



Become best in class

Optimized heat transfer solutions for the OEM market



Gain competitive advantages with optimized heat transfer solutions





You want to be the best at what you do, and we can help you get there. Our heat transfer solutions are not only optimized for your application, they are even customized to your specific needs. Whether you need a highly advanced piece of optimized engineering or the most cost-effective solution possible, Alfa Laval's dedicated R&D teams, global network and more than 130 years of experience will make sure you get exactly that.

#### **Committed to your success**

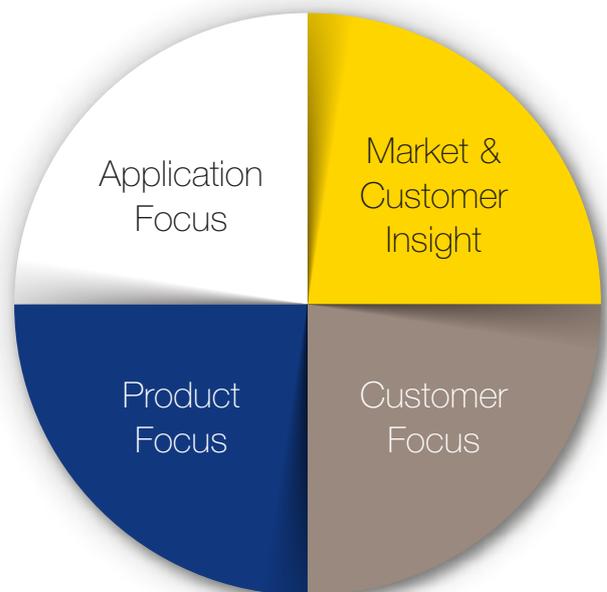
We want our customers to be successful. Which is why our proactive R&D teams are constantly looking for innovative new ways to optimize your capacity, efficiency and competitiveness. And as a long-term partner, we are dedicated to ensuring the durability of your solutions and ensuring that they are future-proof.

We also ensure that your solutions are delivered swiftly and securely thanks to our vast global distribution organization and local service and support network.

#### **Four strengths that add up to one great partner**

Alfa Laval's success in creating the industry's best OEM solutions is largely due to our four main strengths.

- *Application focus* based on constantly examining the specific needs and priorities of each application area and evaluating and developing different solutions for the various industries.
- *Market and customer insight* based on dialogue with our customers and our application knowledge.
- *Product focus* based on our mission to develop products with greater flexibility and efficiency that benefit our customers' application demands.
- *Customer focus* based on being a long-term solutions provider with global reach and a local presence. We understand the challenges and logistics of volume production and the importance of timing.





# Your application needs drive our development

A vast wealth of experience, a thorough understanding of our customers' industries, processes and needs combined with dedicated R&D teams equip us to develop breakthrough solutions and optimize each one for your particular needs.

## **Just right for you**

We have been developing ideal solutions for years. Working within various industries, discovering new aspects of each application and learning how different needs and priorities change over time. And if there is one thing we have learnt, it is that there is no single 'ideal solution'. At Alfa Laval, we thrive on finding the solution that is just right for you.

## **Years of getting to know you**

The unique wealth of experience we have accumulated from over 130 years of close collaboration with the industries' best experts, our customers, ensures we are always moving forward.

Our extensive global knowledge base, with its vast catalogue of market research, is an invaluable resource that enables us to draw on previous experience and similar solutions. It also means that we keep you ahead of emerging trends, new regulations, and quickly adapt wherever necessary.

## **We uncover hidden insights**

The process of examining your current needs often uncovers new insights, such as innovative ways to optimize our products for your application to boost efficiency and increase capacity. It's all about asking the right questions and knowing what to do with the answers.

Some current market trends driving our innovation:

- Greater efficiency
- Partial load
- New energy ratings
- Use of fewer materials
- Low environmental impact refrigerants
- Lower refrigerant charges
- Cost innovation
- Anti-freezing properties



# Product innovations that help you break barriers

Our core business is the development of innovative technologies. Our commitment to progress, together with our constant interaction with customers in every segment of the market in all corners of the world, has resulted in us becoming the global leader in new product innovations.

## **Figuring out which boundaries need pushing**

Ever since we introduced the world to brazed plate heat exchangers in 1977, we have been dedicated to optimizing capacity, flexibility and efficiency. Our proactive R&D units are constantly pushing the boundaries to find new solutions and concepts, as well as new ways to future-proof your critical systems.

## **The industry's boldest R&D department**

At Alfa Laval, our mission is to develop products with greater efficiency and lower energy consumption, and improve our customers' processes time and time again. It is no wonder, then, that we currently hold more than 1,900 patents, and launch more than 35 new products every year.

## **The advantage of being first**

Thanks to our highly dedicated R&D teams, global reach and more than 130 years of experience, we identify and adjust to changing market demands well in advance. That means you are always ready for emerging trends and new regulations, such as new refrigerants, energy efficiency issues, partial load performance, charge reduction, etc.



### **Asymmetrical innovators**

One example of this innovation in action is our recent use of asymmetrical flow patterns. While others focus on one asymmetrical configuration and pattern, we at Alfa Laval believe in solutions that are suited to each application's needs. Which is why we already offer two different asymmetrical solutions and have others in development.



# The industry's best po

Never one to follow the crowd, Alfa Laval is constantly searching for better and more cost-efficient heat transfer solutions. We recently added three more innovations to our already extensive product portfolio to help our customers remain best in class.



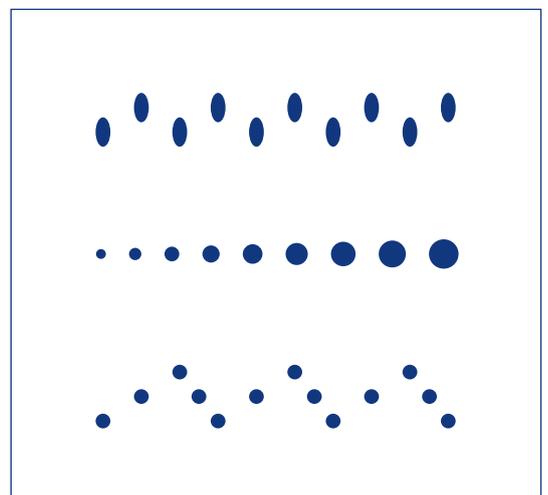
## Innovative solutions that increases capacity

AC1000 is the largest dual circuit brazed heat exchanger on the market boasting design features that let you increase capacity, lower total system cost and boost efficiency.

AC900 is a new large single circuit heat exchanger optimized for low density refrigerants, designed to increase capacity and lower total system cost.

## DynaStatic Design gives you distribution flexibility

This breakthrough production method enables unparalleled freedom to design the perfect refrigerant distribution system for your products. Whatever placement, size and number of distributors you want, we can produce it.

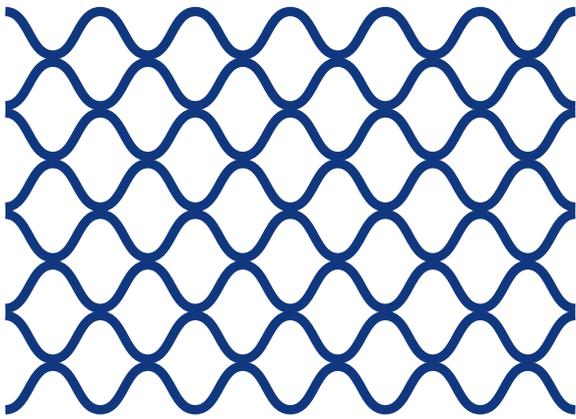


# Portfolio just got better

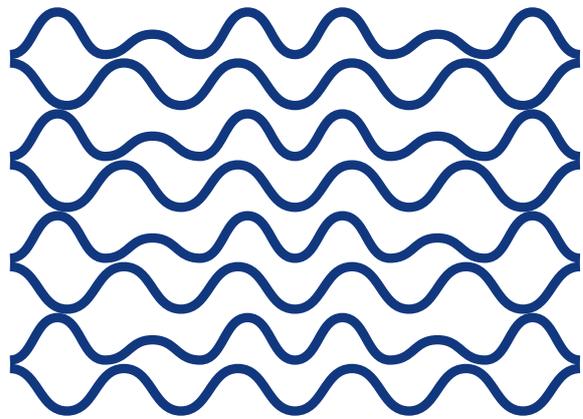
## FlexFlow Design boosts heat transfer efficiency

Our range of asymmetrical flow patterns unlock new levels of efficiency. We don't believe in a one size fits all approach – we develop new asymmetrical patterns that suit the application.

FlexFlow makes our heat exchangers more efficient and, in turn, more environmentally friendly. This allows for either increased performance or similar performance with fewer plates.



Traditional symmetrical flow.



An asymmetrical pattern increases the heat transfer efficiency. Alfa Laval offers a number of options suitable for your application.

# The world leader in application expertise

At Alfa Laval we understand heat transfer. Years of dedication to key application areas has made this possible. We are constantly examining the specific needs and priorities of each application area, evaluating and developing different solutions for different industries, and optimizing individual solutions according to specific criteria. From advanced engineering and unique designs, to fast production or cost-effective solutions, Alfa Laval will help you stay one step ahead of the competition.

## **Heat pumps**

Alfa Laval has a long, successful track record as partner to the heat pump industry. We work very closely with manufacturers to design heat exchangers that optimize performance for their specific systems.

## **Air conditioning**

As the market shifts towards greater efficiency and more sustainable solutions, Alfa Laval is at the leading edge of emerging trends. This is particularly the case in the air conditioning industry where we are well known for our quality heat exchangers.

## **Heating systems**

Heating is one of Alfa Laval's core skills and our global experience enables us to identify and eliminate costly pitfalls, so you don't have to. There are plenty more advantages of working with Alfa Laval. We can deliver factory to factory, for example, thereby minimising logistical costs and saving valuable time. Not to mention the fact that we have the resources and experience to accommodate the most challenging requirements.

## **Industrial applications**

Competition is fierce in the industrial sector and with a global network,

extensive R&D activities and cutting edge engineering solutions, Alfa Laval is always on hand to help you remain ahead of the competition.

## **Combined heating and power**

With a focus on lower emissions and long-term cost savings, we have been developing optimized heat exchange solutions for more than a century. Alfa Laval's unparalleled expertise and cutting edge engineering within the combined heating and power industry has resulted in a comprehensive range of highly efficient solutions for cogeneration systems.

## Industrial applications

- Wind power
- Air dryers
- Air compressors
- Process cooling
- Transport refrigeration



## Air conditioning

- Air cooled scroll chillers
- Air cooled screw chillers
- Water cooled scroll chillers
- Water cooled screw chillers
- Direct expansion systems



- Stirling
- Fuel cells
- ORC (organic Rankine cycle)

Combined heating and power

## Heating systems

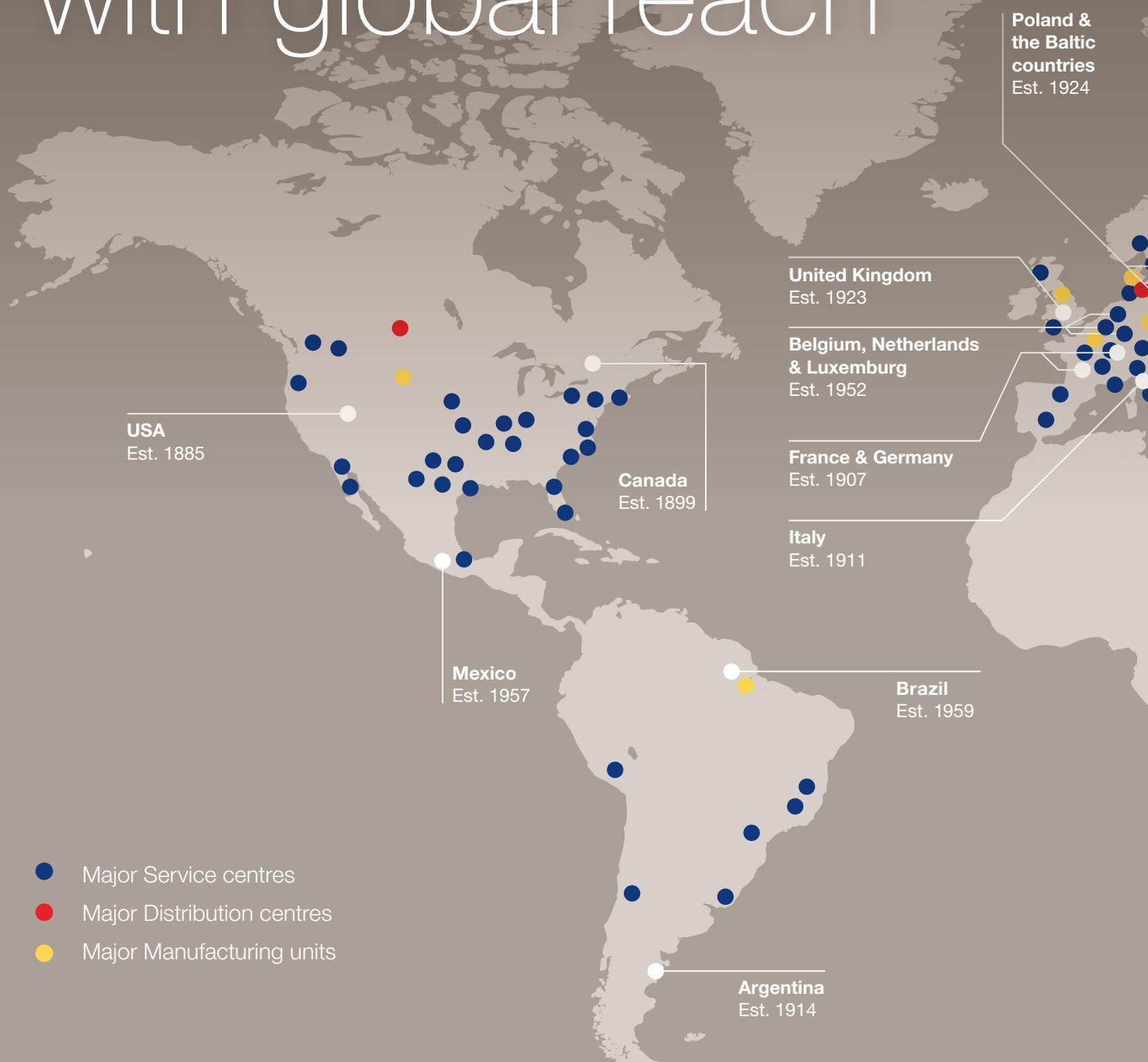
- Boilers
- Domestic Hot Water
- Solar



- Ground source
- Water source
- Air source

Heat pumps

# Your local contact with global reach



Supplying several million heat exchangers every year, we have mastered the challenges and logistics of volume production. And with a vast global manufacturing and distribution network, we understand that timing is crucial. Alfa Laval's global organization, with 32 production units and approx. 16,000 employees, helps businesses in around 100 countries optimize their processes.

## Your long-term solutions provider

In addition to extensive research and testing to ensure your solutions are future-proof, we are constantly searching for possible improvements and areas of optimization. Alfa Laval is not just a short-run OEM supplier – we are a long-term solutions provider.

7,700

The number of employees working at our 32 manufacturing units

8

The number of strategically located distribution centres around the world

102

The number of Alfa Laval service units



### Comprehensive logistics network

A strong presence on a vast number of markets around the world provides a unique network of support for our clients, as well simplifying and securing logistics and timing.

### EDI makes ordering simpler

Integrating your order handling system with ours streamlines your ordering routine, saving you valuable staff time and improving accuracy and safety.

### Local presence wherever you are

We are strategically positioned all over the world in order to be able to offer you our full expertise wherever you are.

# Partner with Alfa Laval to become best in class

Our unique wealth of experience, our dedication to finding innovative new heat transfer solutions that improve capacity, flexibility and efficiency and our global manufacturing presence make Alfa Laval your ideal partner.

Don't let the constant flow of regulations and ever-changing trends hold you back in your business. We work closely with you to ensure you get exactly what you need to be successful – whether that is a product that demands years of R&D or an unexpected challenge that demands an immediate solution.

Our latest innovations clearly show how we go the extra mile to meet your reality.

AC1000 is the largest dual circuit brazed heat exchanger on the market boasting design features that let you increase capacity, lower total system cost and boost efficiency.

AC900 is a new large single circuit heat exchanger optimized for low density refrigerants, designed to increase capacity and lower total system cost.

**DynaStatic Design** gives us unprecedented freedom to design the perfect distribution system tailored to your application and product.

**FlexFlow Design** uses unique plate pattern asymmetries to unlock new levels of efficiency.

Join forces with Alfa Laval to gain a partner who does everything it takes to make you best in class.





### **Alfa Laval in brief**

Alfa Laval is a leading global provider of specialized products and engineering solutions.

Our equipment, systems and services are dedicated to helping customers to optimize the performance of their processes. Time and time again.

We help our customers to heat, cool, separate and transport products such as oil, water, chemicals, beverages, foodstuffs, starch and pharmaceuticals.

Our worldwide organization works closely with customers in almost 100 countries to help them stay ahead.

### **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.

[www.alfalaval.com](http://www.alfalaval.com)

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