



## Alfa Laval Performance Agreement and genuine spare parts boost uptime

Janatha Fish Meal & Oil Products, Kota, Karnataka, India

Case story



**Non-genuine spare parts are costly.** That's the lesson Janatha Fish Meal & Oil Products learned when Alfa Laval equipment at its Kota manufacturing facility required major repair due to damage caused by the use of non-genuine spare parts.

To get the production lines up and running again and to rectify issues caused by the use of non-genuine spare parts, Janatha turned to Alfa Laval. The result? Instead of reactive maintenance, the global producer of fish protein and fish oil derivatives signed an Alfa Laval Performance Agreement to save time and money through preventive maintenance. This ensures Janatha maximum uptime, timely replacement of spare parts and better control of their maintenance budget.

Strategically situated in the town of Kota on the southwestern coast of India, the manufacturing facility of Janatha Fish Meal & Oil Products processes up to 900 tons of raw fish per day for use in various animal feed, agriculture and industrial products.

### **Genuine spare parts pay off in the long run**

Due to the eight-month processing season of these perishable fish oil-based products, uptime is critical. Otherwise,

rapid deterioration of the raw materials results in huge production losses. Plant downtime amounts to production losses of 2 MEUR per month including the cost of raw material.

Purchasing non-genuine spare parts was less expensive than genuine Alfa Laval spare parts. However, the use of non-genuine spare parts resulted in frequent unplanned production stops. One such unplanned stop resulted in repairs amounting to approximately 200,000 EUR.

"We had been using low-cost non-genuine spare parts for years but noticed a direct correlation to frequent breakdowns, maintenance and downtime," admits Anand Kunder, one of the co-owners of Janatha Fish Meal & Oil Products.

The company used non-genuine spare parts due to fast delivery times. In order to provide more competitive lead times, Alfa Laval offered the Janatha Fish Meal & Oil Products a Performance Agreement, which ensured smooth and timely maintenance of the entire plant.

"Non-genuine bearings, for instance, typically lasted four to six months but then required replacement and undoubtedly caused other issues within the process lines," he adds. "After

10 years, all of our equipment needed a major service overhaul, which should not have been the case. We needed expert advice so we contacted Alfa Laval.”

**Restoring separator and decanter performance**

To deal with Janatha’s immediate needs after an initial consultation, Alfa Laval recommended comprehensive Alfa Laval Repair services to optimize the high-speed separators and decanters that are critical to the plant.

After peak production season, five Alfa Laval separators and four decanters were sent to the local Alfa Laval service centre for:

- Thorough equipment inspection
- Identification and welding of areas damaged due to mechanical, chemical or erosion attacks
- Refitting of spare parts, such as o-rings and gaskets
- Replacement of worn out or damaged spare parts
- Upgrading of older equipment components
- Balancing static and/or dynamic equipment
- Testing to ensure noise and vibration standards are met

**Proactive maintenance cuts maintenance costs by 65%**

Alfa Laval also recommended that the Janatha sign an Alfa Laval Performance Agreement to deal with maintenance proactively rather than reactively.

“Planned maintenance with an Alfa Laval Performance Agreement and genuine spare parts reduced our total maintenance costs by 65% and optimized plant uptime,” says Prashant Kunder, co-owner of the family business.

In addition, the Performance Agreement ensures that the right genuine parts are available before the components require replacement.

“With an Alfa Laval Performance Agreement, the plant can operate at full capacity during peak season,” the owners concur.



Mr. Prashant Kunder, co-owner of Janatha Fish Meal & Oil Products.



Mr. Anand Kunder, co-owner of Janatha Fish Meal & Oil Products.

**Fast facts**



Janatha Fish Meal & Oil Products, Kota, Karnataka, India

**The customer**

With over 62.5 MEUR in annual sales, Janatha Fish Meal & Oil Products is a global provider of fish oil and products based on fish oil derivatives. The plant processes 900 tons of raw fish per day during the short eight-month production season. Uptime is critical.

**The challenge**

- Ensure that five Alfa Laval separators and four decanters used for critical production processes run reliably and perform optimally during the production season
- Boost cost savings and ensure uptime by eliminating unnecessary downtime
- Reduce maintenance costs caused by the use of non-genuine spare parts

**The solution**

An Alfa Laval Performance Agreement for Preventive Maintenance Decanter and Preventive Maintenance High Speed Separator to ensure that wear parts are replaced at regularly scheduled intervals.

**The benefits**

- Optimal performance and production capacity
- Reduced annual maintenance budget by conducting the right maintenance at the right time
- Secured integrity and reliability of the production line by using genuine spare-parts

**Extending performance with the Alfa Laval 360° Service Portfolio**

Our extensive Service Portfolio offers all the services you need to ensure top performance, maximum uptime and operating efficiency from your Alfa Laval equipment throughout its life cycle. Our committed team’s expertise and the availability of parts bring you peace of mind.



**How to contact Alfa Laval**

Contact details for all countries are continually updated on our web site. Please visit [www.alfalaval.com](http://www.alfalaval.com) to access the information direct.