



Kirloskar Brothers Limited

Kirloskar Brothers Limited (KBL) is the flagship company of the \$2.5 billion Kirloskar group. Established in 1888 and incorporated in 1920, KBL is known as India's leading and innovative solutions provider in hydraulic machines and systems. KBL manufactures rotodynamic pumps from 0.1 kW to 26 MW. An ISO 9001, 14001 and OHSAS 18001, KBL has skilled engineering manpower, technological strength in design and application engineering, state-of-the-art manufacturing facilities including ferrous and non ferrous foundries, are our key strengths. One of Asia's largest Hydraulic Research Centre with a testing facility to test pumps up to 50,000 m³ / hour (220,150 US GPM), 4500 KW motor (6120 HP) is a part of our infrastructure at the manufacturing location at Kirloskarvadi.

Highlights

- Largest manufacturer and exporter of centrifugal pumps from India
- Providers of energy efficient pumping solutions to core sectors
- State-of-the-art integrated manufacturing facilities
- Manufactures the largest pumps by size and horsepower in India
- Commands the highest market capitalisation amongst the pump manufacturers in India
- Pioneered centrifugal pumps in India

We are one stop solution provider of pumps and pumping systems, with fully equipped research and development facility, backed by 13 manufacturing plants producing products as per international standards and supplying to 80 countries across 6 continents.

Business Area

- Centrifugal Pumps
- Valves
- Motors
- Alternators
- Hydrel Turbines
- Turnkey Projects

Business Verticals

- Industry
- Building & Construction
- Gas Oil & Defence
- Irrigation
- Power
- Water Resource Management
- Distribution
- Customer Service & Spares

Europe



Though KBL has been actively promoting its products in Europe region through OEMs for over 40 years, in real terms the Kirloskar journey in Europe began in March 1991 when Mr Jayant Kirloskar was posted at F. H. Schule GmbH, Hamburg (then owned by Kirloskar Oil Engines Limited, Pune). He was the one to start Kirloskar Group activities in Europe. Mr Jayant Kirloskar began by promoting products manufactured by Kirloskar Electric Co & Kirloskar Oil Engines Limited. In June 1995, the office location was shifted to Rosbach v. d. H. near Frankfurt am Main. The challenges for Kirloskar Group were multifold especially since Germany was (and still is) the most advanced, demanding and quality driven marketplace in the world. KBL stood up to the test and gradually started building its OEM network with pump makers and assemblers. During this period, KBL not only refined and tuned its products to the European requirements by understanding their nuances but also explored possibilities of technological collaboration with various European companies.

Kirloskar Brothers Europe BV

Incorporated in 2008, Kirloskar Brothers Europe BV (KBE), is a subsidiary of Kirloskar Brothers Limited, India with its head office based in the Netherlands.

Its core responsibilities are setting up distribution network in Europe, providing marketing support for Distributors, overseeing technical support such as: Engineering / Service and After service, creation of 'Kirloskar brand' in Europe and stocking and assembly of pumps. KBE provides superb customer service and fast and reliable delivery. At the same time, its further success will depend on securing new customers in the served markets.

The key markets are Power, Water /Waste water and Sewage, Industry, Irrigation, Distribution, Service and After Service. Each of the served segment's market needs is shaped by the desire to procure quality products at reasonable prices. KBE is in the position to offer precisely this to their clientele, and the products help their clients to add better value to their own end customers. The products that cater to these markets are Spiltcase Pumps, End Suction Pumps and Vertical Turbine Pumps.

KBE has a distribution network in Netherlands, Portugal, Spain, Italy, Turkey, Hungary, Czech Republic, Belgium, Austria and Germany. Kirloskar Brothers Europe BV offers service and after service throughout Europe, together with its selected service partners in the region. The services provided are supervision, installation, repair, trouble shooting, and alignment and vibration analysis.



Kirloskar Brothers Europe BV, Velsen Noord, The Netherlands



KBE BV Warehouse and Service Centre - Velsen Noord, The Netherlands

Birth of Kirloskar Brothers Europe BV

Supported by the market knowledge and product development programme over the previous decade and a half, KBL decided to enter the European market with "Brand Kirloskar" in May 2006. In the next 3 years, KBL team worked towards statutory and mandatory certification i.e. CE Marking, ATEX Certification, Efficiency Improvement Programme, pump selection software, etc and all these initiatives were initiated and concluded within the targeted time frame.

It was right time to start with KBL's own office and service network and hence Kirloskar Brothers Europe BV was born in July 2009 in Velsen Noord, The Netherlands. This company was formed through a JV with Industrial pumps Group, a company run by highly motivated Dutch professionals. Office and Warehouse locale in Holland was chosen very carefully after assessing various options like taxation, logistics, infrastructure, service possibilities all over Europe, customer reach, language, favourable country image, etc. KBE's 1st distributor was appointed in Rotterdam and maiden order for supply of VT Pump in duplex Stainless steel was received from AKZO Nobel, Rotterdam in July 2006. This was soon followed by 14 contracts from leading companies such as Odfjell, Maasvlakte Oil Terminal, AS Baltic Chemicals, RWZI Dokhaven, Euroloop, Petro Canada, Waternet and E.O.N.

Hydraulic Design and Application Engineer at KBE BV offers complete system solutions to its clients as well as offers assembly of Pump sets, maintenance and repair to its customers through its Netherlands operations.

Picture on the left shows KBE BV warehouse and service centre in Velsen-Noord, where there are installed more than 300 pumps of Water norm & Chemical norm pumps in various materials. Pumps upto size DN 250 is offered ex Stock.

True to its work culture, KBE decided that it would operate in the European market only through local distributors and agents and not through direct market participation as it believed that local distributors and agents added a great value to its operation and global vision.

KBE started with appointing distributors all over Europe beginning with western Europe and followed the top-down approach i.e. most difficult markets from the point of view of local manufacturing (The Netherlands, Portugal & Spain) and most stringent applications like Oil and Gas, Water, Waste Water and critical industrial applications. Companies like Alstom, Ferrostal, MOT, Odfjell, Vopac, Akzo Nobel, Euroloop, etc were focussed so that good word would spread in the market with these references. A good cultural mix from India, Holland, Italy, Portugal, and Spain contributed to making the core team.

3 years after inception, KBE takes pride in having references with 5 pumping stations in Portugal, 15 installations in Holland and successful supply records in Denmark, Germany, Malta, Finland, Italy and France. Its products are working in such critical applications as power plants, oil terminals, steel plants, sulphuric acid plants, offshore platforms, hot oil applications, heating water and more.

A quick and easy accessibility to its product line and services is provided to its clients and end users through 16 Distributors across 12 countries and 6 service centres in Europe. 'We are now closer to our customers and we are here to stay!'

Prestigious Installations in Europe



Client : EDIA, Portugal
Contractor : ENGIGAS

Pump Model & Quantity : BHR 42 / 2 stg. (6 nos.)

Power Rating : 315 kW / 1450 rpm / Vertical Motors

Duty : 990 m³/hr @ 82 m | Total Pump Length : 7000 mm



Client : EDIA, Portugal
Contractor : ENGIGAS

Project : EE BLOCO SERPA PIAS Pump Modes : SCT 350/66 V & SCT 200/58 V Vertical Split case pump

Pump : SCT 350/66 V

Duty : 1900.8 m³/hr @ 89.3 m

Speed : 1491 rpm Motor Rating : 690 kW

Qty : 3+2 nos

Application : Irrigation

Pump : SCT 200 / 58 V

Duty : 720 m³/hr @ 95 m

Speed : 1490 rpm

Motor Rating : 290 kW

Qty : 1+1 nos



Client : RWZI Dokhaven' in Rotterdam

Model : MF 25-25 pump

Duty : 750 m³/hr @ 15 m

Application : Sewage Facility

Client : EDIA, Portugal

Model : Horizontal Split Casing, 5 nos SCT 200-48 Pumps

Power Rating : 150 kW/ 1450 rpm Motors

Duty : 171.6 Lps (617.76 m³/hr) @ 66.5 m

Application : Irrigation



Client : Disa, Czech Republic

Project : Vodak Drinking water station,
Czech Republic

Pump Type : DSM 125-40 with Corrocoat
(Drinking water application)

Motor : 110 kW, 4 pole, 1450 rpm, 400V, IP 55,
50 Hz / Horizontal motor

Qty : 1 nos.



Client : ENEL, Italy

Project : District Water Heating Plant,
PIANCASTAGNAIO 3, Italy

Customer : Enel Green Power S.p.A, Italy

Pump Type : SCT 250/ 42, Hot water supply
pumps

Motor : 250 kW, 4 pole, 1450 rpm, 400V, IP 55,
50 Hz / Horizontal motor

Qty : 3 nos.



Prestigious Installations in Europe



Client : EDIA, Portugal Contractor : EFACEC

Project : PEDRAGAO

Model : UPH 1050 / 110 V

Vertical Split Case Pump with Carbon Shaft

Duty : 11,880 m³/hr @ : 61.4 m, 590 rpm

Motor Rating : 2,800 kW

Qty : 3 nos

Application : Irrigation



Client : Euroloop, The Netherlands

Pump Models : 3 nos each SCT 350/ 44,
SCT 300/ 48, UP 200/42

Motor Rating : 75 kW - 350 kW, 4 Pole

Application : Test Loop Pumps – Oil



Client : Corus Steel, Ijmuden, The Netherlands

Model : DSM 125 – 40

Motor Rating : 110 kW

Duty : 250 m³/hr @ 96 m

Application : Cooling Water Pumps



Client (end user): AS Baltic Chemical Terminal

Model (type & no. of pumps) : 4 x KPD 150/52

Motor Rating : 160 kW

Duty : 470 m³ @ 70 m

Application : Various



Client : MAASVLAKTE OIL TERMINAL

Model : BHR 50 - 2 stage

Duty : 1050 m³/hr @ 112 m, 1500 rpm

Application : Fire Water VT Pump



Client : BILBAO Italy, Spain

Project : Sulphuric Acid Plant (Acoleg),
Bilbao (Spain)

Customer : Abencor Suministros, S.A., Spain

Pump : BHQ 42 ½, 1 stage, Cooling Water pumps

Motor : 315 kW, 6 pole (990 rpm), 6.0kV, IP 55, 50 Hz
/Vertical motor

Qty : 3 nos.



Enriching Lives

KIRLOSKAR BROTHERS LIMITED

GLOBAL HEADQUARTERS :

"YAMUNA", Survey No. 98/3 to 7, Baner, Pune 41145, INDIA
Tel. : +91 20 27214444 Fax: +91 20 27211117
email : kblin@kbl.co.in website : www.kbl.co.in

KIRLOSKAR BROTHERS EUROPE BV

Rooswijkweg 7-9, 1951 MH Velsen-Noord, The Netherlands.
Tel. : +31 251 270000 Fax : +31 251 272415
email : info@kirloskar.eu website : www.kirloskarpumps.eu