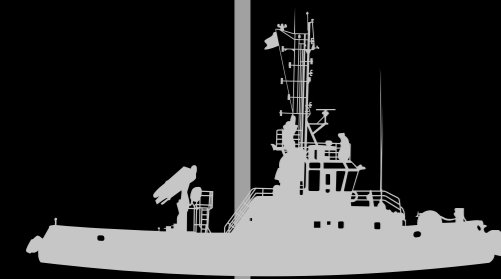


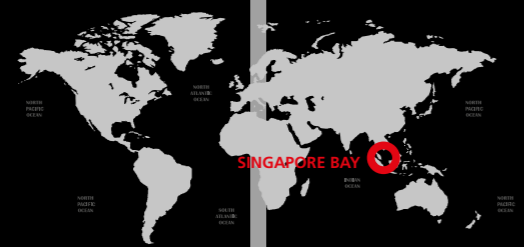


DOXA.COM PUBLIC RELATIONS

CASE STUDY



Tug vessel in Singapore Bay
2 x Coolers
1 year



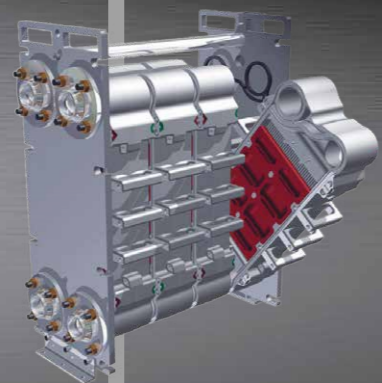
We have done a case study, placing two new Sperre Pleat Coolers on board a tug vessel in Singapore Bay. The vessel also have two existing Plate Heat Exchangers (PHE), making it easy to compare cost over a year. The cost is based on new Pleat coolers, retrofit installation, maintenance, service and spare parts, and shows great savings by investing in Sperre Pleat Coolers.

SPERRE PLEAT COOLER

Solving Seawater Cooling

With the new Pleat Cooler, Sperre has solved the cleaning problem related to seawater cooling. The Sperre Pleat Cooler makes the work day efficient and hassle free for the machine crew and is close to maintenance free, leaving the vessels operating with no off-hire.

- Maintenance free design
- Maintenance cost reduced by about 90% (hours and gaskets).
- Cleaning time reduced from typical 8 hours to 1 hour
- One element equals about 15 conventional plates
 - Easy split – easy assembly
 - No special skills or tools required



www.sperre.com/coolers

Sperre Coolers AS
Ellingsøy, Norway
Tel. +47 70 10 42 00
Fax. +47 70 16 11 10
coolers@sperre.com

Sperre Industri AS
Ellingsøy, Norway
Tel. +47 70 16 11 00
Fax. +47 70 16 11 10
industri@sperre.com

Sperre Asia PTE Ltd
Singapore
Tel. +65 6 763 6300
Fax. +65 6 763 1811
asia@sperre.com

Sperre Rotterdam BV
Ridderkerk, The Netherlands
Tel. +31 180 463299
Fax. +31 180 463264
rotterdam@sperre.com

Sperre China
Shanghai, P. R. China
Tel. +86 21 6507 0436
Fax. +86 21 6507 0402
china@sperre.com

Agent Network
www.sperre.com/agents

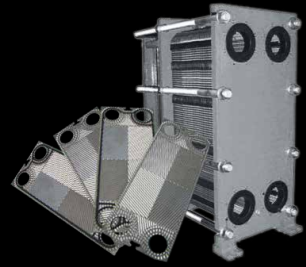
SPERRE PLEAT COOLER

Quick return on investment



www.sperre.com/pleat

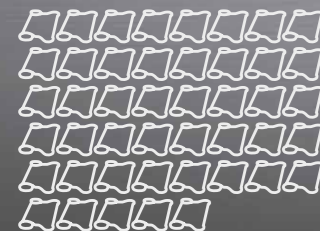
PLATE HEAT EXCHANGER (PHE)



240 MAN-HOURS



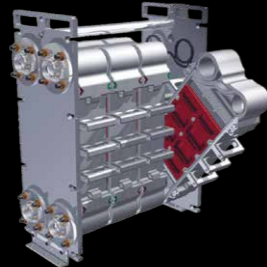
45 GASKETS



50 DAYS OFFHIRE



SPERRE PLEAT COOLER



1 MAN-HOUR



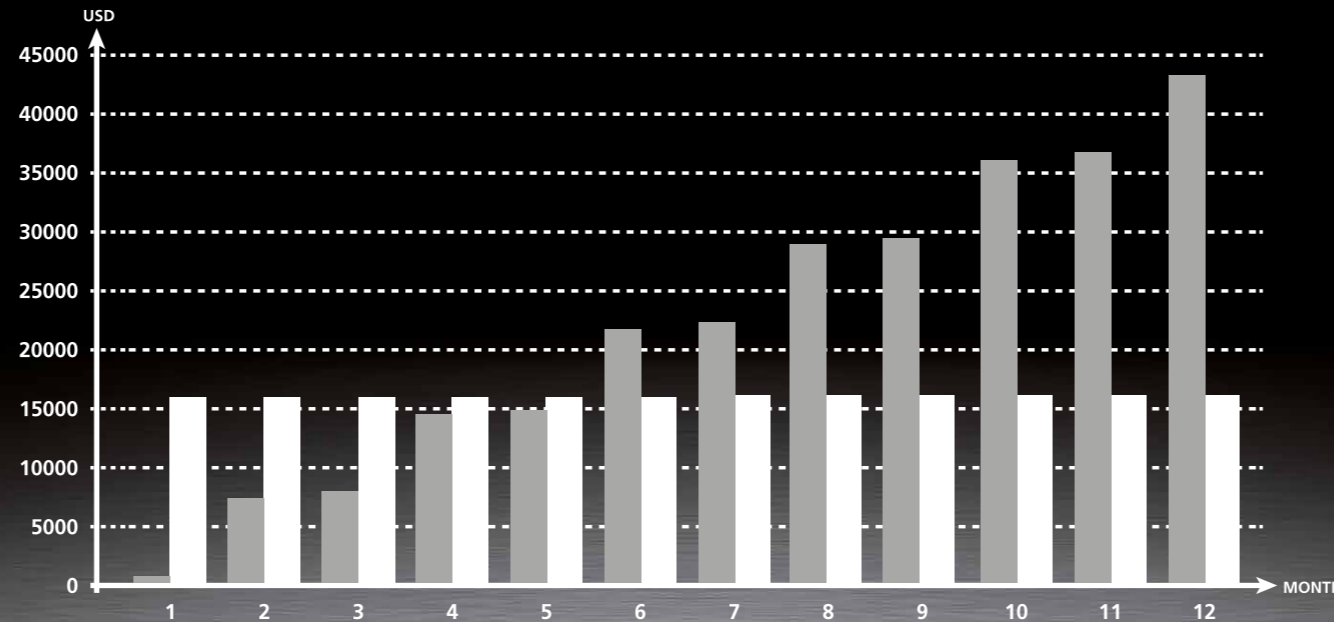
1 GASKET



1 DAY OFFHIRE



YEAR 1 - TOTAL COST



Total cost PHE
(Existing product)

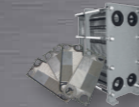
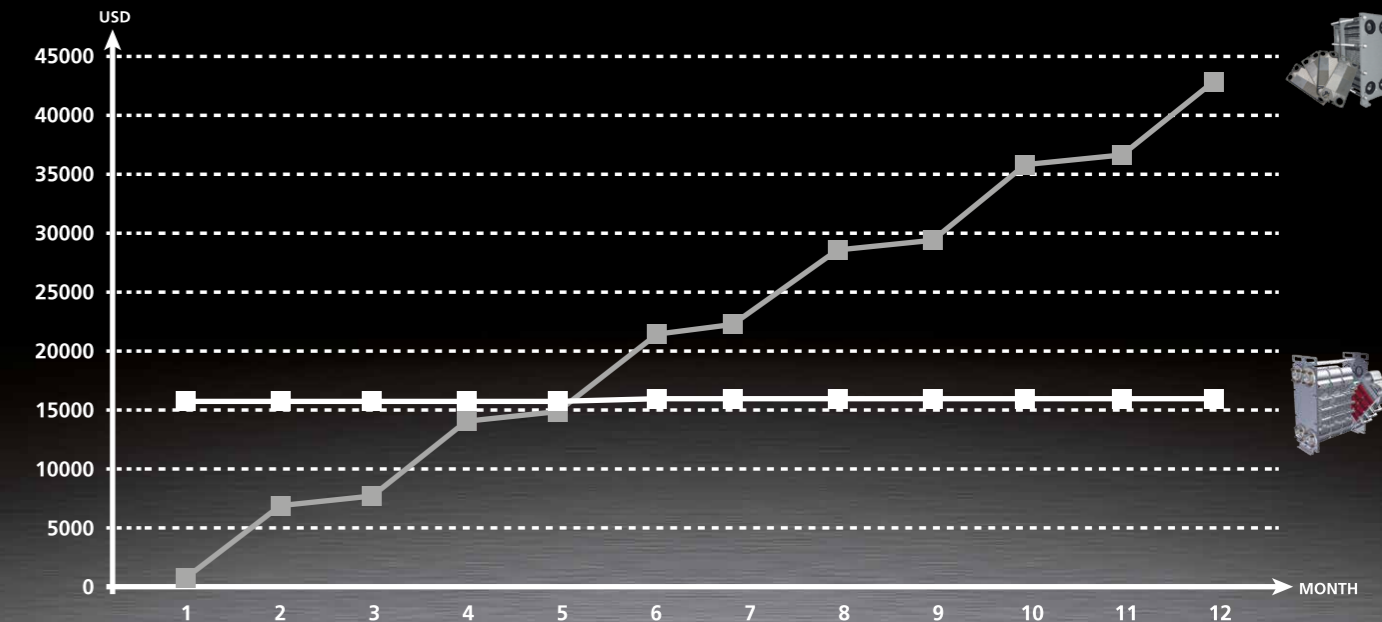
Total cost Sperre Pleat Coolers
(Acquisition year Sperre Pleat Coolers)



ASSUMPTIONS: 1 man-hour = 30 USD
1 gasket PHE = 22 USD (non-genuine parts)
1 gasket Sperre Pleat Cooler = 75 USD



QUICK RETURN ON INVESTMENT



Total cost PHE
(Existing product)

Total cost Sperre Pleat Coolers
(Acquisition year Sperre Pleat Coolers)



TOTAL COST INCLUDES: Product cost, installation, maintenance, spare parts