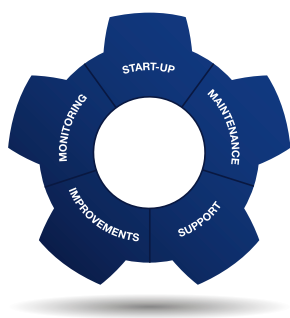
Benefits:

- Higher performance and efficiency
- Less downtime
- Higher quality
- Higher return on investment
- Fixed annual fee



PERFORMANCE AGREEMENTS

360° Service Portfolio



360° Service Portfolio

The Alfa Laval 360° Service Portfolio covers the entire lifecycle of your equipment, and brings you maximum uptime, high performance, low maintenance and operating costs.

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