



September 2024

## Alfa Laval secures major order for ballast water management system replacements

**Alfa Laval has received an order to replace 18 ballast water treatment systems (BWMS) onboard vessels belonging to a major European shipowner. This significant order shows the high demand for the replacement of malfunctioning systems and a growing market for Alfa Laval's BWMS replacement offering.**

Strict regulations and frequent controls are driving shipping companies to ensure their ballast water treatment systems are fully operational to avoid high costs, downtime, and potential business losses. As the majority of the world fleet is now equipped, the BWMS retrofit market is nearing saturation. Many suppliers have reduced their commitment to customers or exited the market entirely, leading to a lack of support and upgrade options as regulations evolve. This is especially challenging when the systems purchased are not functioning properly.

### High demand for replacement of BWMS

Over the past two years, Alfa Laval has replaced more than 250 systems from 30 different manufacturers, and the orderbook for replacement continues to grow. "With the consolidation of the BWMS market, we see a growing need for replacing installed BWMS systems", says **Tobias Doescher**, Head of Global Sales, Business Development and Marketing, Alfa Laval PureBallast. "We have been contacted by an increasing number of shipowners and ship management companies worldwide who are experiencing issues that their current supplier cannot resolve. We are happy to step in and support our customers with cost-efficient and sustainable solutions."

### Professional approach to replacement projects

Alfa Laval has experience replacing systems using electrochlorination (EC) and UV technology. The replacement projects are handled professionally by a thorough onboard assessment of the existing system by a qualified expert. This comprehensive evaluation determines necessary replacements and identifies components that can be reused, resulting in substantial cost savings for clients. The replacement process is customized for each customer, providing them peace of mind in meeting BWMS compliance.

"The success of this offering validates the way Alfa Laval has chosen to work-partnering for the entire lifecycle of ballast water management equipment rather than being a one-time supplier," says **Peter Sahlén**, Head of Alfa Laval PureBallast. "While other suppliers are exiting the market, we are investing in our experts, actively

following the regulations, and offering new services to facilitate compliance. We have even launched our new PureBallast 3 Ultra, developed based on years of customers' feedback."

Find more information on BWMS replacement: [BWMS replacement | Alfa Laval](#)

Find more information about Alfa Laval PureBallast: [PureBallast 3 | Alfa Laval](#)

Read our white paper on challenging water quality (CWQ) [ballast-water-management-and-challenging-water-quality\\_cwq\\_white-paper\\_en.pdf \(alfalaval.com\)](#)

For more information, please visit the Alfa Laval webpage: [www.alfalaval.com/marine](http://www.alfalaval.com/marine)

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**Editor's notes**

**This is Alfa Laval**

The ability to make the most of what we have is more important than ever. Together with our customers, we're innovating the industries that society depends on and creating lasting positive impact. We're set on helping billions of people to get the energy, food, and clean water they need. And, at the same time, we're decarbonizing the marine fleet that's the backbone of global trade.

We pioneer technologies and solutions that free our customers to unlock the true potential of resources. As our customers' businesses grow stronger, the goal of a truly sustainable world edges closer. The company is committed to optimizing processes, creating responsible

growth, and driving progress to support customers in achieving their business goals and sustainability targets. Together, we're pioneering positive impact.

Alfa Laval was founded 140 years ago, has customers in some 100 countries, employs more than 21,300 people, and annual sales in 2023 were SEK 63.6 billion (5.5 BEUR). The company is listed on Nasdaq Stockholm.

[www.alfalaval.com](http://www.alfalaval.com)