

KSB News

Newsletter for KSB's customers and partners in Indonesia



Augmented Reality Service: Expert Knowledge via Data Glasses

When it comes to on-time commissioning, maintenance and repair, time is the essence. All tasks must be completed as quickly as possible so that the system can be put into service or availability restored, ensuring reliable system operation. Unforeseeable problems or damage to components can seriously disrupt commissioning or maintenance processes. This is where KSB's Augmented Reality Service can provide quick and easy assistance.

Equipped with data glasses or via an app for mobile phones/ tablets, on-site service personnel can hook up directly with a KSB specialist, patching in expert knowledge "live". At the monitor in the back office, the KSB specialist sees and hears everything that the service engineer sees and hears. The two can also examine the periphery of the pump set together.

This enables sources of error and causes of damage to be identified rapidly, and appropriate remedial measures to be discussed and implemented. To support the service work, the KSB specialist can highlight areas of the live image to show the engineer what has to be done or can display documents, such as exploded views or even relevant pages of the operating manual, on the monitor of the data glasses, tablet or mobile phone. In addition, service personnel benefit from helpful tips based on years of experience. The Augmented Reality Service soon will be available in Indonesia.

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Management's Note

This edition provides valuable information about our world-class product as well as updated news. This newsletter is specially made for you, our valuable customers and partners, to be well informed about our latest technology and innovation.

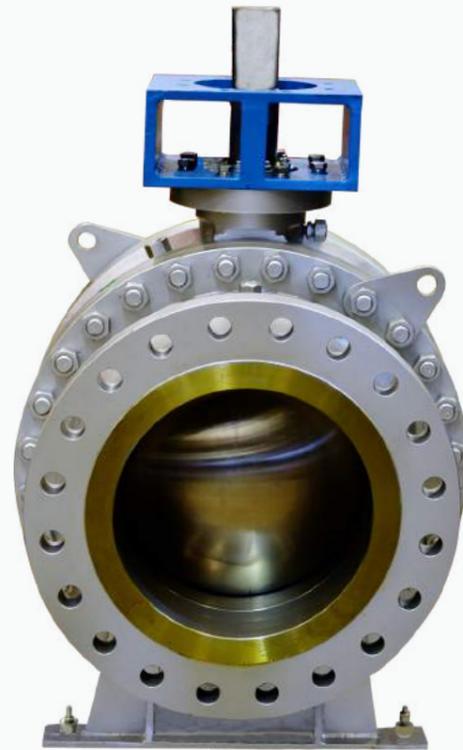
We are delighted to take part and support Petrosea in achieving outstanding project outcomes in Indonesia's mining industry as we strive to provide best-in-class solutions and service excellence in mining market. Gladly, we share interesting article, a comprehensive solution for mining application, Dewatering and Dredge Pumpsets

(DnD), with outstanding capacity to lead in severe open pit mine sites and slurry surface.

We really hope this newsletter can be beneficial for you in order to understand KSB's product quality and solutions. To have a continuous improvement, we are expecting constructive feedback from you, our loyal readers.

Stay healthy. Stay safe. Stay positive. Enjoy the reading!

Philippe Olivier
President Director,
KSB Indonesia



Ball valves for your pipeline projects

KSB provides ball valves which help optimizing operations' performance in the Oil & Gas industry. In refineries, KSB products and solutions ensure natural resources are processed safely and reliably, making sure smooth processes, protecting people and the environment. The reliable ECOLINE EST (TB) 150-600 are ready to serve your pipeline projects. Do feel free to drop an e-mail and send it to our sales/valve team through ksbsales@ksb.com

KSB SupremeServ Supervision of Installation & Commissioning

KSB SupremeServ offers supervision of and or installation and commissioning of pumps, valves, including necessary automation equipment and entire systems. Our customers can rely on experienced system specialists from SupremeServ team of professional to install pumps and valves which include inspection of the supplied pumps, valves, etc, verification of system requirements and conditions, supervising all installation steps, leak tests, correct alignment of the pumpsets by means of the latest laser equipment, inspection of measuring instruments fitted for pump protection, supervising the commissioning, test runs and trial operations including records of operating data and on-the-job training of operating staff.

Currently, the COVID-19 pandemic has brought fast-moving and unexpected variables, none of the team worldwide is ready to face this type of situation. However, many companies successfully developed incident management plans specific to this crisis and are now looking ahead.

During this challenging period, KSB Indonesia's team is fully motivated and dedicated to bring forth the best support for our customers. KSB SupremeServ's team up to this present time conducting the supervision of installation and commissioning of pumps, valves, including necessary automation equipment and entire systems.

On midyear of 2020, we conducted 2 significant tasks: the supervision of installation and commissioning of valve, in two critical power plants in Java and Sumatra. During the shutdown period of power plant, KSB SupremeServ Indonesia's team directed the replacement of butterfly valves for condensate application, the limited time we maintained are ultimate focus on the job, and kept the safety and quality at the highest level. In the power Plant located in Sumatra, we conducted a replacement of obsolete valves with two units of Mammoth butterfly valves DN1400, in addition, running tests indicating perfect performance.

Whereas, the power Plant located in Java, we managed a replacement of obsolete valves with 2 units of Mammoth butterfly and ran tests with results ensuring no issues and smooth operation.



For 24/7 emergency hotline, please contact:

Jakarta: 0811 940 2853
Kalimantan: 0811 940 2547

Success Story

KSB's proud to support Petrosea in achieving outstanding project outcomes in Indonesia's mining industry

Petrosea's ability in providing complete pit-to-port mining solutions supported by KSB comprehensive product portfolio



Global mining companies consistently rank Indonesia highly in terms of its coal and mineral prospects. Indonesia also continues to be one of the world's largest exporters of thermal coal.

The mining sector has been one of the key sectors contributing to Indonesia's economic growth over many decades. There are opportunities to drive an increase in this sector's contribution to the economy.

PT Petrosea Tbk, a multidisciplinary mining, infrastructure and oil & gas services company and now recognized as one of Indonesia's leading contractors, was established in 1972. Petrosea is supported by its main shareholder, PT Indika Energy Tbk. KSB's project with Petrosea started with a rental business from 2012 to 2017 with a total of 219 pumps and after proving our highest quality, Petrosea began investing in KSB's pumps in 2017 with a total of 41 pumps.

"KSB was selected for this project as our abilities in ensuring a solution for pump efficiency. Petrosea specifically

required an efficient pump with a favorable price, alongside our excellent team of technicians ready on standby to aid any arising issues. As well as further consultations with our engineers in choosing an effective pump according to the projects requirements," said Alfian Noor, Sales Manager-Mining Kalimantan, in KSB Indonesia.

Furthermore, KSB's pumps included Dewatering & Dredge Pumpset (DnD) 200-5HX with a flow rate of 830 m³/h, a pump speed of 1500 rpm and an efficiency of 76%. DHP LSA 6x8 pump, facilitated with technical advancements and low maintenance cost as high headslurry pump for open pit dewatering with a flow capacity of 700 m³/h and total dynamic head of 180m while DnD 200 MHX pump with heavy duty fabricated steel as well as highly resilient and flexible cushion shock loads with flow capacity of 800 m³/h and total dynamic head 150m.

KSB's quality has brought forth ensuring the best supply of pumps for Petrosea. "PT Petrosea Tbk, Indonesia's leading

contractors in mining, oil & gas and infrastructure trusts KSB's high quality, capacity in handling aggressive mine water as well as slurry surface, and flexibility to accommodate and adjust to Petrosea's requirements. In addition, new technological advancements implemented within the project through remote systems, now is under development. We are honored to have worked with Petrosea. We will strive to constantly bring forth the best service and solutions for our customers and partners across Indonesia," added Alfian.

Indonesia continues to be a significant player in the global mining industry. "As the Government continues to work on stimulating the development of in-country processing facilities, we strive to provide best-in-class solutions and service excellence in mining market. We are delighted to support PT. Petrosea Tbk and certainly hope that our good relationship with mutual passion will continue to grow in the near future", said Philippe Olivier, President Director, KSB in Indonesia.

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In my responsibility to provide reliable heavy equipment for mining contractor services it comes to two inseparable points: quality of product and sustainability of vendor support. This is what KSB has been delivering for mining pump solution.

To do so, KSB is not only merely offering pump and putting barcode price but also elaborating process of explaining the offered pump in-depth knowledge, doing open discussion whilst looking at option over KSB wide range solutions, and later conducting openly chosen pump performance test to show it does meet the specifications.

Furthermore, once pump has been in-field operation, KSB will closely monitor and support to ensure on-paper offer will be truly working. Numerous experiences tell us that KSB always listen to our problem and respond in timely manner, knowing pump downtime does matters in mining. To close the approach, KSB's R&D includes the latest 4.0 digitalization is continuously being informed ensuring sustainable innovation for more reliable and up-to-date pump system.

As a result, the reliability of our KSB pump fleet is good by above average PA% (Physical Availability) over its working period and we are about to implement 4.0 digitalization pump system.

Eventually, those facts stamp KSB good reputation as preferred of choice for mining pump solution allowing user peace of mind, thus provide me confidence in choosing KSB pump solution.

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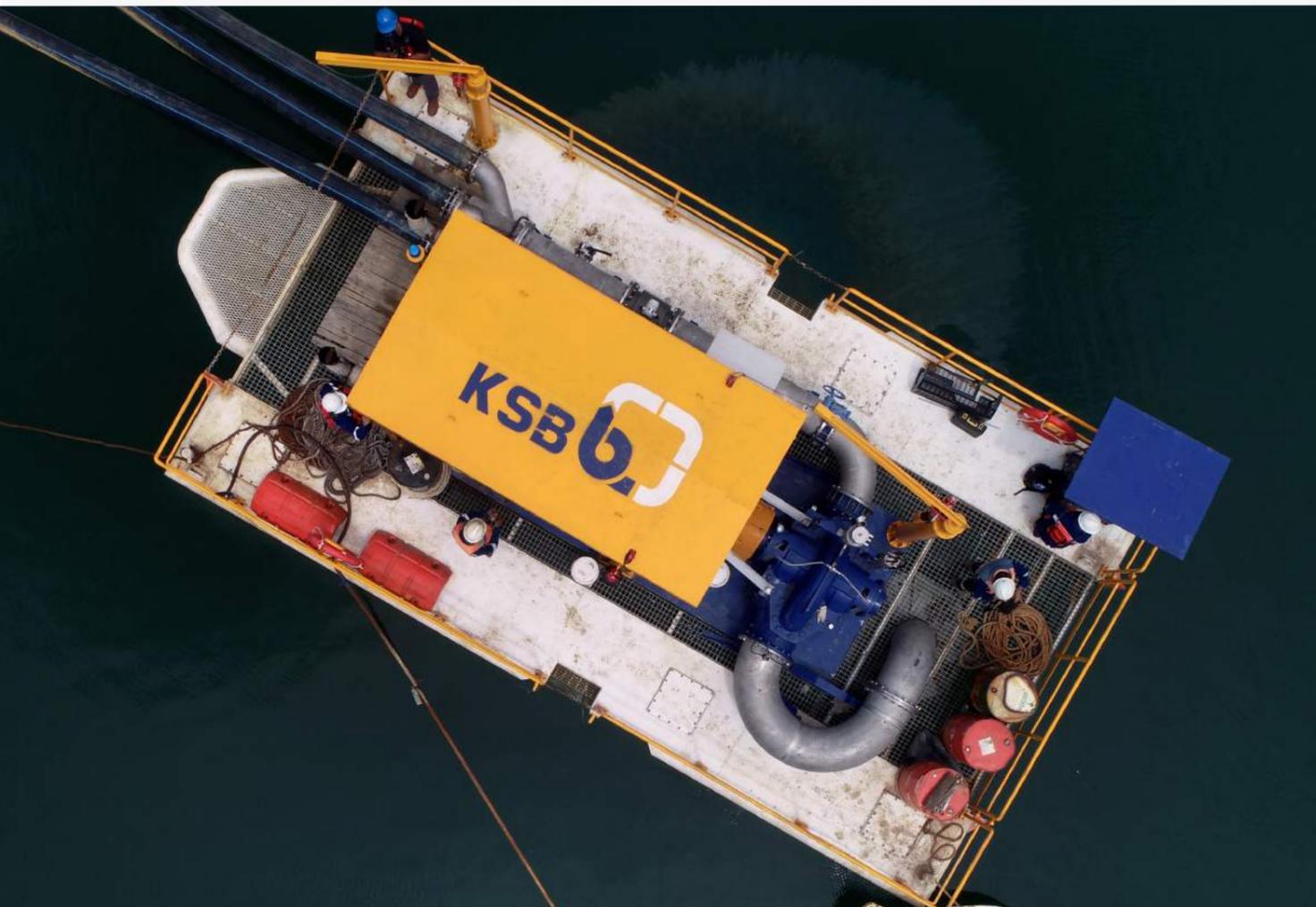


Sahala Sigalingging
Engineering Manager, Asset Management Group
PT Petrosea Tbk, Indonesia

PT Petrosea Tbk is a multi-disciplinary contract mining, engineering & construction and oil & gas services company with a track record of achievement in Indonesia for over 48 years. In 2019, Petrosea was selected by the World Economic Forum as the only mining company and the only Indonesian owned company to join its Global Lighthouse Network. Petrosea was selected as one of only 10 companies in the world to successfully implement Industry 4.0 technologies to drive its financial and operational performance.

Dewatering & Dredge Pumpsets (DnD)

Comprehensive solution for mining applications



After years of intensive research, KSB established innovative design of Dewatering and Dredge Pumpsets (DnD), comprehensive solution for mining applications. The pumpset is acknowledged for its outstanding capacity to lead in severe open pit mine sites with capability in managing aggressive mine water through slurry conditions, that why it is known as Dewatering and Dredge Pumpsets (DnD). The majority of Indonesian mine sites are categorized as open pit mine sites, in regard to its topography condition.

Consequently, DnD is suitable for the disposal of solid waste from exhausted mines that are converted to landfills. It functions as a form of water control to prevent the mine pit from becoming a lake. During this phase, the DnD transforms from being a supporting equipment to vital equipment. Our DnD Pumpsets have been already certified for Local Value Addition

(TKDN/Tingkat Komponen Dalam Negeri) up to 40.96% value.

KSB Indonesia has produced more than 425 units of Dewatering and Dredge Pumpsets (DnD) used in open-pit mines in the past 15 years.

Our DnD pumpsets include several models ranging from high to low heights. Starting from DnD100 pump with the lowest height, DnD150 4H and DnD200 5H with a medium height, also DnD200 MHX and DHP 200 6x8 with the highest height. The competitive advantages of DnD includes an engine with customizable aspects, capability in absorbing variety of engines such as utilizing Volvo as well as Caterpillar. The material used for the impeller, casing, suction liner and high chrome steel (28-29%) is produced by the proprietary right of GIW® Minerals (ASTM A532 class III). Additionally, the materials characteristic is superior against abrasion and resisting acidic conditions.

Beginning with the successful experience of supplying Dewatering & Dredge Pumpsets (DnD) to numbers of mining customers in Indonesia as well as South East Asia since 2006. In 2013, KSB Indonesia launched a new model and design of DnD, this pumpset is facilitated with several technical advancement including:

- Heavy duty runner, impeller, stuffing box, and rubber lined non-return valve
- RTD with display to monitor bearing temperature, pressure transmitter and dry running sensor with automatic shutdown for pump protection
- Conduit connector, conduit hose and clamp material
- Fuel tank, top hand-rail, panel box and fastener

Furthermore, DnD are tailored-made specifically based on the customer preferences. Other benefit includes the flow meter ensuring total amount of water is measured. The tilt sensor also allows automatic shutdown to protect the pump bearing from dry running due to tilt condition. DnD's life cycle cost ensures financial optimum of the operation costs. KSB continuously develop a specific pump for dewatering and dredging made for slurry ensuring optimum and specified process for mining market. In addition, new technological advancements in line with the remote system is also under development. We are committed to continuously improve to meet the customer needs that differentiate us from others.



Sales/Mining team on Mining 2019 expo

For further information, please contact our sales/Mining team by sending an e-mail to ksbsales@ksb.com and visit ksb.co.id/

Let's fight against the spread of COVID-19

As we are embarking the new normal due to the pandemic, KSB's offices and factory in Indonesia remain open in accordance to applying health protocols. KSB sets up actions which help prevent the spread of COVID-19 by applying work from home (WFH) policy for employees who are possible to work remotely, encouraging online meetings as well as conference calls, and modifying workplaces by using acrylic boarder in cubicles.

At the entrance gate of office buildings and factory, temperature checking is conducted for all employees and visitors. Furthermore, vitamin C and healthy beverage for our staff members are supplied on daily basis, to ensure the well-being and health of the employees. Also, instruction to 5 days self-isolate for business or site travelers after returning from red zone area. On mid of August, rapid tests were conducted at the head office and factory in Cibitung and sales & marketing office in Jakarta while all of representative offices in Indonesia on early of September to check employees' health condition.

KSB values all employees and ensures the COVID-19 protocols are implemented by applying physical distancing, requiring all of staff to use masks and highlighting the importance of wash the hands frequently with soap and running water as well as the use of hand sanitizers. We will continue to implement strict requirements by the government throughout our operations.



Quiz

Please answer the following question and get prizes from KSB News:

Please state the abbreviation of "DnD", one of KSB's best-selling featured products?

Send your answers by 22 December 2020 via e-mail: IDmarcomm@ksb.com including your phone number for gift delivery. Get 5 units of exclusive KSB tumbler along with KSB bear for the first 5 lucky senders.



Feedback

To improve this newsletter continuously, please send your feedback and suggestions to IDmarcomm@ksb.com and get an attractive Polo Shirt and exclusive KSB tumbler for best feedback.



KSB News 02 | 2020

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Published by Marketing department, KSB Indonesia.

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