

**EXPECT A CHANGE**

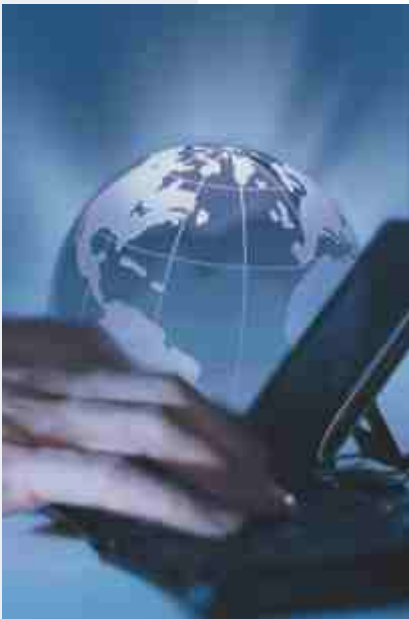


# LAYERS OF COMPETENCE FOR CHANGES

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It is our aim to convey our knowledge from the complex world of heat exchange to the reality of your everyday life through our layers of competence. Being so immersed in the world of heat exchange, we can quickly offer you more ways of meeting your heat exchange needs. From inspiration, through design to production.

There are many different angles to what our competence in CBE, Compact Brazed Heat Exchanger, technology can offer you. Environmental aspects, savings and mass customization. We are confident that we have a place in your everyday life. Change your mind - let us change it for you.



It is essential that we understand your world, regardless of its environment. We find the optimal solutions for your particular situation – by mutual agreement. The world and the methods are constantly changing, so our fundamental activity is to change ourselves to help you with your changes. That is how SWEP develops.

Your changes change and direct us, and help us further specialize our products and services. This in particular has led to our patents, and paved the way for breakthroughs: CBEs for refrigerant applications, distribution devices, integrated dedicated boiler units, true dual models, exotic materials (e.g. Mo-steel) and automatic testing and assembly. Our mission is to lead the development, production and marketing of heat transfer products, based on or related to the CBE, for the global market.

Our global presence enables you to compare us with others. And it gives us the opportunity to develop solutions for different needs in different countries. Our front-line technology means we can rapidly identify new needs and propose alternative applications for our products particularly relating to CBEs. We will help you through changed demands in changed environments.

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# A STORY TO TELL ABOUT CHANGES

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Many companies have started out in basements or at kitchen tables. Ours began in a garage. Since that time in the garage, there have been 20 years of hard creative work and change. We have been able to leave the garage behind us thanks to our committed co-workers, who have constantly broken new ground to refine our world-leading technology and make it more efficient. We believe in ethics and morality. Our documented fundamental values give us a lead in everything we undertake. We use our goals and strategies as development tools for ourselves, both as a company and as individuals - through changes. This makes us a better working partner for you - through your changes.



SWEP was established in 1983 by small group of pioneers in thermal engineering who were among the first to be convinced of the possibilities of the new CBE technology.

Today we are the leading supplier of compact brazed heat exchangers and related products and services. We are close to our customers, with representation in more than 50 countries and our own dedicated sales force in more than 20 countries. We have more than 400 employees, just over half of whom work in Landskrona, Sweden, where our Headquarters is situated. We have manufacturing plants in Sweden, Switzerland, Malaysia and the United States. SWEP is a stand-alone company within the global Dover Corporation.

We know that effective management and open lines of communication are the key to maintaining people's confidence. Feedback is very important to us, and opportunities for giving feedback are built into all levels of communication. We also use a global employee survey to identify areas of satisfaction or concern.

We will maintain the vigorous spirit of enterprise that got SWEP started in that garage, and continue the changes that drive our technical advances.

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# CBE – A SMALL ENVIRONMENTAL CHANGE

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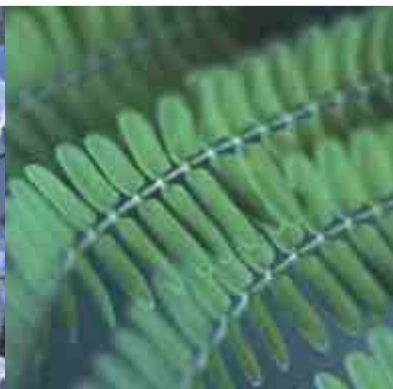
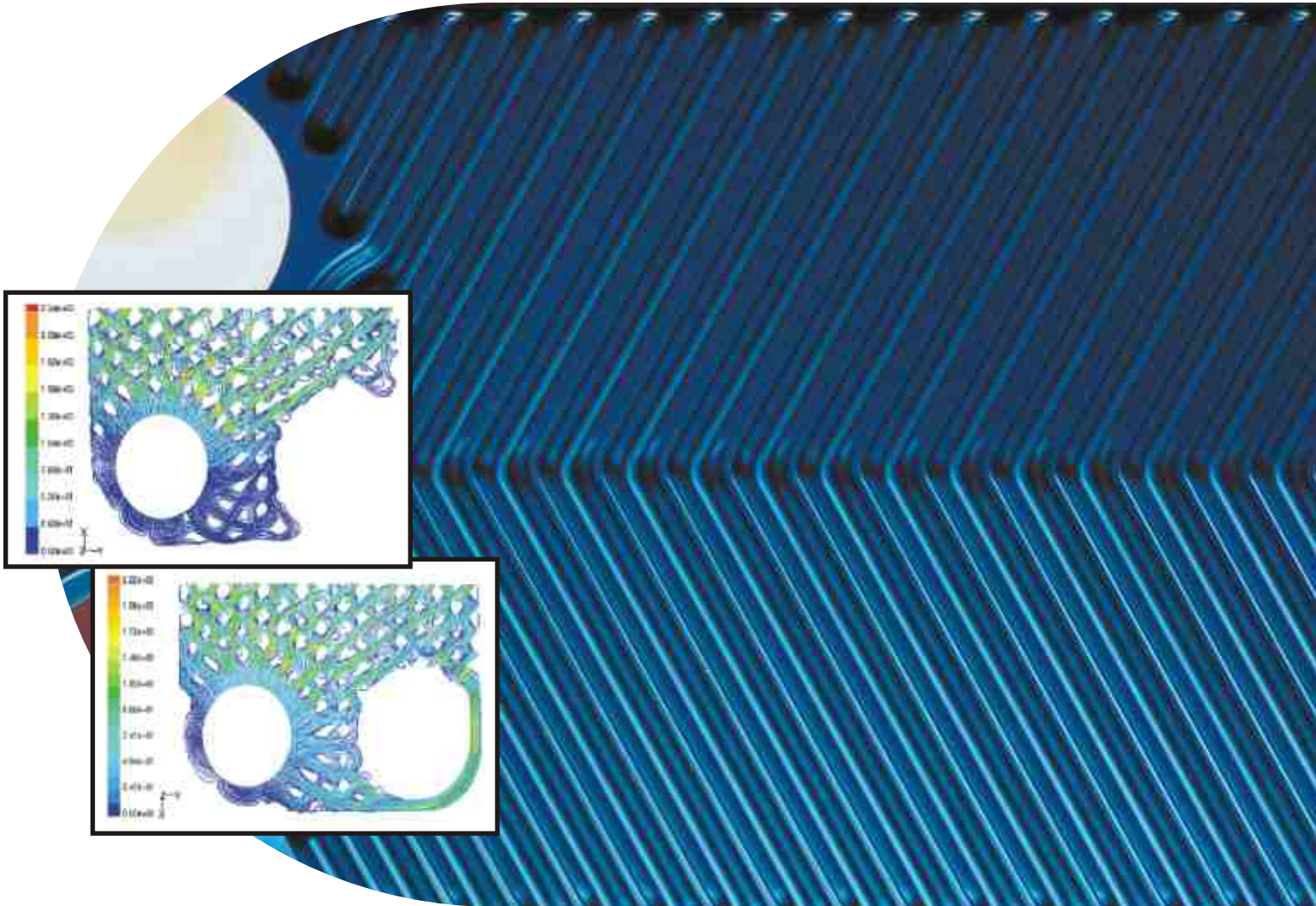
CBE technology is as simple as it is ingenious, and in principle allows the exchanger to use 100% of its material for heat exchange. This offers both environmental and cost savings compared with traditional heat transfer technologies. The modular product concept means it is always possible to find the right product solution for your particular application. The compact brazed heat exchanger product category has not only revolutionized the heat transfer market. The product concept has also been refined and improved almost to perfection since it began to be used.



SWEP begins commercial manufacturing and sales of CBEs during the early 80s. The product quickly becomes a success with customers, and mass production begins. The product is used only for heating applications (water/water). In the mid 80s, intensive research and development at SWEP enables CBEs to be used in refrigerant applications. The CBE product group is used and commercialized for the first time in refrigerant applications.

Today CBEs are found in virtually all kinds of solutions in the global market. Alongside the increase in the areas of use, a rapid technological changeover is also taking place to CBEs from the traditional rubber-gasketed plate heat exchangers and shell-and-tubes used previously. Environmental considerations and requirements are also accelerating the changeover to energy-efficient CBEs. To date, SWEP has produced more than 10 million CBEs and the production rate is rapidly growing. Now we produce almost two million CBEs/year.

The success of the CBE is something to be built on, and CBE technology has a clear future. We are committed to playing our part in the further development, thanks to our clear focus on the CBE. By constantly listening to our customers' changing needs, we will ensure that we remain at the forefront of development to secure a small environmental change.



# CHOOSE YOUR CHANGED NEEDS

The CBE's core concept is total flexibility, full scalability, modular construction and optimization for mass customization. The product program consists of a total of about 70 products in ten product series, all developed to meet specific requirements within refrigerant, heating and industrial applications. As a learning organization, we have a program of continuous quality improvements. Production is quality-assured, conforms to ISO 9001:2000, certified by DNV and pressure-vessel approved in line with e.g. PED/CE, KHK and UL/ULC.



From one concept we have developed ten different ranges, with a total of some 70 different products for your changed needs. Your demand is our supply.

**B line** - this original line has a number of options and is in continuous development.

**V line** - evaporator CBEs with a unique device for even distribution of refrigerant.

**D line** - this line is perfect for flexible chillers, high-precision systems for food and climate control.

**E line** - a patented SWEP solution offering compactness and high efficiency.

**DW line** - perfect for sanitary water applications and the food and pharmaceutical industries.

**AD line** - delivers dry, clean, high-quality air. Combines evaporation, condensation and heat regeneration.

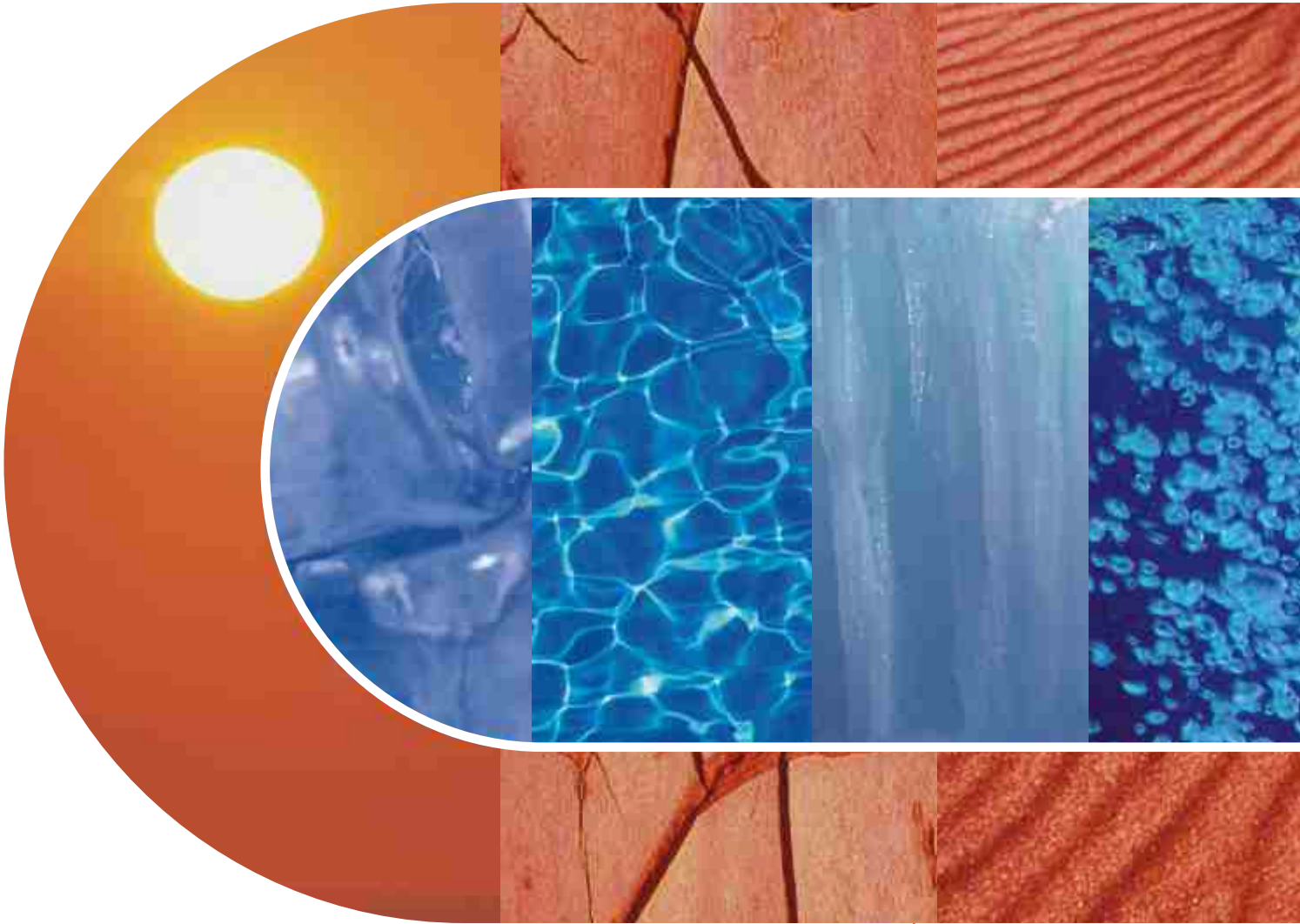
**HP line** - perfect for high-pressure duties in process industries.

**A line** - perfect for food applications, high-sulfur oils, ammonia-based refrigerant systems and pharmaceutical and chemical applications.

**Mo-steel line** - perfect for liquids with high chloride concentrations.

**Minex** - perfect for de-ionized water applications, beverage coolers, the pharmaceutical industries and seawater applications, e.g. onboard coolers.





# APPLICATIVE CHANGES

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As the world's leading company in heat exchange, we have the best products for refrigeration, heating and industrial applications. With over 20 years' experience of CBEs, we can solve all existing application problems. Backed by constant research and development, we are continually seeking new areas where our expertise and products will contribute to economical and environmentally sound heat transfer within industrial, heating and refrigeration applications.



SWEP covers three major areas: Industrial – lube oil coolers, onboard coolers, chemical processes, de-ionized water systems and hydraulic oil coolers; Heating – substations, boilers and steam; Refrigeration – chillers, air dryers and heat pumps. So you can encounter us in various environments where we have the same understanding of the problems as you do.

Our eBusiness enterprise is a very important step for you, because the new system will give customers access to powerful customized distribution and logistics solutions. You'll be able to order your products online, and get a complete overview of all outstanding orders, invoices and deliveries.

Having a specialized contact in each area is valuable, and SWEP is therefore the partner you need when or wherever you need a solution – customized or specialized. In order to work long-term and save costs for both parties we invest in integration with our customers, hence we are firm believers in feedback. Meet us in your own environment and show us the solutions and needs you have today. In the next stage we discuss the possibilities for optimization, savings and efficiency. Let us come up with suggestions, something to talk about – we promise you some interesting applicative changes.

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