SPDE

SULZER

Sulzer Pumps

Shengli Oilfield Delegation / Sulzer Pumps CSS presentation Berlin Adlershof / Status Nov. 2010

Georges Wilkerling & Dirk Küllmey | 05.10.2010

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Sulzer Pumps

Visit of Chinese Shengli Oilfield delegation in Berlin, 05th of November 2010

Gäste: 1.Herr TAO, Gi, Vorstandleiter der Shengli Ölfeld Gruppe AG
2.Herr Liu, Longde, GF von Qun Xing Petro-Chemie Industrie GmbH
3.Herr Wang, Chunxing, GF von Tong Xing Petro-Chemie Industrie GmbH
4.Herr Wang, Gang, GF von Yan Tai San Yang Trading GmbH

Gastgeber: International Cooperation WISTA-MANAGEMENT GmbH
Yvonne Plaschnick, Project Manager

Päsentation: Sulzer Pumpen (Deutschland) GmbH
Georges Wilkerling, Sales Manager New Pumps
Dirk Küllmey, General Manager Sales and Business Development CSS,

Four divisions and Sulzer Innotec

Sulzer Pumps
Pumping solutions
and services

Sulzer Metco
Surface technology
solutions and services

Sulzer Chemtech
Separation columns and
static mixing

Sulzer Turbo Services
Service and repair for thermal
turbomachinery

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Employees: 12.107
pump division: 5.928
2009

Sulzer Innotec
Contract research and
technical services

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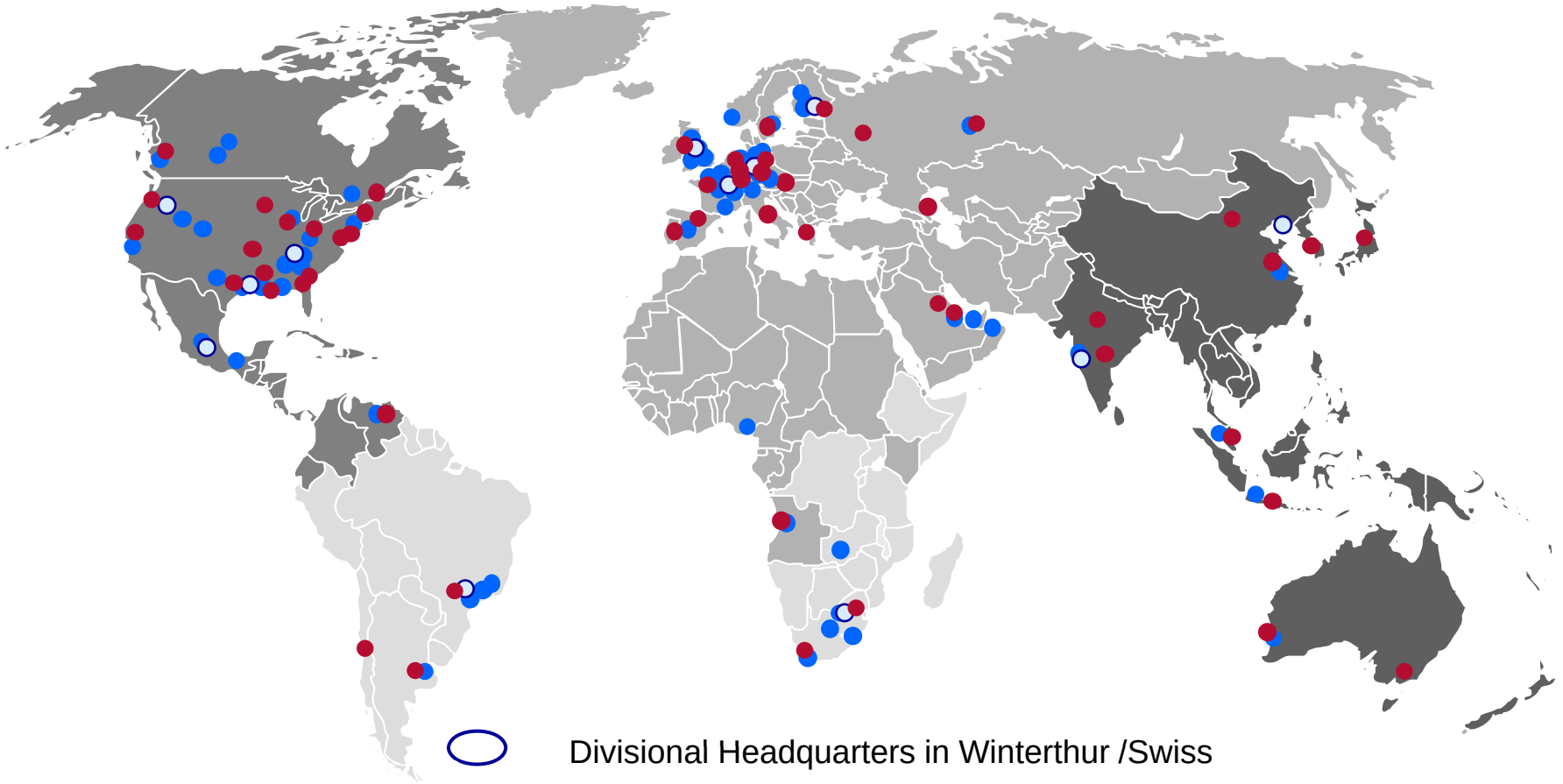
Sulzer Pumps



Divisional Headquarters in Winterthur /Swiss

Manufacturing Facilities

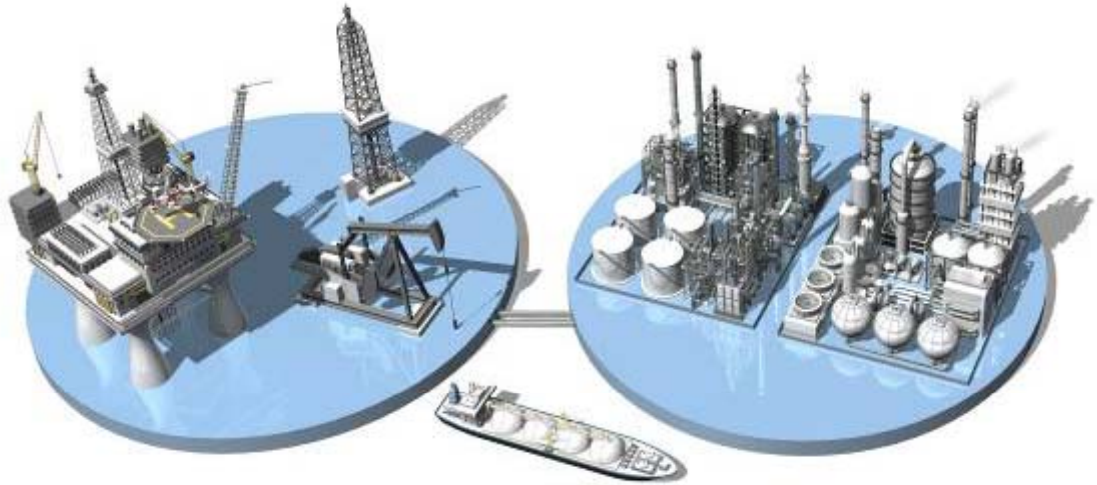
Customer Support Service Center

Sales Office

Network of Locations

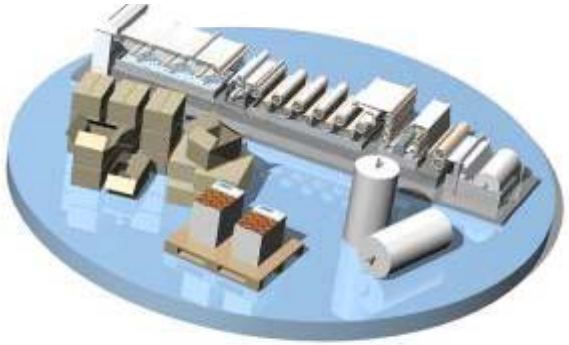
Oil and Gas (Upstream)

HPI (Oil and Gas, Downstream)



Power Generation

Pulp and Paper



Secondary Markets

- Water & Wastewater
- Food, Metals, Fertilizers and Biofuels

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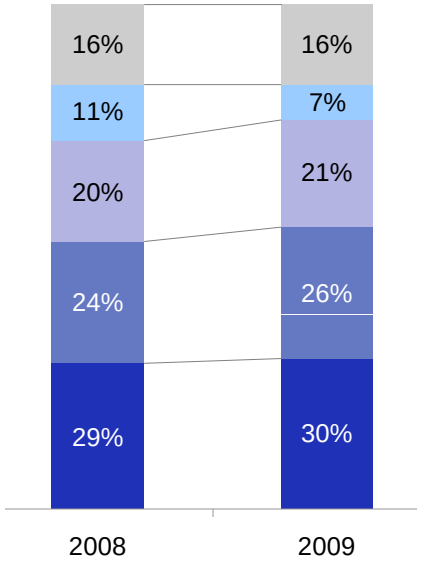
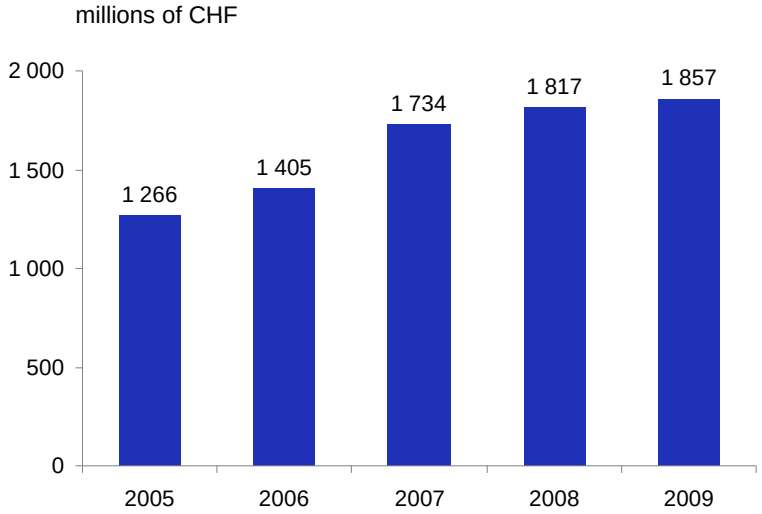
Sulzer Pumps

Sales by market segment

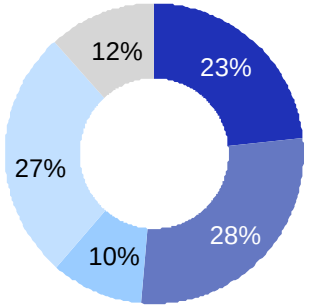


- Other industrial markets
- Pulp and paper
- Power generation
- HPI (Oil and gas, downstream)
- Oil and gas (upstream)

Sales development



Sales by region



- Europe
- North America
- Central and South America
- Asia, Middle East, Australia
- Africa

Strong market positions maintained

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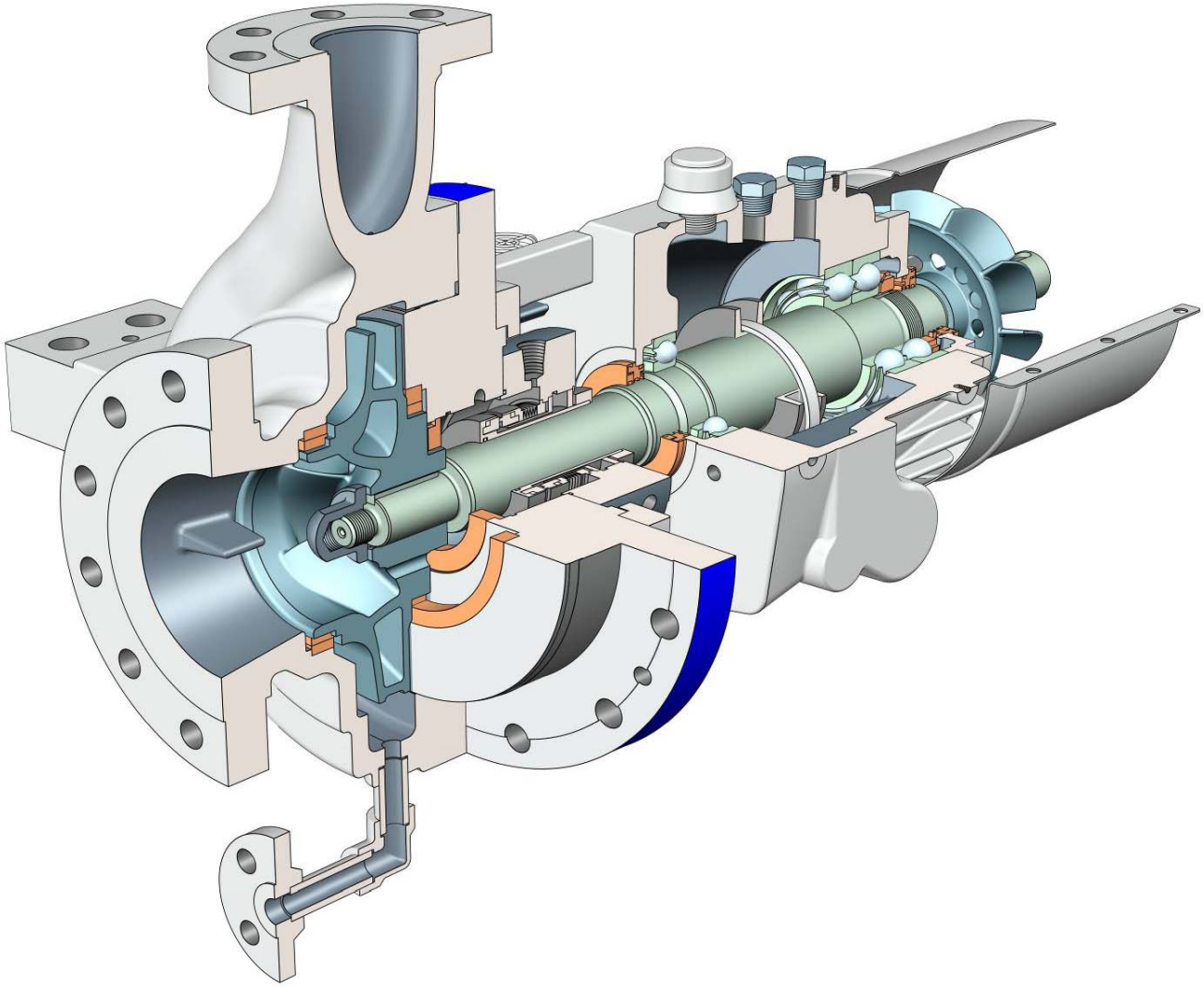
Sulzer Pumps

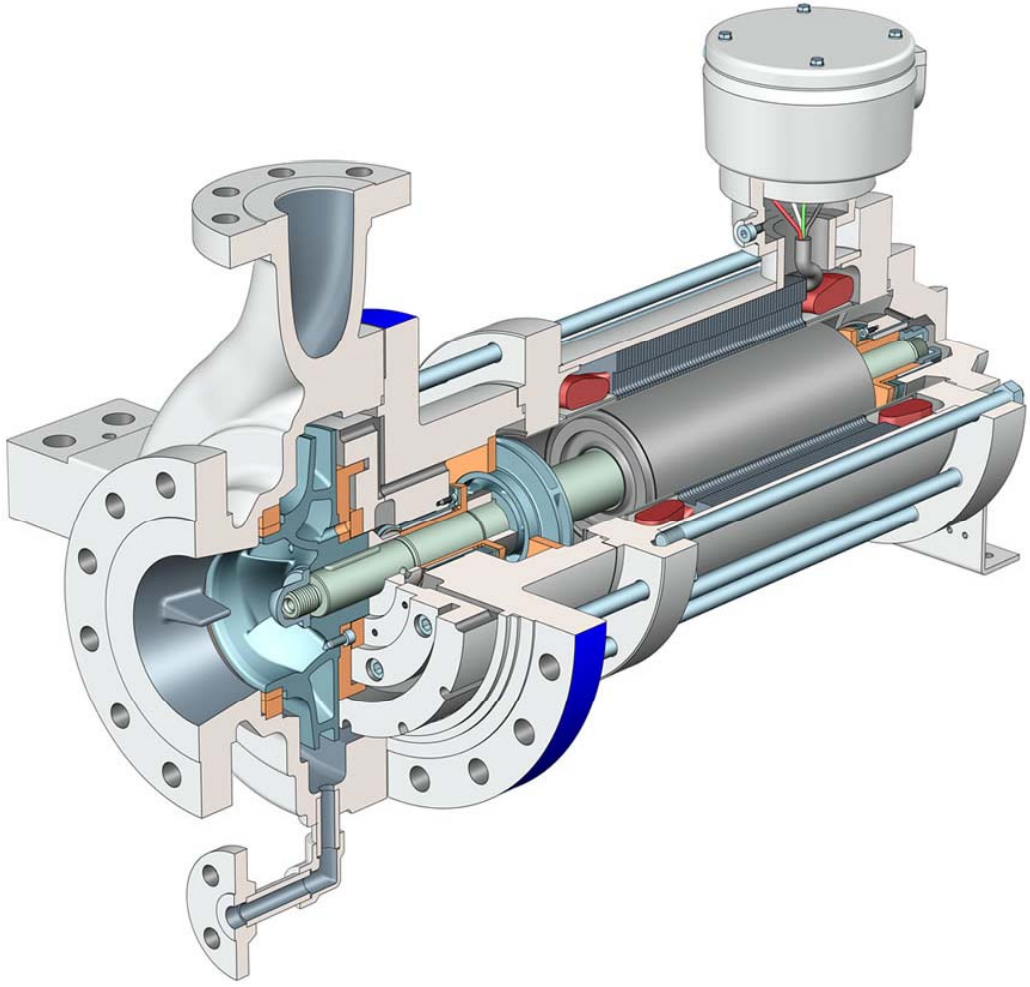
SULZER PUMPS Products for the Hydrocarbon Processing Industry

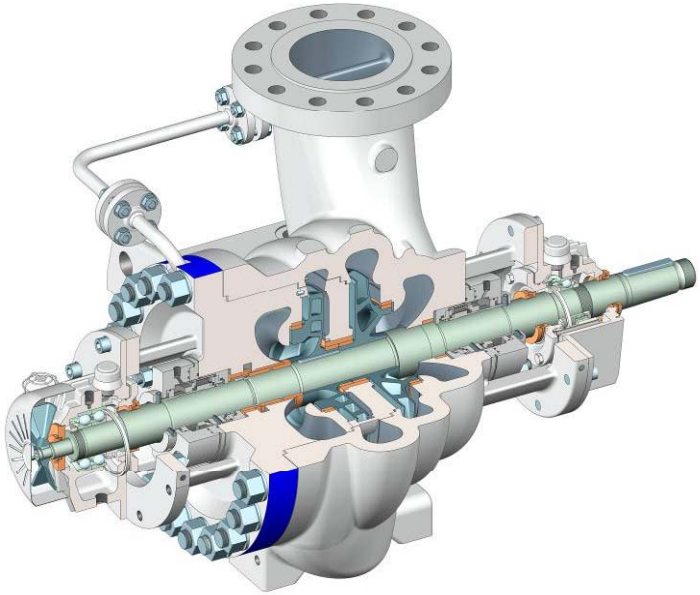
Chinese Delegation from Shengli Oilfield in Berlin Adlershof, 5th Nov 2010

Type OHH Pump ISO 13709 (API 610)



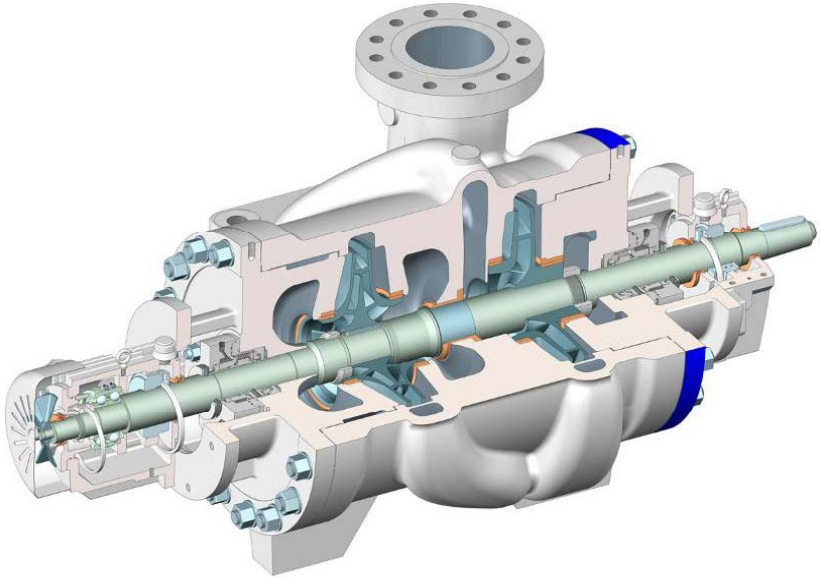
OHC Pump
API 685 Canned Motor, End Suction Pump





BBT single suction, 2 stages, radially split

Type BBT, BBT-D Pumps
ISO 13709 (API610)

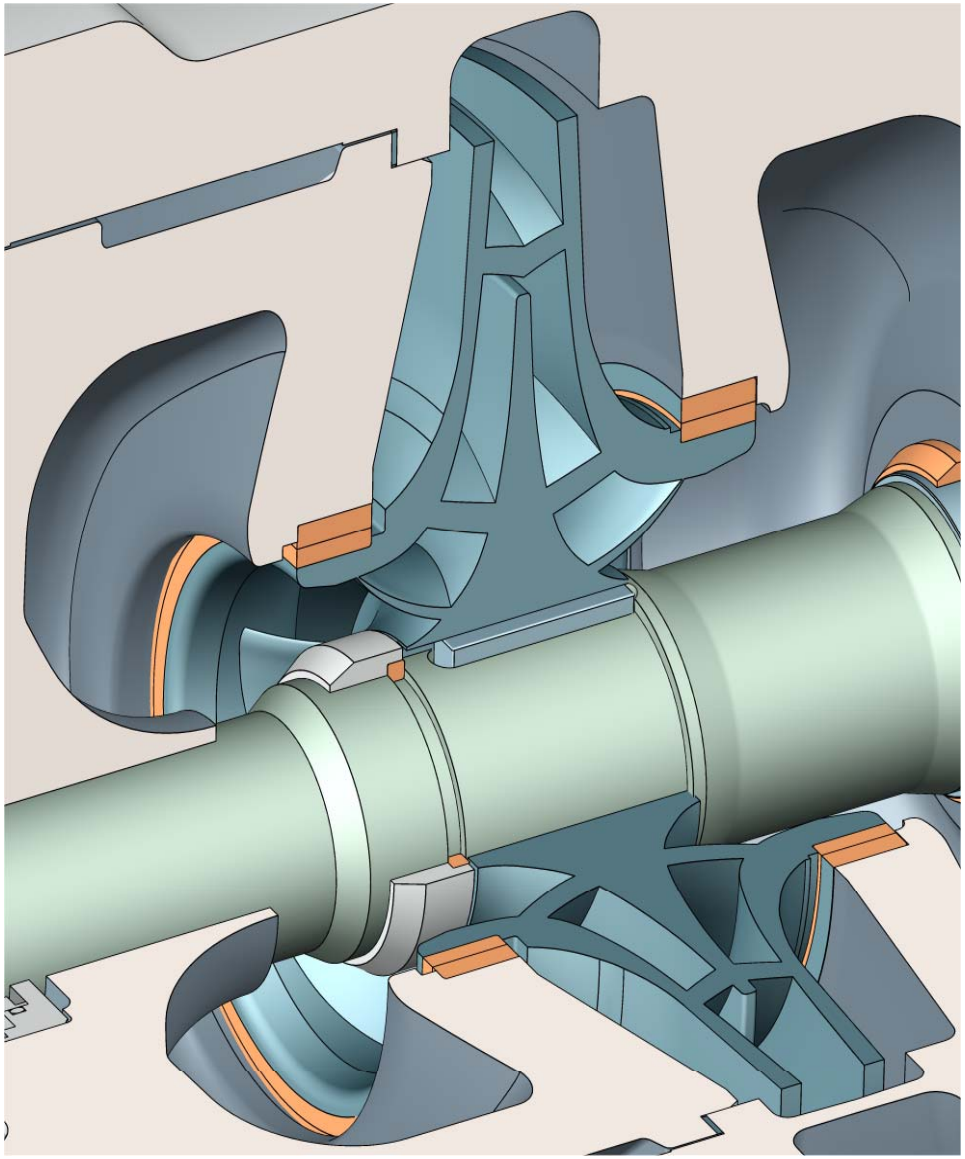


BBT-D double suction, 2 stages, radially split

<Copyright © Sulzer Pump

Type BBT & BBT-D Pumps
Hydraulics

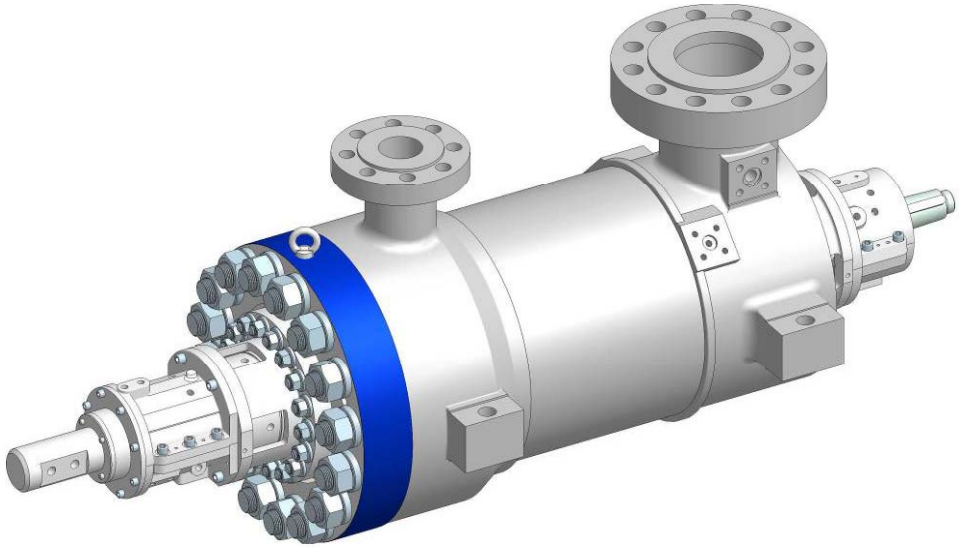
- High efficiency impellers
- individually secured against axial displacement.
- Variety of wear ring materials for clean, corrosive or abrasive applications.
- Over 25 different hydraulics.
- BBT-D double suction first stage impellers reduce NPSHr – ideal for processing unit capacity increases.
- Coke Crusher available for coking applications.



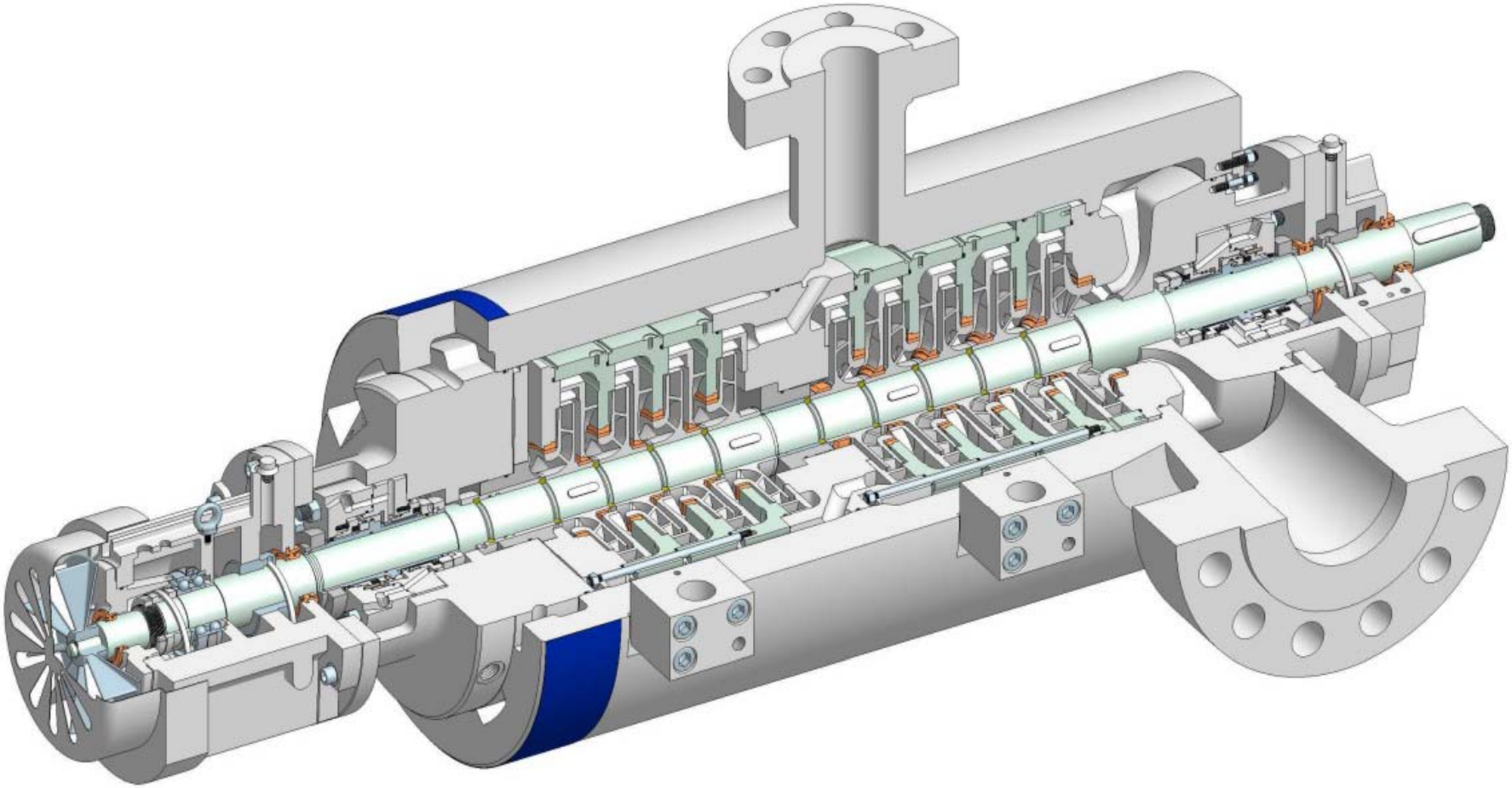
GSG Barrel type pump

- The Sulzer type GSG is a horizontal, radially split, multistage diffuser pump with outer barrel casing, designed for heavy duty applications in
  - Refineries,
  - Petrochemical plants,
  - Gas processing,
  - Coal processing,
  - Offshore installations and Injection

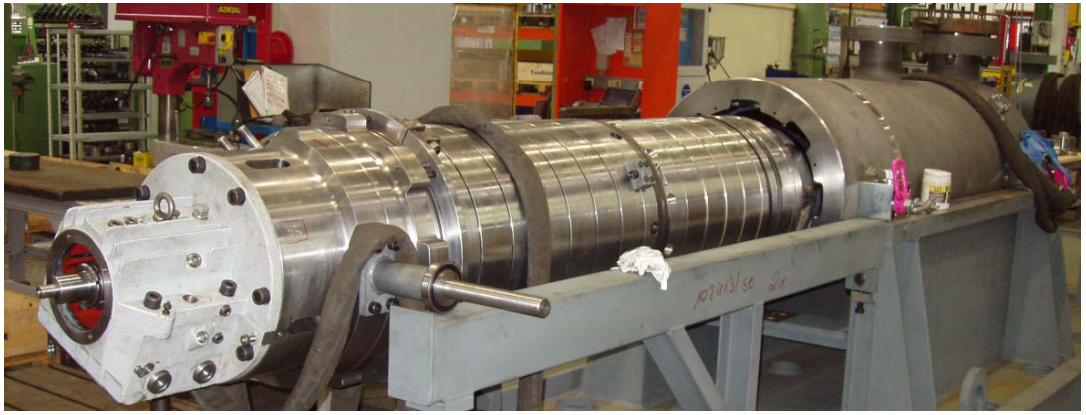
- API 610 9th Edition
  Pump Type BB5

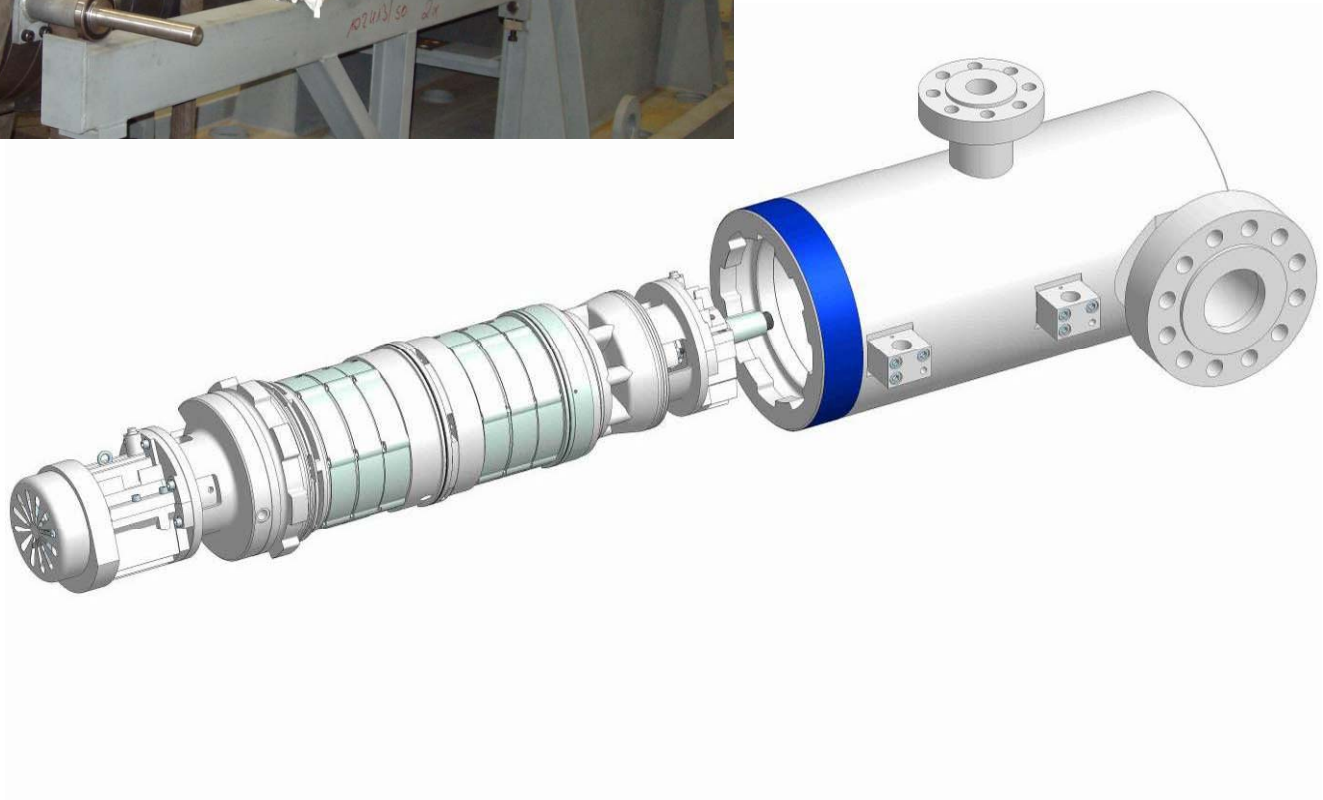


GSG Back-to-Back Design



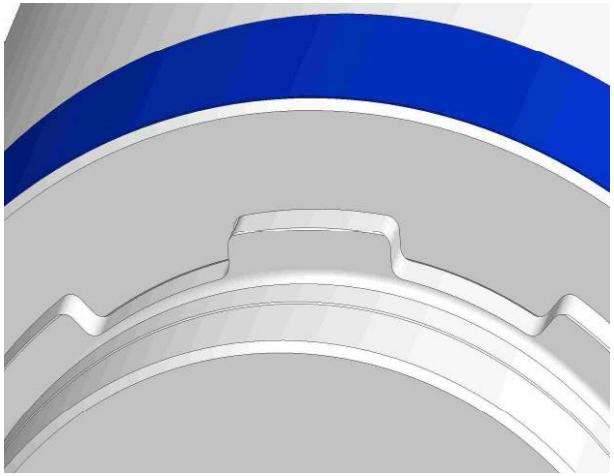
GSG twist lock design / high pressure



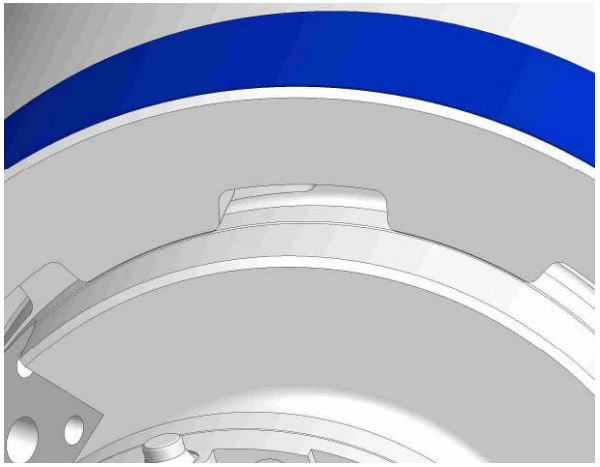


Twist lock assembly in steps

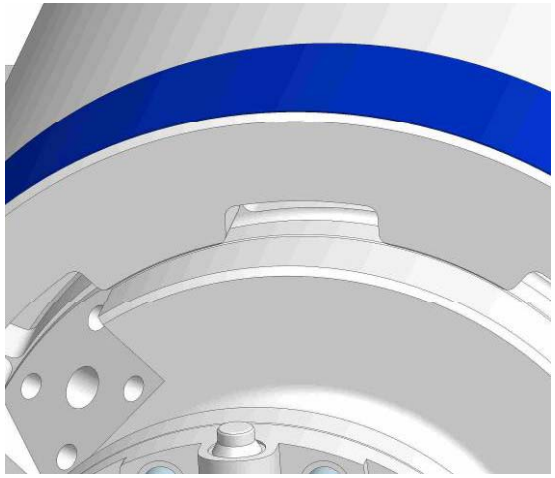
GSG twist lock design / high pressure



Insert



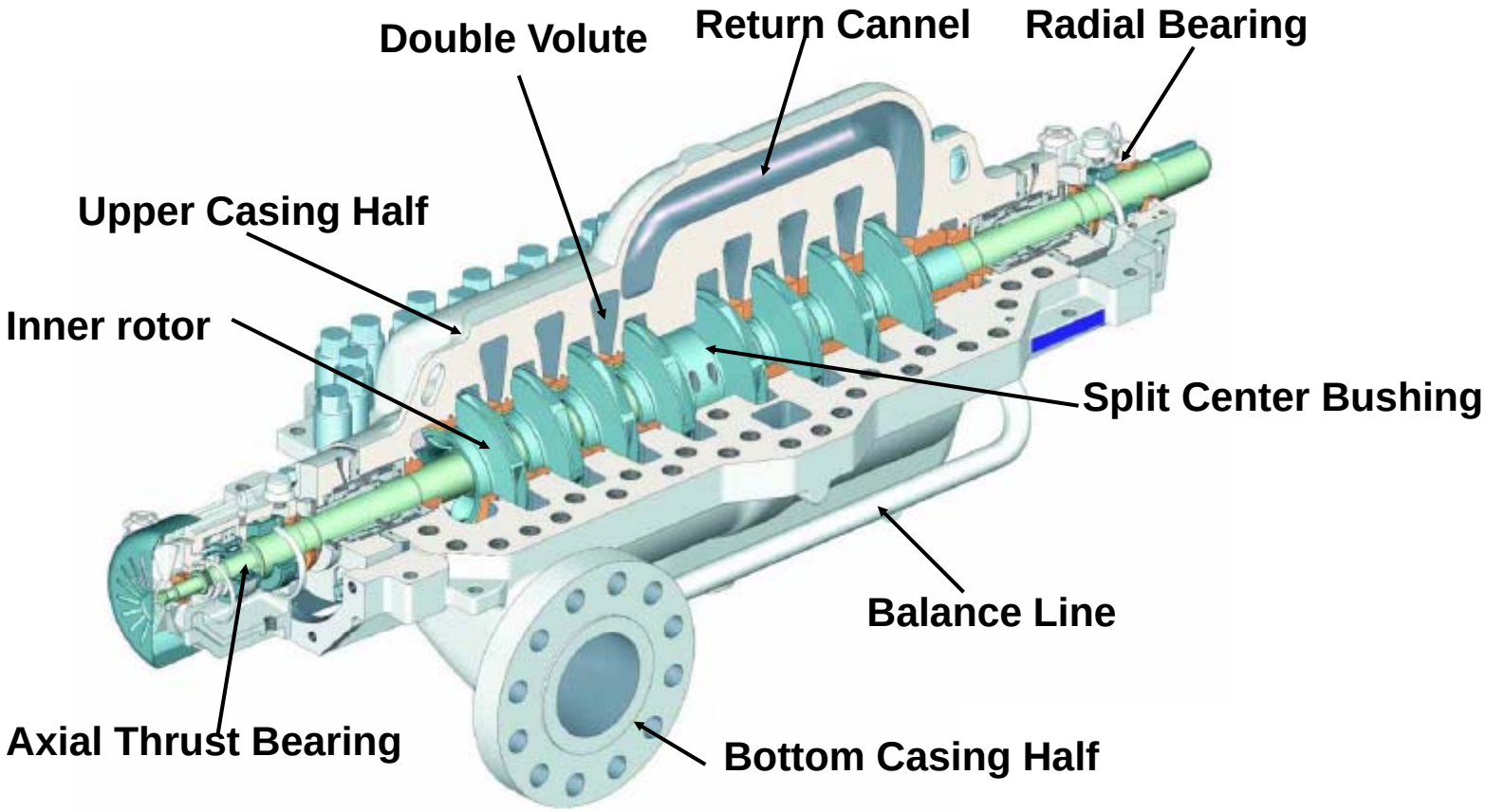
Twist



Lock

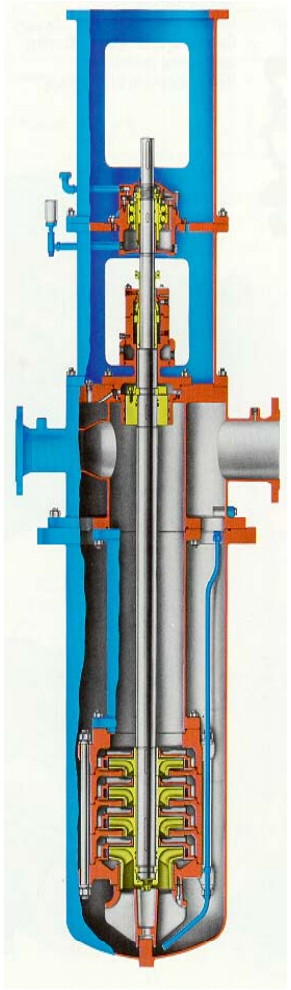
MSD

Horizontal, Multistage, Axially Split Pump



Vertical can pumps

TTMC for HPI



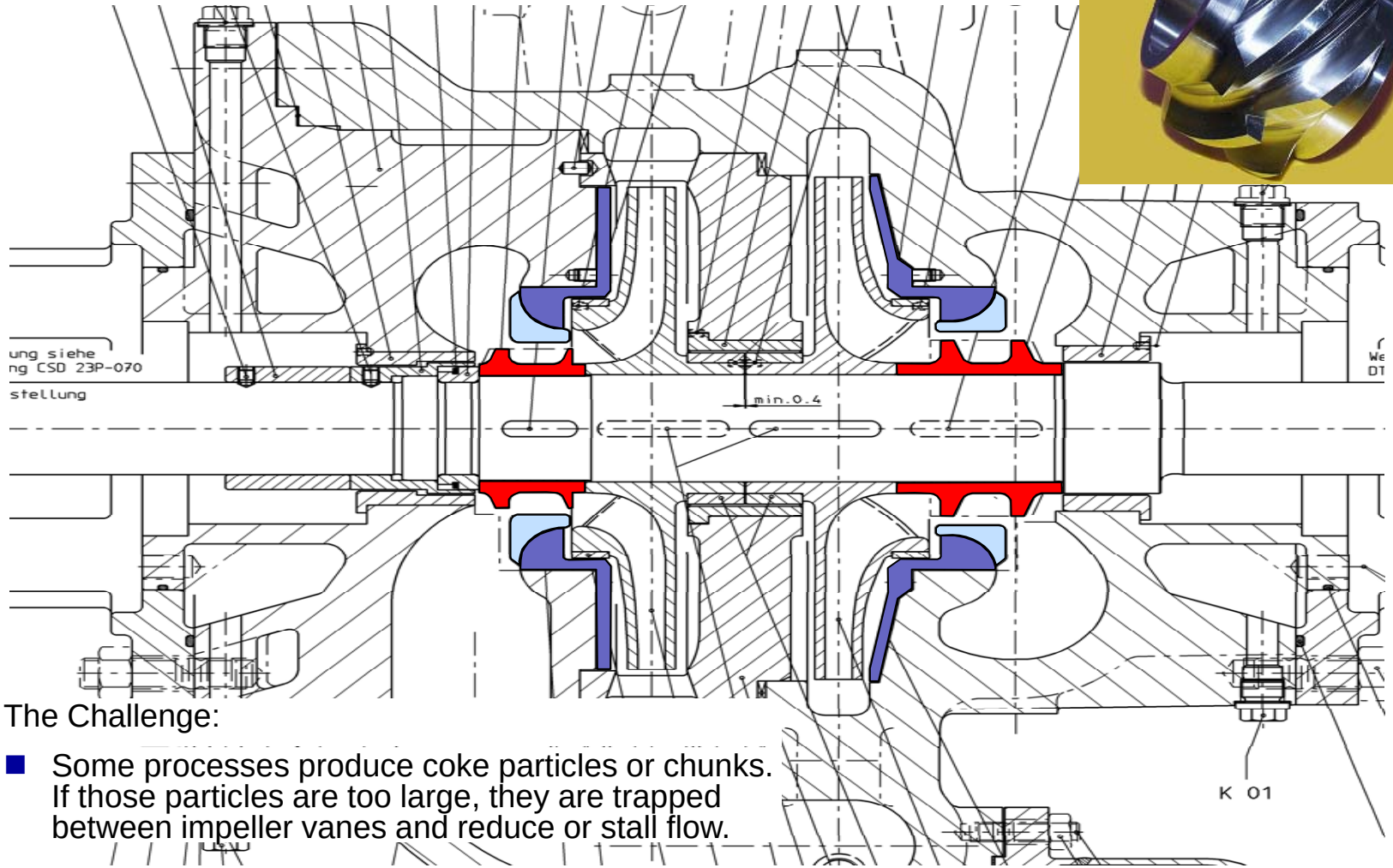
- The Sulzer type **TTMC-HPI** is a vertical suspended, double casing multistage diffuser pump, designed for heavy duty applications in refineries, petro-chemical plants, gas processing
- API 610 9th Edition
  Pump Type VS6

CSS Product Lines

Spare Parts	Field Service	Repairs	Major Retrofits	Long term Contracts
• Genuine parts	• On-site repairs	• Service Center repairs	• Hydraulics	• PBMA
• Service & Overhaul Kits	• Installation services	• Renewals	• Upgrades	• Consortium maintenance
• Bearing Units	• Inspections	• Refurbishment	• Coatings	• Inventory management
• Exchange units	• Start-up services		• Engineering	• Parts hotels
• Parts for non-Sulzer equipment	• Commissioning		• Cartridges	
	• Training			
	• Remote monitoring			
	• Trouble-shooting			

Retrofit

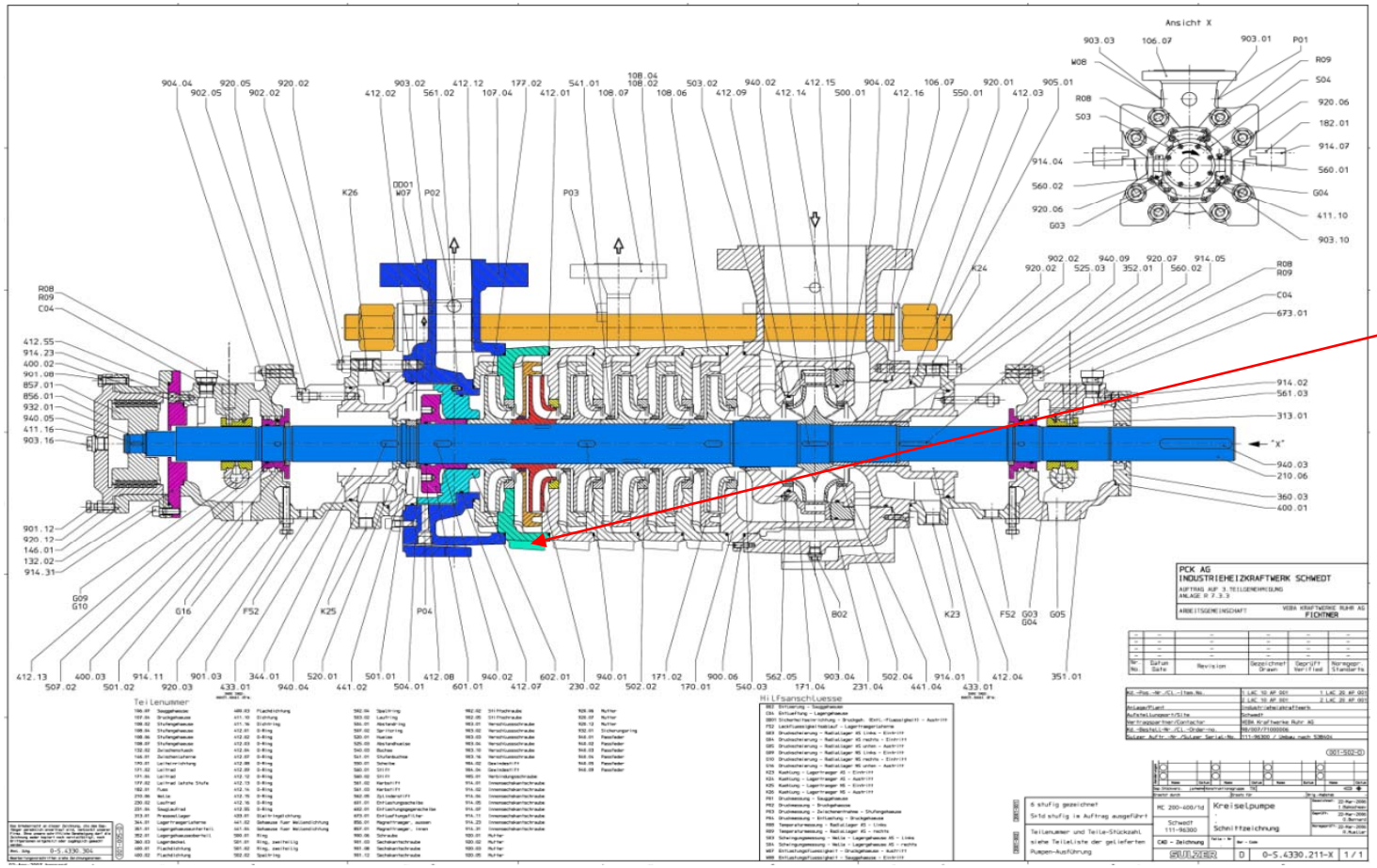
examlpe: coke crusher in a 2-stage pump typ HZZ



The Challenge:

- Some processes produce coke particles or chunks. If those particles are too large, they are trapped between impeller vanes and reduce or stall flow.

retrofit of an old boiler feed water pump



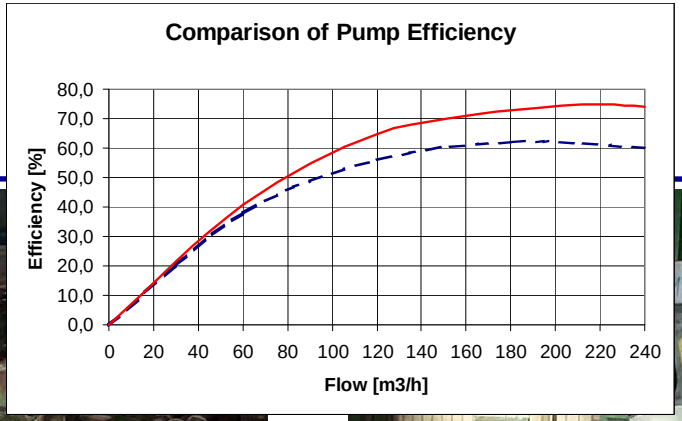
new parts colored

new 7th stage in in green color.

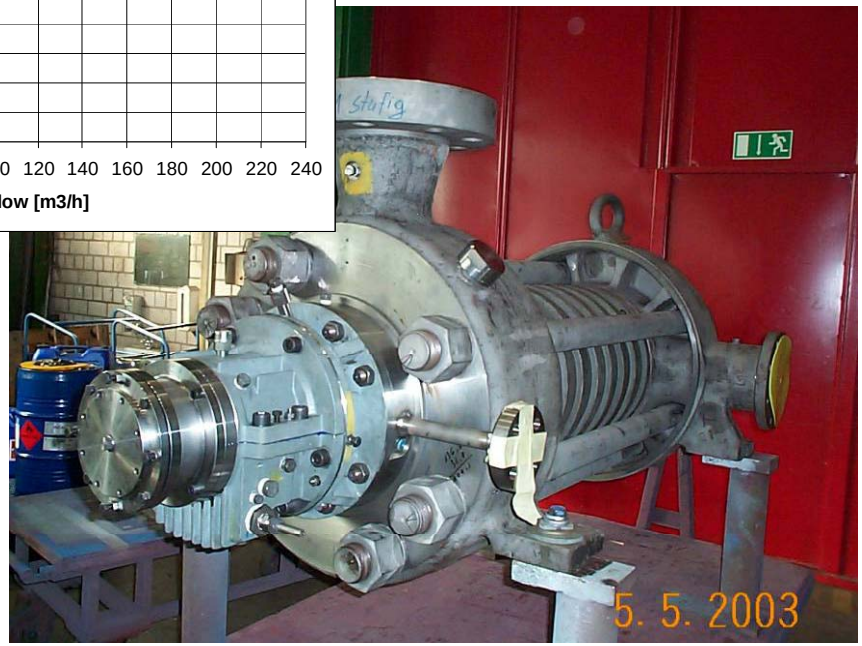
Modernization of Water Injection Pumps for Russian Oilfields

Typical Pumping Stations in West Siberia

Retrofits
Technical Solutions



Sulzer Pumps



before **and** **after**

Modernization

- **The operational lifetime of the pumps between major repairs can be considerably prolonged from less than 8.000 to more than 35.000 operating hours**
- **The hydraulic upgrade of the pumps lead to power savings of about 15 %**
- **The optimization of the operation mode results in up to 20 % additional power savings**
- **Depending on the local cost situation for power, labor and spare parts the return on investment is between 10 to 14 month.**

SULZER PUMPS CHINA

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Sulzer Pumps

Sulzer Shanghai Brothers Limited registered and established in China in 1914.

30/6/1914	苏尔寿上海分公司在中国注册成立	Sulzer Shanghai Brothers Limited registered and established in China
1929	苏尔寿第一家代表处在上海成立 (1954年，该代表处关闭)	The first Sulzer Representatives in Shanghai (in 1954 this office was closed)
1981	苏尔寿第一家代表处在中国的首都北京成立	The first Sulzer Representatives in capital Beijing in the modern China
1985	苏尔寿香港分公司成立	Sulzer Branch establishec in Hong Kong
1988	恢复苏尔寿上海代表处	Sulzer Shanghai Representatives back to Shanghai
1/12/1991	苏尔寿技术公司在上海独资设立苏尔寿上海有限公司	Sulzer Shanghai Limited in Shanghai as a fully owned subsidiary of Sulzer Technology Corporation
1993	苏尔寿上海工厂在闵行经济技术开发区建立	Workshops of Sulzer Shanghai in MinHang Economical and Development Zone
1998	苏尔寿转动集团办事处成立	Sulzer Roteq office established
10/1998	苏尔寿上海公司通过ISO 9001 质量认证	Sulzer Shanghai received ISO 9001 Certification
9/1999	大连苏尔寿泵及压缩机有限公司合资成立	Sulzer (Dalian) Pumps & Compressors Ltd. JV established
1/2000	大连苏尔寿泵及压缩机有限公司正式运营	Sulzer (Dalian) venture started running
9/2004	苏尔寿亚太总部由新加坡迁址上海	Sulzer Pumps Asia Pacific Headquarter moved to Shanghai from Singapore
11/2005	苏尔寿（大连）搬迁至大连高新技术园区双 D港	Sulzer (Dalian) moved to DD Port which is 40Km from Dalian city center
20/11/2006	大连苏尔寿泵及压缩机有限公司成为苏尔寿泵业的独资公司	Sulzer (Dalian) Pumps & Compressors Ltd. became a Sulzer Pumps Ltd. wholly owned entity
26/12/2006	苏尔寿泵业上海技术服务中心成立	Sulzer Pumps Shanghai Service Center established
1/2009	苏尔寿苏州泵业有限公司成立	Sulzer (Suzhou) Pumps Ltd. established

On November 24th, 2005, Sulzer Dalian New Factory Started Operation.

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A. Standard Pump Line for speed delivery.

B. Engineered Pump Line for customized products.

C. Configured Pump Line, specially designed for pulp and paper, food, metals and fertilizer industries

Sulzer Pumps CSS China Sales & Service Network

- Factory :2
- Service Center :1
- Service Station :8
- PPC :1
- PMC :1（Planning）

contact in China
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Thanks for attention