

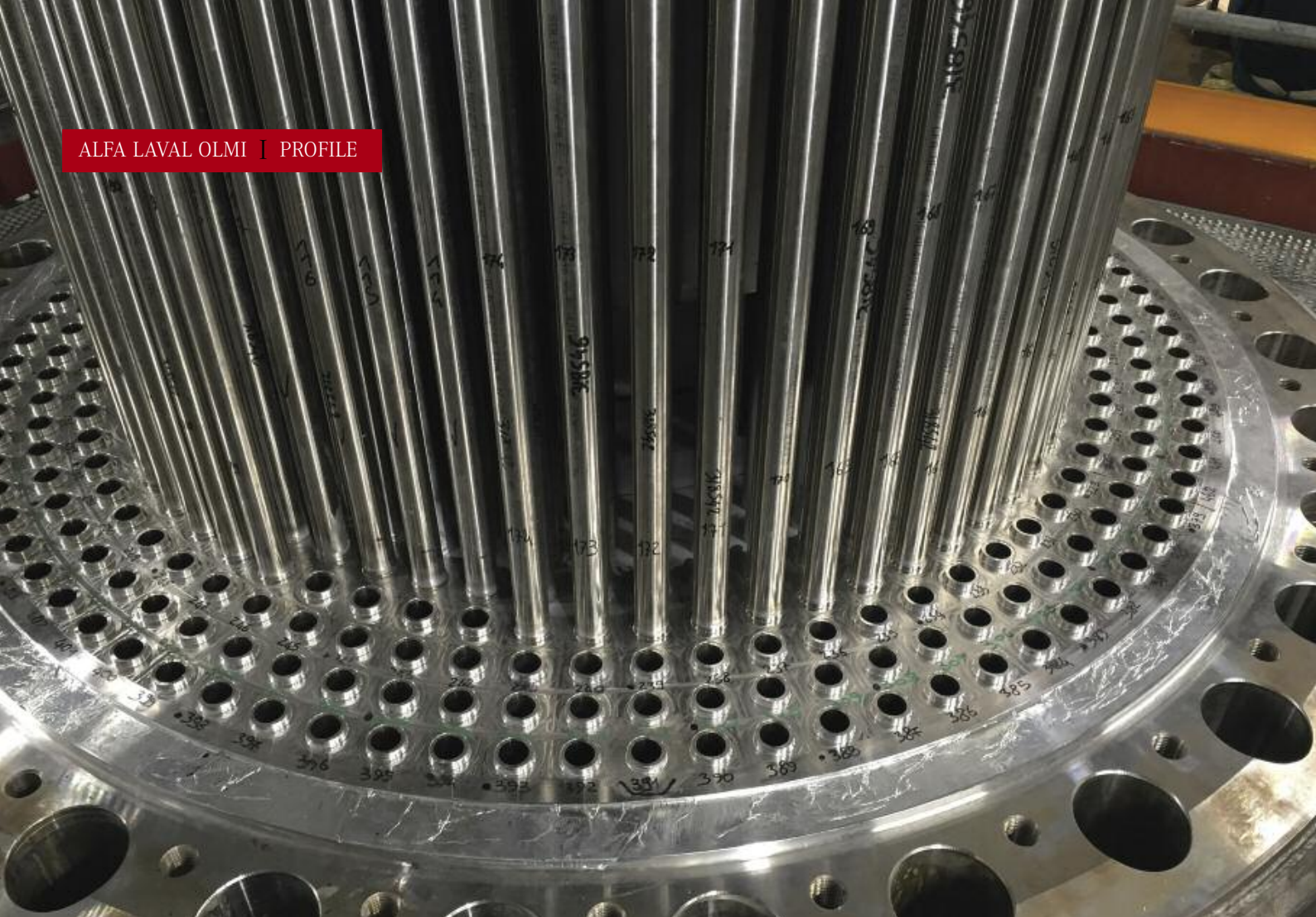
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**A TRUSTED PARTNER**  
*Alfa Laval Olmi article*





# A TRUSTED PARTNER

Having produced heat exchangers for high-temperature and high-pressure applications for more than 80 years, Alfa Laval Olmi is a valued partner to petrochemical plants, refineries, oil and gas production facilities and power stations around the world.

Managing Director Giovanni Zimello reflected on the company's position within a strong group, the current market challenges and future prospects. Romana Moares reports.





Originally established as a family-run business in 1933, Italian Olmi SpA has grown to become a leading business and an approved manufacturer by process licensees of shell and tube heat exchangers and air coolers for critical applications in the petrochemical, power and oil and gas industries.

In 2010, the company was acquired by Swedish group Alfa Laval, a giant provider of products and engineering solutions based on heat transfer, separation and fluid handling. While becoming a member of a strong group has allowed Olmi's offerings to reach new geographical markets, Alfa Laval has benefited from the expansion into the high pressure, high temperature heat exchanger sector.

"The company is now consolidated within the group, delivering positive results and growing profit, despite the tough market conditions, which are in fact more severe than when we got integrated in Alfa Laval," said Managing Director Giovanni Zimello. "The oil prices have had a severe impact on the whole sector and although they have stabilised in the last few months, the markets remain challenging."

### **Innovative solutions for customers**

Alfa Laval Olmi designs, manufactures, and fabricates shell and tube heat exchangers and separators, process gas coolers, air-cooled heat exchangers and steam condensers for a number of industries in some of the most demanding environments worldwide. The company offers field assistance services, including supervision for erection and installation activities and commissioning of equipment, on-line telephone assistance for after sales service, and on site intervention services. ▀





Quite simply, the company is a solution provider for high pressure heat exchangers. All Alfa Laval Olmi's heat exchangers are unique – each one is the result of a close cooperation between the design team and the customers' engineers.

A wide range of metal and metal alloys – from plain carbon steel and stainless steel to duplex and superduplex titanium, zirconium, high nickel alloy, copper alloys, and aluminium – are available. Used across the petrochemical, oil and gas and power industries, the product range includes Olmi reforming process gas boilers (PGB), Olmi synthesis loop gas boilers and the Olmi PGB package.

"We have an established product range but the focus is on innovations," affirmed Mr Zimello. "The innovative approach is one of the aspects that distinguish us from our competitors. We try to develop new solutions which would benefit the customers in terms of efficiency, safety and cost savings." He also revealed that the company is now in the process of acquiring patents and will launch several new devices by mid-2018.

The company has 65,000m<sup>2</sup> of workshops and 900m<sup>2</sup> of cleanroom for assembly, welding and testing of non-ferrous, high alloy metal equipment. Precision drilling of tube sheets is performed by

a three-spindle CNC drilling machine. The facilities include shot blasting, painting and flame metal coating facilities, ultrasonic test equipment, helium mass spectrometer equipment and other first-class technologies.

### Competence and know-how

"We keep investing in the company development on an on-going basis and keep improving manufacturing technologies even in during the current market situation," said Mr Zimello. "In these challenging times, it is of course an advantage to be a member of a global group, which supports and looks after all of its companies."

Although Alfa Laval Olmi's core customer base is in Europe, the company operates worldwide, mainly for large EPC companies including projects in the US, China, the Middle East and Russia.

"China still offers the greatest potential although I personally believe that the US market will be highly interesting in the short time as a result of assets renewals following the hurricanes. At the moment, some investment also is happening in the petrochemical industry, which will present some interesting opportunities,"







said Mr Zimello, who also revealed the company is currently involved in large projects in Oman and Turkmenistan, which are in the last stage of completion.

In Turkmenistan, Olmi's heat exchangers will be used to increase the yield and recover energy in the production of ethylene, an important ingredient for the manufacturing of industrial chemicals and plastics products. The company is also continuing a large project in Slovakia for a new petrochemical plant.

Mr Zimello affirmed that the company would continue to develop its major competitive advantages – competence and know-how.

“There are many Korean and Chinese based suppliers constantly improving their capabilities and benefitting from the cheap labour cost. However, European producers can still compete on their reliability, technical skills and experience and we will use these attributes to defend our market position.

“I believe there is good potential to grow in the short to medium terms and we will do our best to grasp these new opportunities, while granting our customers outstanding experiences throughout the business journey!”

