



Total System Approach

A Unique and Valued Partner

Linde has been a valued partner to food/beverage customers for over 40 years. With our experience, we have a unique ability to support customer needs, building in value from the first customer interaction through project completion and beyond. We have a comprehensive understanding of food freezing requirements. Our Total Systems Approach focuses on: understanding customer needs, product testing, and freezer selection; executing on project management and installation; and providing long term support for equipment, supply system and gas requirements.

Understanding Customer Needs

Our expertise starts early in the project in our Food Laboratory. With close to 6,000 HT curves and freezer sizings for a wide array of products, Linde food technicians have access to a unique database of knowledge. Customers are welcome to experience the freezing and chilling of their products first hand using full production scale equipment in our Food Lab. Through this hands-on production run, we learn about the nuances of your product and are able to recommend a freezer model that can best accommodate your needs. To accommodate customer preferences, Linde can also send video documentation of the food lab trial.

Our highly qualified business development professionals are available to review project details, share financial analyses, assess the current production environment, and make recommendations on how to best integrate freezing/chilling operations.

Single Source Approach

Linde customers benefit from the single source approach as Linde designs and manufactures production freezers. The hand-off from Food Lab testing to manufacturing is seamless. Details are captured by the Linde team and each option is reviewed with the customer. With over 30 years of manufacturing expertise, Linde manufacturing is top notch. Customers are welcome to observe the manufacturing process or request a factory acceptance test (FAT).

Project Execution

Making the decision to move forward with a Linde cryogenic freezer is often the precursor to customer growth opportunities. Linde understands the need for flawless, timely and safe project completion. We know all the moving parts – from freezer selection to supply system sizing to installation – that must come together for success.

The freezer itself is only one part of the big picture. To ensure seamless project execution, the Linde engineering team works behind the scenes to evaluate flow, pressure and delivery requirements. Linde will issue supply system specifications including pipe size and components. With a focus on customer employee safety, Linde will also assess make up air and exhaust system requirements and issue system specifications. As we understand the “why” behind those project specifications, we can accurately interact with plant personnel and contractors. With Linde's Total System Approach, you benefit from the multi-discipline expertise of Linde streamlined through one Linde “go to person” for project management.

The Linde team is focused on the many facets of the overall project including:

- Bulk storage tank installation requirements Bulk tank sizing for gas and liquid flows/pressures
- Plant infrastructure requirements to safely accommodate a bulk tank
- Gas and liquid distribution system requirements
- Room make-up air requirements Freezer installation and set up
- Logistics and scheduling
- Exhaust system specifications
- Safety review
- Operator training and project turnover

We are committed to on-budget and on-time performance for each and every food equipment project.

Long Term Partnership

At Linde, we view each installation as a continuation of a mutually beneficial long term partnership After start up is complete, our customer service and distribution groups provide on-going support for Linde supply systems with routine inspections and servicing. Linde account managers maintain regular contact and keep you updated on Linde's offerings and capabilities.

We realize that our success is tied into the success of our customers. We've built our reputation through hundreds of successful relationships. Put the Linde Total System Approach to work for you.

Contact Linde Today

For more information about the Total System Approach from Linde, call **1-844-44LINDE** or visit our website at www.lindefood.com.