



Sweet news to a sugar-ethanol plant in Brazil

Sugar and ethanol plant, Brazil

A Brazilian sugar and ethanol plant suffered problems with costly unscheduled downtime that compromised on productivity and efficiency – until they negotiated an Alfa Laval Service Agreement. One that saved them around 100,000 Euros in nine months.

With many years of expertise in the sugar cane industry, the company aim to supply the sugar and ethanol markets with competitively priced, high quality products, including a range of ethanol by-products and ‘clean’ electricity, both nationally and internationally.

Simple goals. Do more for less

Their performance goals are simple: to increase productivity, efficiency and profitability while investing in process improvements and innovating with new technologies and sustainability initiatives. Until the company signed Alfa Laval Service Agreement, many of the plant’s harvest seasons were spoiled by costly unscheduled stoppages, compromising productivity. They have entered into the Alfa Laval Service Agreement to improve this situation.

A need for change

The company had two FESX 712 high speed separators in place, running at a feed flow of 130 m³ /h each; three FESX 512 high speed separators running at 90 m³/h feed flow each, and a further five FEUX 512 high speed separators running at 75 m³/h feed flow each.

They had constant challenges with equipment failure, experiencing several unplanned shutdowns in one



season. Productivity was hit hard and maintenance costs were rocketing as whole workforces waited for engineers to respond to call-outs, and eventually fix the problem. Even costly scheduled maintenance with other suppliers was not enough to prevent blockages and breakdowns. In addition, there were no formally qualified operators among the 4,000-strong workforce that were fully trained in the machinery the plant relied on.

Without the necessary expertise, early warnings and minor problems were left to reach crisis point before being addressed, translating into huge costs and inefficiencies.

Without a stable Alfa Laval Service Agreement, the plant was struggling to stay on top of its own vital equipment. In shut-down situations, they were still agreeing prices with their service providers.

Alfa Laval had faith in the equipment and levels of service they are able to provide – they knew they could change the way the sugar-ethanol company worked.

An agreement for high performance

The two parties negotiated Alfa Laval Service Agreement. Alfa Laval took the time to get to the bottom



FESX 712 (left) and FESX 512 (right) high speed separators

of the issues the plant was experiencing, and to design a performance package that suited the needs of the company and their future projections.

For a fixed fee, Alfa Laval Service Agreement was tailored to meet the company's specific needs.

This four-year agreement includes:

- A team of dedicated service engineers, who know the company, the factory footprint and the equipment inside-out.
- Alfa Laval Preventive Maintenance to ensure machinery is running at optimum performance levels – replacing costly unscheduled stoppages with upkeep at non-peak times.
- Alfa Laval Condition Audit service to help determine when equipment needs service or replacement.
- Best practice for maintenance established, and full training provided for the staff.
- 40 emergency hours available every calendar year.

Instant results

Within a single season, the company has already seen impressive results. Adding three Alfa Laval Equipment Upgrades have resulted in energy savings of 14,000 Euros while maintenance costs for unplanned stops are now zero, resulting in annual savings of 44,000 Euros.

Thanks to a targeted training programme the plant has made a further saving of 43,000 Euros related to process optimization.

“Smoothly-running equipment has increased the efficiency of the factory and saved energy consumption, while eliminating unscheduled stoppages has drastically increased profitability, making workforces standing idle a thing of the past,” says the production manager of the plant.

About the solution

The route to optimum performance

Alfa Laval Service Agreements are the perfect complement to Alfa Laval equipment. They 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.

Read more about Alfa Laval Service Agreements on:

www.alfalaval.com/service-agreements

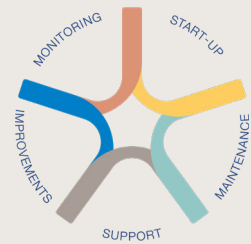
“With the money saved, we have already upgraded three units from 512 to 712 capacity, improving performance potential.”

The Alfa Laval Service Agreement has greatly increased productivity levels, increased profits and the company experienced its first ever season of continuous, fully functional uptime, without a single unscheduled stoppage.

“Whatever the problem, our support staff does its best to understand our customer’s equipment, goals and their business. We are on hand to solve problems quickly and effectively – all within the Alfa Laval Service Agreement. We are pleased to say that we have a great relationship with our customers,” says Fabio Muniz Serra, Alfa Laval Service manager at Alfa Laval Ltda, São Paulo.

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.



Fast facts

Company challenge

- Equipment failure a regular occurrence
- Costly unscheduled downtime eating into profits
- No regular service agreement – struggling with suppliers and prices

About the solution

Enter into a tailored Alfa Laval Service Agreement with Alfa Laval, providing Preventive Maintenance, emergency engineers and a solid partnership for the future.

Results

- Saved a total of around 100,000 Euros in the first season.
- Gave the sugar and ethanol company its first ever downtime-free season.
- Brought significant savings by eliminating unplanned stoppages and saving on maintenance costs.
- Increased efficiency, reducing energy consumption.
- Released finances to upgrade three machines from FESX 512 to FESX 712 capacity.
- Manageable fixed costs instead of emergency-driven price negotiations.

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.

PPS00156EN 1308