

CIRCOR AND THEIR DISTRIBUTION PARTNER PROVIDE INDONESIA'S FIRST SUPER-CRITICAL POWER PLANT WITH A COMPLETE SUMP PUMP PACKAGE

CHALLENGE:

In any new power plant construction, the need for a well-designed pump equipment package, delivered on-time, is critical. The Southeast Asian market is extremely competitive, and local service is a challenge to any supplier. In addition, power plant commission incentives are structured to start the plant on time – or early – so that payback may be generated quickly. Project schedule delays are simply not acceptable, and such would hinder future business with the EPC firm.

Working through its main contractor, a 60 Power Plant in Indonesia required eight MW pumps for sump applications as part of the overall plant equipment package. In addition, the power plant sump package required electric motor drive, discharge piping, instrumentation, control panel, cabling, drawings, plus support on commissioning and start-up. The on site delivery time was six months.



CIRCOR SOLUTION:

CIRCOR faced tough competition from other multi-national pump manufacturers and their local network. Partnering with the local distributor PT Bumi Cahaya Unggul (BCU), CIRCOR provided a negotiated scope of supply to maximize customer benefits. CIRCOR supplied the base shaft pump models VN and VNG. BCU supplied the discharge piping, Siemens motors, instrumentation with float switches, control panels, cabling and installation drawing.

RESULTS:

The installation was delivered on time and within budget, with CIRCOR providing the pumps and start-up. The customer was so impressed by the project management, delivery, pricing and scope of supply provided by CIRCOR and BCU that he increased the order quantity from eight to fifteen pumps.

Power Generation Products & Services

ALLWEILER® HOUTTUIN™ IMO® ROSSCOR® WARREN®



ALLWEILER® HOUTTUIN™
IMO® ROSSCOR® WARREN®