

# KSB News

Newsletter for KSB customers and partners in Indonesia



# Meet our new Managing Director



**Mr. Teo Boon Teong**

Managing Director

PT KSB Indonesia & PT KSB Sales Indonesia

## Editor's Note

Welcome to KSB News of this year's edition. We are very thrilled to announce a pivotal change in leadership that promises an exciting new chapter in the history of KSB in Indonesia as Mr. Teo Boon Teong has been appointed President Director of PT KSB Indonesia and PT KSB Sales Indonesia with effect from the beginning of 2023.

Teo brings a wealth of experience and fresh perspective to our organization. With a track record of transformational leadership in relevant industries and positions, he has demonstrated exceptional vision, strategic thinking, and an unwavering commitment to fostering growth and innovation. For the past eight years, Teo was Managing Director of KSB Malaysia Pumps & Valves. Previously, he worked for ABB, Tyco, Sime Darby and Stanley Back & Decker.

Teo holds a degree in Electrical Engineering from Universiti Teknologi (Malaysia) and a Master of Business Administration from Manchester University (UK). In his spare time, he enjoys hiking, and reading books. He set to lead with a vision of life as a flame, bringing brightness, nurturing the fire of personal growth, and illuminating a path to success that is both sustainable and fulfilling to those he leads. Please join us in extending a warm welcome to Mr. Teo Boon Teong as we look forward to working together to achieve new heights of success with you, our valuable customers and partners.

Warmest Regards,

Marketing  
KSB Indonesia



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# KSB Guard

Digitalizing your system really can be this easy.

Efficient industrial production is inextricably linked with digitalization. This has been recognized by many plant operators. However, numerous companies are still facing difficulties on the path to digitalization. And yet it can be so simple: with KSB Guard.

The smart monitoring service from KSB allows you to expand your service team with proven KSB specialists. Experts Space disciplines are always there for you – in the KSB Guard Monitoring Center, KSB One. automation support and service.

KSB Guard is your quick and easy introduction to the world of KSB smart services. KSB Guard can be quickly attached to your pumps and immediately helps you to make your system more reliable and reduce your operating costs. KSB Guard continuously records the vibration and temperature data of your pump and transfers it to the KSB cloud. Analysis of this and other pump data is then available to you anywhere and at any time via the KSB web portal and KSB Guard app. This enables you to detect faults more quickly than ever before and provides a reliable

database for further optimization measures on your system.

Coupled with easy installation, KSB Guard starts monitoring for deviations immediately. This allows you to fix problems before more substantial damage occurs. KSB Guard saves resources starting with the installation: The sensor unit is easy to install and pumps are quickly registered.

Digitalized recording of your pumps' performance and status parameters offers you completely new insights into your system – and a whole host of benefits.

Learn more about KSB Guard by accessing this link: [bit.ly/KSBGuard-EN](https://bit.ly/KSBGuard-EN)





# Optimizing Efficiency with BOA-H Shut-off and Control Valves

Quality has always been a top priority to KSB. With this in mind, KSB BOA-H shut-off and control valves are designed to optimize efficiency, reduce energy costs by up to 50%, and lead the field in terms of quality, efficiency, and reliability.

In many industrial processes, maintaining a specific temperature for the fluid being handled is crucial. Shut-off valves ensure the flow of liquid or gaseous fluids in pipes is cut off, while control valves reliably regulate the flow of fluids in all applications. However, poorly insulated components in the pipes can result in high energy losses, particularly in systems with many valves.

One of the major benefits of BOA-H shut-off valves is the energy efficiency. These valves are designed with a short and smooth bonnet, making them easy to insulate, thus reducing heat loss to a minimum. They are suitable for use in a variety of applications, including heat transfer systems, heating systems, industrial plants, and power stations. BOA-H shut-off valves are highly dependable and efficient, ensuring convenient operation and the highest level of operating reliability.

Find out more: <https://www.ksb.com/en-id/technical-services/operation/boa>



# Annual Maintenance Contract (AMC)

Maintenance refers to checks, inspection, and care required to be regularly performed in defined intervals during service life. The maintenance schedule and scope are specified in the operating manual.

Maintenance contracts are often provided on a product-related basis. Regular maintenance of pumps and drives prolongs their service life and saves costs. The related work includes the outside upkeep of pumps and pump sets, maintenance of bearings and shaft seals, as well as like work, e.g. inspection.

KSB SupremeServ offers a customized Annual Maintenance Contract (AMC) consisting of a maintenance plan according to the customers' needs. The scope of negotiation regarding the contract period, budget requirements, and specificity in various areas, KSB

SupremeServ is ready to supply. To maintain pump functionality effectively on a long-term basis would require our maintenance contract, to guarantee optimal pump standards. The maintenance contract is referred to as an inspection contract, it is product-specific allowing intervals, scope of services, and commercial terms as well as conditions to be defined between customer and pump manufacturer. This will ensure our pumps are maintained at the highest standards, ensuring reliability and decreasing unscheduled downtime. Resulting in a reduction in energy consumption and maintenance costs.

As of 2022, KSB Indonesia has successfully been appointed to manage and execute the AMC of one of the biggest private storage facilities in Indonesia, an independent petroleum storage facility at the port of Tanjung Priok with a total of 57 units of pumps (38 units of various type as well as size of KSB pumps) and 19 units of non-KSB pumps with various brand, pump type as well as size including 45 units of ISO standard pumps, 3 units of fire-fighting pumps and additional of 9 units of API standard pumps. This extended AMC with additional pumps is valid until 2024.





This year KSB SupremeServ Indonesia, works closely with Chemical and Petrochemical sales team, has successfully been trusted to manage the AMC for Soekarno-Hatta Fuel Terminal and Hydrant Installation of the state-owned enterprise in Indonesia. This would include 8 units of non-KSB pumps and 7 units of KSB pumps.

KSB SupremeServ comprehensive service includes preventive maintenance including vibration analysis, pump performance test, and monitoring, pump overhaul as well as inspection and recommendation for spare part stock from our service specialist.

The importance of Annual Maintenance Contract (AMC) for pumps and valves could not be overstated. Beyond routine check-ups, AMC is a proactive strategy that contributes to the seamless operation, longevity, and cost-effectiveness of industrial pumps. Businesses that recognize the value of these contracts position themselves for sustained success by ensuring their critical equipment operates at peak performance levels.

## Submersible motor pump: Amarex KRT

The Amarex KRT, a submersible motor pump, designed for either horizontal or vertical single-stage, featuring a close-coupled design, and suitable for wastewater management, service water supply systems, disposal, wastewater treatment plants, and sludge disposal.

With a maximum flow rate of 10,080 m<sup>3</sup>/h and head up to 120 m, coupled with benefits including absolutely water-tight resin-sealed cable entries prevent any water from entering the motor - even in the event of a damaged cable, reliable operation ensured by leakage sensors signaling any ingress of moisture into the motor, as well as reliable operation ensured by sensors monitoring the motor temperature and preventing overheating, to mention a few.

Equipped with the right material for every fluid and available in grey cast iron or, optionally, in corrosion-resistant duplex stainless steel or wear-resistant white cast iron for a long service life, rolling element bearings are lubricated for life to reduce maintenance, optimized spare parts inventories: standardized components are interchangeable within this type series and with the wastewater pumps of the Sewatec type series, are the specific factors that makes Amarex KRT cost-efficient.





Designed with non-clogging impellers and large free passages, wastewater pumps from the KSB Amarex KRT series ensure efficient operation - even when handling fluids with a high solids content, optimized for every type of wastewater, specially protected cable entry, coupled with sensors trigger a warning in the event of overheating or ingress of moisture.

The Amarex KRT is an energy saving submersible motor pump with optimized hydraulic system yields high efficiency supported with energy-saving motors meeting IE3 requirements, highlighting on dependability through two bi-directional mechanical seals and focusing on flexibility by offering various installation types to suit different building structures.

Coupled with efficient designs and wear-resistant materials, these pumps optimize your processes, improve system performance, and reduce maintenance requirements. With decades of experience, we offer comprehensive application knowledge and support specialists throughout the entire life cycle of your system.

KSB designed these submersible water pumps as a safe, reliable, and energy-efficient solutions for all pumping duties in municipal and industrial wastewater applications. One of our aims was to provide maximum versatility by offering the pump in multitude of materials with a range robust sensors and flexible installation options. Specially adapted hydraulic systems with wide free passages achieve optimum reliability and make the optimum of economic handling of diverse fluids.

Explosion-proof versions are available for potentially explosive atmosphere. Protection against excessive temperature rise in the motor winding absolutely water-tight cable entries, a special shaft seal and bearings dimensioned to give long service-lives are features which provide for long and trouble-free pump operations.

Over five years, a total of 277 units of Amarex KRT are in use for a wide range of applications including intake raw pumps, pit pumps for sludge, transfer pumps, and wastewater pumps in Indonesia and are continually improved for customer satisfaction.

Learn more: [bit.ly/KSB\\_AmarexKRT](https://bit.ly/KSB_AmarexKRT)





Discover more about our expanded facilities:  
[bit.ly/KSB\\_ManufacturingExpansion](https://bit.ly/KSB_ManufacturingExpansion)

# KSB Manufacturing Expansion in Cibitung

In the ever-evolving landscape of worldwide trade and business, manufacturing expansion emerges as a pivotal strategy for companies seeking sustained growth, enhanced competitiveness, and increased market share. As businesses adapt to changing consumer demands, technological advancements, and economic shifts, the decision to expand manufacturing operations becomes more than a mere option—it becomes a strategic imperative.

This strategic move demonstrates KSB Indonesia's commitment to elevating the overall quality and value of its offerings to customers. On October 18, 2022, KSB Indonesia officially inaugurated the expansion of its manufacturing facility and workshop in Cibitung, West Java. The facility has undergone a significant increase in size, now spanning an area of 9,620 square meters. The expansion includes the addition of a new sandblast room, painting booth room, assembly area, and two floors dedicated to SupremeServ workshop.

The newly established SupremeServ workshop covering 2,000 square meters across two floors. The workshop is designed to facilitate the efficient handling of various-size components, thanks to the of 20-ton/5-ton overhead crane, two 2-ton jib cranes and two 500 kg jib cranes.

KSB Indonesia strives to optimize the renewable energy through solar panel system to generate electricity for office, factory, and service workshop with a total capacity of 250kWp. The journey doesn't end here, as the work in progress for more renewable energy utilization to accommodate the required electricity to power the office, factory, and service workshop in Cibitung.

The manufacturing expansion results in job creation, providing employment opportunities. This not only contributes to local economic development but also enhances a company's social responsibility profile. We continue to optimize local resources through the domestic component level (TKDN) as part of our commitment to support the Indonesian Government's crucial initiative to increase the use of local resources and contribute to Indonesia's economic development.

Our customers have been at the heart of our success, thus, the plant expansion significantly increases our production capacity, ensuring that we can meet the rising demand for our products/services and maintain the standards that define KSB in Indonesia.



# Quiz & Feedback

## Quiz

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

**Please state the type of shut-off and control valves that are designed to optimize efficiency and reduce energy costs.**



Send your answers by **January 31, 2024** via e-mail: **IDmarcomm@ksb.com** including your phone number and address for gift delivery. Get 5 units of exclusive KSB polo shirt, caps, along with KSB rabbit for the first 5 lucky senders.

## Feedback

To improve this newsletter continually, please send your feedback and suggestions to : **IDmarcomm@ksb.com**, and get an attractive umbrella or tumbler and exclusive KSB rabbit for best feedback.