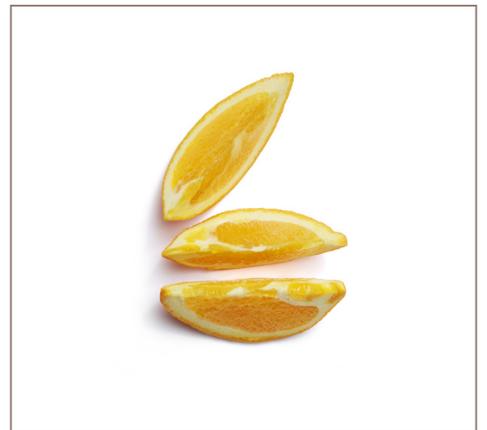
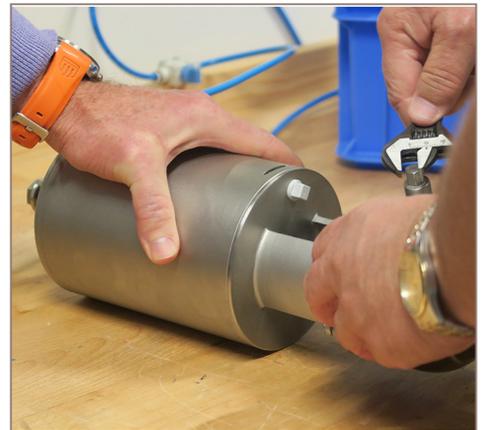
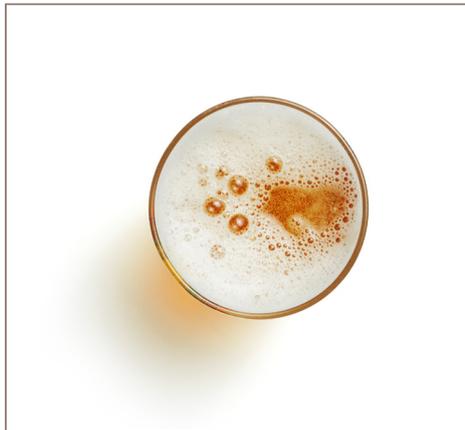


Alfa Laval Partner Academy

Hygienic equipment & service training 2020



Training to increase competence

A complete training package

We are proud to present the 2020 training offerings with a number of new elements. Whether you are a new or more experienced employee, Alfa Laval offers a complete package of trainings covering our products and applications within Hygienic Equipment and Service, allowing you to be more efficient on the job.

Sign in to Alfa Laval Anytime and get fast and easy access to all our online trainings and enrol in our classroom trainings.

Training at three levels

Alfa Laval offers training at three levels; Basic, Intermediate and Advanced.

The level required depends on the job role. We recommend that the basic level is completed for inside sales people mainly dealing with order handling. For field sales and field service personnel we recommend taking relevant intermediate level courses in addition to the basic level. Finally, the advanced level courses are recommended as the final step for technical support specialists.

Basic level

All basic level trainings are offered online to allow you fast, easy and convenient access.

The basic level includes 18 self-studies within our products, the industries we sell into, sales, service and tools.

Furthermore, we offer 21 live, interactive webinars. The webinars are complimentary to the self-study modules and are good opportunities to learn about new products, industries & applications or new tools.

Webinars are recorded and if you have signed up, you will receive a link to the recording that allows you to watch the webinar later; if you were not able to attend or if you want to watch it again. Additionally, all recordings are available on-line, and you can currently find more than 50 of our recorded webinars on Alfa Laval Anytime.

Intermediate level

Intermediate level trainings are classroom trainings that build further on the competences acquired via basic training.

In these trainings we focus on what you need to do in the daily job selling Alfa Laval products & services. You will be trained to sell our products using features, advantages and benefits arguments, to learn how to position them against the competitors and to size and configure the right product. We also ensure that you get hands on experience with our products. We offer four product trainings and two service & maintenance trainings at the intermediate level.

As something new, we now offer assessments within pumps, valves & tank equipment that can be used to assess whether you have competence corresponding to the intermediate level within these products. The assessments are not meant to replace training, but can be used to e.g. gauge whether a refresher course is needed.

We also offer intermediate level application trainings where you will learn about the applications and processes that we sell into. To sign up for an application training, you should have some years of experience and have completed relevant intermediate level product trainings.

Advanced level

The advanced level is the highest training level offered. We offer seven product trainings at the advanced level, which are designed for you to become your company's specialist within the product area covered.

Welcome to our trainings

We hope that you find the 2020 programme interesting and look forward to welcoming you to our trainings.

Competence development team
BU Hygienic Fluid Handling

A question example from the Pump assessment



Shaft seal selection

The product is a product that will solidify when in contact with air.
What seal configuration would you select for an LKH pump?

- A) Single shaft seal
- B) Double mechanical shaft seal
- C) Flushed shaft seal



Submit

Basic level: eLearning, self-studies and webinars

Self-studies:

We have a complete offering of 18 self-study modules.

The self-study modules are covering our product portfolio, each of the 5 industries we cover, as well as service, sales and tools.

- Commercial product introductions
 - Hygienic pumps introduction
 - Hygienic valves introduction
 - Hygienic automation introduction
 - Hygienic tank equipment introduction
 - Hygienic installation material introduction
 - Hygienic heat exchangers introduction
 - Hygienic membrane filtration introduction
- Service
 - Service foundation for channel partners - Hygienic
 - How to sell service
 - Growing service partners
 - 360 service portfolio app
- Industries
 - Beverage - application introduction
 - Pharma - application introduction
 - Home and personal care - application introduction
 - Dairy - application introduction
 - Food - application introduction
- Sales & tools
 - Anytime introduction - Hygienic
 - Essential sales eBricks



All eLearning can be accessed via Alfa Laval Anytime.

Webinars:

Webinars will be around 30 min long and held twice per day at 9:00 CET and at 15:30 CET.

TOPIC

DATE

Pumps

Twin Screw, the new selection guide.....	17-02-2020
LKH Prime portfolio	15-06-2020

Valves/automation

ThinkTop incl.IO-link.....	27-01-2020
Regulating valves.....	08-06-2020
The Aseptic valves portfolio addressing ESL and Aseptic processing	26-10-2020

Sustainability

Joules, sustainability tool, pumps and valves	16-03-2020
Joules, sustainability tool, tank equipment	23-03-2020

Anytime

Anytime introduction, new user interface.....	20-04-2020
Anytime round trip for new users	12-10-2020

Tank equipment

LeviMag, applications and benefits	13-01-2020
Weighing System for ATEX applications.....	20-01-2020
Unique Flexbody.....	03-02-2020
LeviMag, new added features.....	30-03-2020
Glass lid tank covers.....	04-05-2020
The Iso-Mix system	18-05-2020
Alfa Laval PlusClean, wall mounted tank cleaning nozzle launch.....	14-09-2020
Anytime tank cleaning configurator launch	05-10-2020

Home & Personal Care, Beverage, Pharma and Food

Process & selection optimisation for products for HPC applications.....	27-04-2020
Beverage process optimisation.....	25-05-2020
New Pharma collaboration.....	28-09-2020
Food dispersion & mixing of food texturants	16-11-2020

Hygienic equipment & service webinars

January	February	March	April	May	June
W 1	S 1	S 1	W 1	F 1	M 1
T 2	S 2	M 2	T 2	S 2	T 2
F 3	M 3 Unique Flexbody	T 3	F 3	S 3	W 3
S 4	T 4	W 4	S 4	M 4 Glass lid tank covers	T 4
S 5	W 5	T 5	S 5	T 5	F 5
M 6	T 6	F 6	M 6	W 6	S 6
T 7	F 7	S 7	T 7	T 7	S 7
W 8	S 8	S 8	W 8	F 8	M 8 Regulating valves
T 9	S 9	M 9	T 9	S 9	T 9
F 10	M 10	T 10	F 10	S 10	W 10
S 11	T 11	W 11	S 11	M 11	T 11
S 12	W 12	T 12	S 12	T 12	F 12
M 13 LeviMag, applications and benefits	T 13	F 13	M 13	W 13	S 13
T 14	F 14	S 14	T 14	T 14	S 14
W 15	S 15	S 15	W 15	F 15	M 15 LKH Prime portfolio
T 16	S 16	M 16 Joules, sustainability tool, pumps & valves	T 16	S 16	T 16
F 17	M 17 Twin Screw, the new selection guide	T 17	F 17	S 17	W 17
S 18	T 18	W 18	S 18	M 18 The Iso-Mix system	T 18
S 19	W 19	T 19	S 19	T 19	F 19
M 20 Weighing System for ATEX applications	T 20	F 20	M 20 Anytime introduction, new user interface	W 20	S 20
T 21	F 21	S 21	T 21	T 21	S 21
W 22	S 22	S 22	W 22	F 22	M 22
T 23	S 23	M 23 Joules, sustainability tool, tank equipment	T 23	S 23	T 23
F 24	M 24	T 24	F 24	S 24	W 24
S 25	T 25	W 25	S 25	M 25 Beverage process optimisation	T 25
S 26	W 26	T 26	S 26	T 26	F 26
M 27 ThinkTop incl. IO-link	T 27	F 27	M 27 Process & selection optimisation HPC applications	W 27	S 27
T 28	F 28	S 28	T 28	T 28	S 28
W 29	S	S 29	W 29	F 29	M 29
T 30		M 30 LeviMag, new added features	T 30	S 30	T 30
F 31		T 31		S 31	

General information

Training fee
No fee

Time
Twice per day on the days mentioned
at 09:00 CET
at 15:30 CET

Language
All webinars are held in English.

Sign up
Please see the list of all the live webinars and sign up via this link:
<https://adobe.ly/2rogw4H>

September	October	November	December
T 1	T 1	S 1	T 1
W 2	F 2	M 2	W 2
T 3	S 3	T 3	T 3
F 4	S 4	W 4	F 4
S 5	M 5 Anytime tank cleaning configurator launch	T 5	S 5
S 6	T 6	F 6	S 6
M 7	W 7	S 7	M 7
T 8	T 8	S 8	T 8
W 9	F 9	M 9	W 9
T 10	S 10	T 10	T 10
F 11	S 11	W 11	F 11
S 12	M 12 Anytime round trip for new users	T 12	S 12
S 13	T 13	F 13	S 13
M 14 Alfa Laval PlusClean launch	W 14	S 14	M 14
T 15	T 15	S 15	T 15
W 16	F 16	M 16 Food dispersion & mixing of food texturants	W 16
T 17	S 17	T 17	T 17
F 18	S 18	W 18	F 18
S 19	M 19	T 19	S 19
S 20	T 20	F 20	S 20
M 21	W 21	S 21	M 21
T 22	T 22	S 22	T 22
W 23	F 23	M 23	W 23
T 24	S 24	T 24	T 24
F 25	S 25	W 25	F 25
S 26	M 26 The Aseptic valves, ESL and Aseptic processing	T 26	S 26
S 27	T 27	F 27	S 27
M 28 New Pharma collaboration	W 28	S 28	M 28
T 29	T 29	S 29	T 29
W 30	F 30	M 30	W 30
	S 31		T 31

Hygienic equipment & service classroom trainings

January		February		March		April		May		June	
W 1	S 1	S 1		S 1		W 1		F 1		M 1	
T 2	S 2	M 2		M 2		T 2		S 2		T 2	
F 3	M 3	T 3		T 3		F 3		S 3		W 3	
S 4	T 4	W 4		W 4		S 4		M 4		T 4	
S 5	W 5	T 5		T 5		S 5		T 5		F 5	
M 6	T 6	F 6		F 6		M 6		W 6		S 6	
T 7	F 7	S 7		S 7		T 7		T 7		S 7	
W 8	S 8	S 8		S 8		W 8		F 8		M 8	
T 9	S 9	M 9		M 9		T 9		S 9		T 9	
F 10	M 10	T 10		T 10		F 10		S 10		W 10	
S 11	T 11	W 11		W 11		S 11		M 11		T 11	
S 12	W 12	T 12		T 12		S 12		T 12		F 12	
M 13	T 13	F 13		F 13		M 13		W 13		S 13	
T 14	F 14	S 14		S 14		T 14		T 14		S 14	
W 15	S 15	S 15		S 15		W 15		F 15		M 15	
T 16	S 16	M 16		M 16		T 16		S 16		T 16	
F 17	M 17	T 17	Hygienic tank equipment	T 17		F 17		S 17		W 17	
S 18	T 18	W 18		W 18		S 18		M 18		T 18	
S 19	W 19	T 19		T 19		S 19		T 19		F 19	
M 20	T 20	F 20		F 20		M 20	Advanced hygienic pumps	W 20		S 20	
T 21	F 21	S 21		S 21		T 21		T 21		S 21	
W 22	S 22	S 22		S 22		W 22		F 22		M 22	
T 23	S 23	M 23	Hygienic valves & pumps	M 23		T 23		S 23		T 23	Hygienic fluid handling service & maintenance
F 24	M 24	T 24		T 24		F 24		S 24		W 24	
S 25	T 25	W 25		W 25		S 25		M 25		T 25	
S 26	W 26	T 26		T 26		S 26		T 26		F 26	
M 27	T 27	F 27		F 27		M 27		W 27		S 27	
T 28	F 28	S 28		S 28		T 28	Pharma & biotech applications & processes	T 28		S 28	
W 29	S 29	S 29		S 29		W 29		F 29		M 29	
T 30		M 30		M 30		T 30		S 30		T 30	
F 31		T 31		T 31				S 31			

General information

Training fee

The training fee will be invoiced after the training.

Language

All courses are held in English.

Course certificate

Everyone will receive a course certificate.

Enrolment

Externals: Alfa Laval Anytime/Training

Internals: Share/Learning Portal

or contact

Elina Mäkinen, elina.makinen@alfalaval.com

Further information

More information about the courses and training in general can be found on Alfa Laval Anytime/Training and Share/Learning Portal or contact

Elina Mäkinen, elina.makinen@alfalaval.com

September		October		November		December	
T 1		T 1		S 1		T 1	
W 2		F 2		M 2		W 2	
T 3		S 3		T 3	Dairy beverage food and home & personal care applications & processes	T 3	
F 4		S 4		W 4		F 4	
S 5		M 5		T 5		S 5	
S 6		T 6		F 6		S 6	
M 7		W 7		S 7		M 7	
T 8		T 8		S 8		T 8	
W 9		F 9		M 9		W 9	
T 10		S 10		T 10		T 10	
F 11		S 11		W 11		F 11	
S 12		M 12		T 12		S 12	
S 13		T 13		F 13		S 13	
M 14		W 14		S 14		M 14	
T 15	Advanced hygienic valves	T 15		S 15		T 15	
W 16		F 16		M 16		W 16	
T 17		S 17		T 17	Hygienic fluid handling service & maintenance	T 17	
F 18		S 18		W 18		F 18	
S 19		M 19		T 19		S 19	
S 20		T 20		F 20		S 20	
M 21		W 21	Hygienic valves & pumps	S 21		M 21	
T 22	Sustainability	T 22		S 22		T 22	
W 23	Hygienic GPHE service & maintenance	F 23		M 23		W 23	
T 24		S 24		T 24		T 24	
F 25		S 25		W 25		F 25	
S 26		M 26		T 26		S 26	
S 27		T 27		F 27		S 27	
M 28	Advanced hygienic plate heat exchangers	W 28		S 28		M 28	
T 29		T 29		S 29		T 29	
W 30		F 30		M 30		W 30	
		S 31				T 31	

Intermediate level: classroom trainings

Hygienic valves and pumps

Objective

The objective of this course is to provide a technical understanding of the Alfa Laval valves, valve automation equipment and pumps, their features, advantages and benefits and selected main competitors and to enable the participants to handle detailed, technical inquiries and select the right products using our sizing and selection tools.

Content

- Valves and valve automation (2 days):
Butterfly valves, SSV Single Seat Valves, mixproofability, Unique Mixproof Valves and SMP-BC Mixproof Valves, diaphragm valves, regulation and safety valves and valve automation.
- Pumps (3 days):
Pump theory, LKH and SolidC centrifugal pumps incl. LKH Evap, rotary lobe, twin screw and circumferential piston pumps.

Duration: 5 days

Location: Alfa Laval Kolding, Denmark

Dates: 23-27 March and 19-23 October, 2020

Hygienic GPHE service and maintenance

Objective

The objective of this course is that the participants upon completion of the course should feel confident doing maintenance and trouble shooting of Alfa Laval FrontLine and BaseLine in the field.

Content

Maintain, disassemble, rebuild and trouble shoot the hygienic GPHE range

- FrontLine
- BaseLine

There will be focus on genuine spare parts, preventive maintenance and on a structured way of doing trouble shooting as well as tips and tricks when doing service.

Duration: 2 days

Location: Alfa Laval Kolding, Denmark

Dates: 23-24 September, 2020

Pharma & biotech applications and processes

Objective

The objective of this course is to support our sales aimed towards pharma and biotech industries, by creating focus on applications and how our UltraPure products can create value. This course will give you an overview and a better understanding of the main applications and processes within the pharma and biotech industry.

You will also gain knowledge about our products and selling points, enabling you to understand customers needs and being able to advise on selecting components to specific applications. You will also learn about manufacturing standards, methods and legislation driving this industry.

Content

- Application focus
- Industry needs, trends and drivers
- Key processes: Chemical API, bioreactor, fermentation, CIP & SIP, water systems etc.
- UltraPure product portfolio incl. hands on

Duration: 3 days

Location: Alfa Laval Kolding, Denmark

Dates: 28-30 April, 2020

Hygienic tank equipment

Objective

The objective is to provide an overview of the tank equipment portfolio and how to sell using features, advantages and benefits arguments and to enable the participants to handle technical inquiries by using our selection tools and product documentation.

Content

- Tank cleaning:
Technology and portfolio, features, advantages and benefits, selected competitors and design and selection in different applications, incl. exercises.
- Agitators and mixers:
Mixing duties, the Alfa Laval mixing technologies, features, advantages and benefits, positioning of different mixing technologies, and introduction to the quote process.
- Instrumentation:
Introduction to Rotacheck, flow transmitters, weighing systems and level switches, features, advantages and benefits and selection.

Duration: 3 days

Location: Alfa Laval Kolding, Denmark

Dates: 17-19 March, 2020

Hygienic membranes

Objective

The objective of this course is to provide an overview of Alfa Laval's membrane technology – the products and the hygienic applications. After the course the participants will be able to spot suitable membrane projects at customers and to develop them to an order with support from the membrane team.

Duration: 2 days

Location: Alfa Laval Nakskov, Denmark

Dates: NOTE! On-request training

Dairy, beverage, food and home & personal care applications and processes

Objective

The objective of this course is to enable participants to increase sales into the dairy, beverage, food and home & personal care industries through increased understanding of the customer's requirements and how the use of Alfa Laval components makes a difference in process reliability and profitability.

Content

For each industry we will cover:

- Market trends
- Use and function of ingredients
- CIP processes

Examples of specific applications and processes covered:

- Milk heat treatment principles
- Milk pasteurization, separation and homogenization
- Egg product production
- Production of viscous products
- Water processing
- Juice processing
- Laundry liquids
- Hair care products

Duration: 3 days

Location: Alfa Laval Kolding, Denmark

Dates: 3-5 November, 2020

Hygienic fluid handling service & maintenance

Objective

The objective of this course is that the participants upon completion of the course should feel confident doing maintenance and trouble shooting of hygienic components in the field.

Content

Maintain, disassemble, rebuild and trouble shoot the hygienic core products:

- Seat valves and Mixproof valves
- Butterfly valves
- Regulating valves
- Centrifugal pumps
- Positive displacement pumps
- Cleaning equipment
- Agitators

There will be focus on genuine spare parts, preventive maintenance and on a structured way of doing trouble shooting as well as tips and tricks when doing service.

Duration: 3 days

Location: Alfa Laval Kolding, Denmark

Dates: 23-25 June and 17-19 November, 2020

Hygienic heat exchangers

Objective

The objective of this course is to acquire knowledge about the plate heat exchanger as a concept, to use the features, advantages and benefits of the Alfa Laval heat exchanger portfolio in the sales process and to be able to do simple sizing and selection of plate heat exchangers.

Duration: 3 days

Location: Alfa Laval Lund, Sweden

Dates: NOTE! On-request training

Detailed course descriptions and enrolment:

Externals:
Alfa Laval Anytime/Training

Internals:
Share/Learning Portal

Further information:
elina.makinen@alfalaval.com

Advanced level: classroom trainings

Advanced hygienic pumps

Objective

The objective of this course is to gain comprehensive technical and commercial knowledge to assist in developing the sales of both rotary lobe pumps, circumferential piston and twinscrew pumps, and centrifugal pumps and to be capable of imparting this information to the local inside and outside sales teams.

Content

- Extensive Alfa Laval pump range overview including features, advantages and benefits
- Typical pump applications and how to do competitive sizing including pump energy optimization
- Hands-on evaluation of Alfa Laval pump range and of the top competitors to be able to make key feature comparisons
- Hands-on strip down of various pump types to be able to demonstrate maintenance and troubleshooting
- How to find support materials (pricelists, manuals, certificates, etc.)

Duration: 5 days
Location: Alfa Laval Kolding, Denmark
Dates: 20-24 April, 2020

Advanced hygienic instrumentation

Objective

The objective is to provide a comprehensive understanding of instrumentation, in and around hygienic tanks used in food, dairy, brewery, beverage and pharma productions. Furthermore, the objective is that the participant should confidently be able to sell using features, advantages and benefits arguments for the different products comparing also to competitor solutions.

Duration: 2 days
Dates: NOTE! On-request training

Sustainability, optimising energy and water usage

Objective

The objective is to provide an understanding of how to optimise energy and water usage across a plant, enabling the participant to do plant audits and present a detailed payback analysis to the customer

Content

The course will be centered around the following 4 technologies:

- Pump energy optimisation
- Mixproof valve water/CIP optimisation
- Agitator energy optimisation
- Tank cleaning water/CIP optimisation

The participants have to do several calculation exercises and take part in different activities in our test area. Therefore an active participation is required.

Duration: 3 days
Location: Alfa Laval Kolding, Denmark
Dates: 22-24 September, 2020

Advanced hygienic valves

Objective

The primary objective of the course is to provide a deep knowledge of valve selection and configuration, valve matrix design guidelines and of the principles used in hygienic design. The course will focus on features and benefits of the Alfa Laval valve technologies used in matrix design and compare them to competitor solutions.

Content

- Principles of hygienic design
- Mixproof valve technology: the Alfa Laval mixproof technologies, selection, sizing of mixproof valves, features, advantages and benefits, positioning of the different mixproof technologies.
- Valve matrix design: basic guidelines for valve matrix design, tips and tricks, discussion of pros and cons of different designs
- Automation: terms and technology within sensing and control, the new ThinkTop offering vs. main competitors incl. hands on
- Sustainability optimization: possibilities to reduce water/CIP consumption with mixproof valves, ThinkTop and designing a valve matrix
- Aseptic processing: how aseptic processing differs from hygienic processing, typical designs, product portfolio available

Duration: 4 days
Location: Alfa Laval Kolding, Denmark
Dates: 14-17 September, 2020

Advanced hygienic tank cleaning equipment

Objective

The objective is to provide a comprehensive understanding of tank cleaning and of the Alfa Laval tank cleaning technologies and portfolio and where to offer what. Furthermore, the objective is that the participant should confidently be able to sell using features, advantages and benefits arguments for the different products comparing also to competitor solutions. Finally, the participant will be trained in handling selection.

Duration: 2 days
Dates: NOTE! On-request training

Advanced hygienic plate heat exchangers

Objective

The primary objective of this course is to acquire good technical knowledge about the plate heat exchanger as a concept, and how to select and size them by doing CAS exercises within the following areas: beverage, brewery, dairy, food and for utilities used in these industries.

Content

- Hygienic plate heat exchanger product range
- How to configure the plate heat exchanger
- CAS 5 single section designs (1-phase duties only)
- CAS 5 multi section designs (1-phase duties only)
- Available tools
- Physical properties of fluids

The course is heavily focused on the participants doing exercises in CAS 5.

Duration: 4 days
Location: Alfa Laval Kolding, Denmark
Dates: 28 September - 1 October, 2020

Advanced hygienic agitators and mixers

Objective

The objective is to provide a comprehensive understanding of mixing duties and mixing theory and of the Alfa Laval mixing technologies and where to use what technology. Furthermore, the objective is that the participant should confidently be able to sell using features, advantages and benefits arguments for the different products comparing also to competitor solutions. Finally, the participant will be trained in handling mixing inquiries and agitator configuration.

Duration: 2 days
Dates: NOTE! On-request training

Detailed course descriptions and enrolment:

Externals:
Alfa Laval Anytime/Training

Internals:
Share/Learning Portal

Further information:
elina.makinen@alfalaval.com

Alfa Laval in brief

Alfa Laval is a leading global provider of specialized products and engineered 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

Up-to-date Alfa Laval contact details for all countries are always available on our website at www.alfalaval.com