



*Colfax® and their distribution partner provides Indonesia's first super-critical power plant with a complete sump pump package.*

**Customer:**

660 MW Power Plant, Indonesia

This 660 MW coal fired power plant is the first super-critical power plant with a once-through cooling system.

**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 simply are not acceptable, and such would hinder future business with the EPC firm.

Working through its main contractor, the plant initially required eight 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.



**ALLWEILER**

**Competition:**

Colfax Fluid Handling faced competition from other multi-national pump manufacturers and their local distribution network.

**Colfax Solution:**

Partnering with the local distributor PT Bumi Cahaya Unggul (BCU), a negotiated scope of supply was provided to maximize customer benefits. Colfax Fluid Handling 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.

The supply agreement between Colfax Fluid Handling and BCU provided the customer with the best of both worlds: Allweiler quality pumps, along with the components, local supply and support to ensure competitive pricing and fast delivery.

**Results:**

The pump and installation project were delivered on-time and within budget, with BCU supporting installation and start-up. The customer was impressed by the project management, delivery, pricing and scope of supply provided by Colfax Fluid Handling and BCU that the order quantity was increased from eight to fifteen pumps.

The plant will be commissioned in late 2011.



Colfax Fluid Handling Allweiler branded VN and VNG pump in BCU facility



Installed sump pump package

ALLWEILER

BARIC

IMO

LSC

TUSHACO

WARREN

ZENITH

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