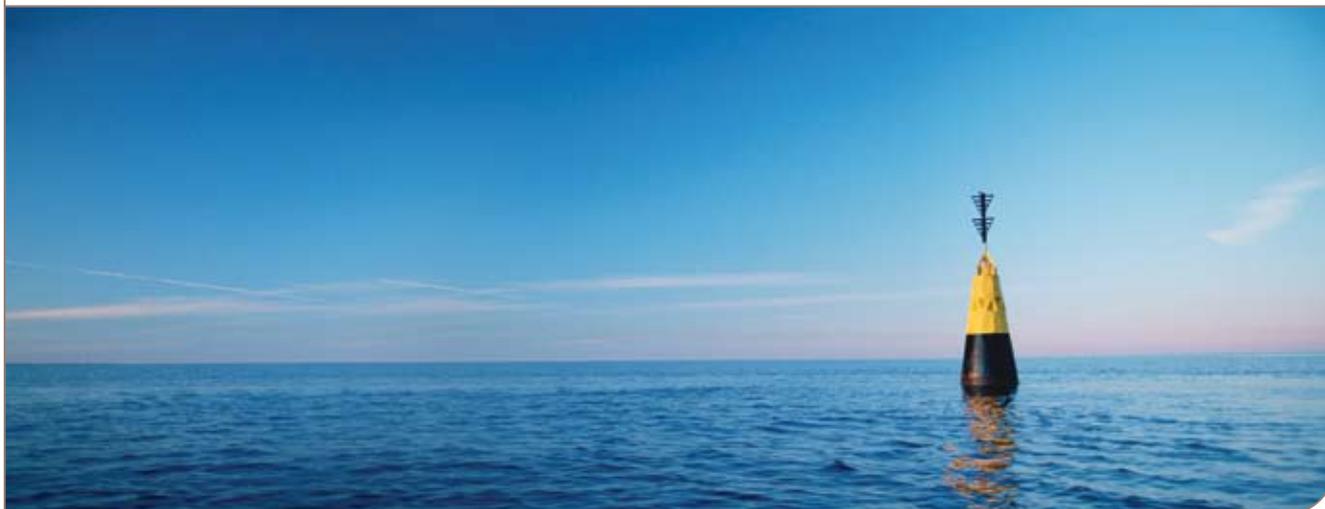




## Customer Training

# For users of marine equipment



## Why train your personnel?

Among your most important assets are knowledgeable and motivated operational and service personnel 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 the competence of your personnel, 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 crew achieve optimal productivity, prolong equipment service life and consequently save you time and money.

## Competence – a limited shelf life

No technology is static and, as it develops, your 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 personnel generates many positive effects. These range from increased uptime, improved performance and lower operating costs to soft values such as enhanced motivation and commitment among your personnel.

## Introduction to Marine training

Welcome to Alfa Laval's targeted training programme for users of marine equipment. Alfa Laval instructors blend their own hands-on experience in equipment operation and maintenance with theoretical and design-related expertise. This enables them to provide the optimal combination of theoretical and practical training needed to take full advantage of this state-of-the-art marine equipment.



### Challenges in the Marine industry

In today's fiercely competitive business environment, to maximize uptime and keep operating costs to a minimum it is necessary to have state-of-the-art systems, operated and maintained by well-trained, competent personnel.

### Results of the Marine training

Class participants leave with the know-how required to operate and maintain advanced onboard systems and equipment.

Thorough product knowledge together with an insight into preventive maintenance strategies will enable your staff to keep your Alfa Laval equipment at peak performance.



## Overview of the training

We adapt the training programme and the information content to your specific needs. Full consideration is given to the level of competence of your crew.

The courses cover everything from basic high speed separation technology to operating and maintenance issues. The standardized training modules include:

- High-speed separation basic theory
- High-speed separators in the marine industry
- Fresh water generators
- PHE operation and service
- Fuel conditioning modules
- Fuel oil and lube oil installations
- Bilge treatment
- Operating and Best Practice considerations
- Service and maintenance
- Trouble-shooting

## Benefits of Marine training for your ship

The deliverables in terms of the Customer Training service are, of course, a more competent and motivated crew. We are confident that this will, over time, generate the following benefits:

### Increased efficiency will save time and money

Incorrect handling causes avoidable equipment wear and unnecessary stops.

Efficiency will be increased when unnecessary downtime is prevented. When the operators and the service staff have the proper knowledge of handling the equipment the risk of damage is minimized.

### Increased safety for crew and equipment

Proper operational, maintenance and service procedures according to Alfa Laval instructions ensure that both staff and equipment will be safe.

### 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 staffs 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 engine room personnel will also be able to give qualified feedback and support when the time comes to refurbish and/or replace any of the marine equipment.

## 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 on board the ship, 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.

#### 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 personnel.

#### 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)