



## Customer Training

# Compact Welded Heat Exchangers



## Why train your personnel?

Among your most important assets are knowledgeable and motivated operational and service staff who understand the importance of proper equipment use and handling. For this reason, we offer a mix of practical, theoretical and do-it-yourself training courses.

By strengthening staff competence, you show that you value the people in your organization and increase your competitive advantage. Standard and customized training programmes are available to help your staff achieve optimal productivity, prolong equipment service life and consequently save you time and money.

## Competence – a limited shelf life

No organization is static and, as it develops, the personnel need to develop with it. Competence has a limited shelf life – what an employee knows at the beginning of his or her employment is often not enough later on. Sometimes employees need to develop completely new skills.

Professional, structured training for operators and maintenance staff generates many positive effects. These range from increased uptime, higher output and improved plant safety to soft values such as enhanced motivation and commitment among your personnel.

## Introduction

Take advantage of Alfa Laval's targeted training programme for users of our compact welded heat exchangers. Alfa Laval instructors blend their own hands-on experience in operating and maintaining the equipment with genuine application expertise. They provide the optimal combination of theory and hands-on training that your personnel need to get optimum performance from these advanced heat transfer systems.



### Challenges in your industry

Industries such as Oil & Gas and Petrochemicals place major demands on heat exchangers in terms of extreme temperatures and pressures, and aggressive and fouling media. Shell-and-tube heat exchangers are frequently replaced with Alfa Laval compact welded heat exchangers because they are smaller and more efficient. Although, thanks to their design, they require much less service, your personnel may not be as familiar with the technology.

### Results of the training

Participants leave with the know-how required to operate, clean and service the equipment, optimize its performance and avoid breakdowns. This will increase uptime in your plant while reducing your maintenance costs.



## Overview of the training

We adapt the training programme and the information content to your specific needs, taking into consideration the level of competence of the group working with the equipment.

The courses cover everything from basic welded heat exchanger design, through operation and maintenance issues, to ways of optimizing the installations in your plant. Training topics include:

- Basic welded heat exchanger design, such as Compabloc, spiral, and frame types
- Welded heat exchangers in your process
- Heat exchanger installation and start-up
- Operation, cleaning and trouble-shooting
- Predictive maintenance
- Product parts and service, incl. the support provided by Alfa Laval

## Benefits for your plant

The key benefits of our Compact Welded Heat Exchanger training programme are, of course, more competent and motivated staff. We are confident that this will, over time, generate the following benefits:

### Time and money saved through correct equipment handling

With proper knowledge of handling the heat exchangers, your operators and maintenance personnel can optimize equipment performance. Correct handling will avoid breakdowns and unplanned production stops, thus raising efficiency. Preventing unnecessary downtime and being able to plan maintenance stops will reduce maintenance costs.

### Increased safety for staff and equipment

Proper operational, maintenance and service procedures according to Alfa Laval instructions ensure the safety of both staff and equipment.

### Minimize maintenance costs

Equipment lifetime is optimized by following Alfa Laval's operational and service instructions and by using genuine Alfa Laval spare parts. Time and money will also be saved during planned maintenance since personnel are familiar with the tools and the service procedures. Knowing how to handle and service the equipment is an effective method for reducing both operating and maintenance costs.

### Capital investment support

Knowledgeable and competent operating and service staff will also be able to give qualified feedback and support when the time comes to refurbish and/or replace your compact welded heat exchangers.

## Contact us

For more details, please contact your nearest Alfa Laval representative who will be pleased to discuss your specific personnel training needs.

### Important to know...

#### Location

The training can be held at your plant, at an Alfa Laval location, or elsewhere equally suitable. The appropriate venue for the training will be discussed and jointly agreed upon based on what is found to be most suitable from case to case. At some Alfa Laval locations, hands-on training can be provided without the need to stop a real production process to access the equipment.

#### When are courses held?

Depending on demand, dates for the courses can normally be set to suit you and your operation.

#### How much knowledge is required to participate?

Each participant's level of experience will be evaluated prior to the training sessions to ensure that the presentations and exercises target the competence needs of your staff.

#### How many persons can participate?

The number of participants will be set at such a level that, based on the experience and background of the trainees, enough time is available to address, motivate and engage everyone in the different training sessions.

#### 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)