

KTR Kupplungstechnik GmbH

## Drives to success

### Pump Engineer News

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KTR Kupplungstechnik GmbH, whose headquarters are in Rheine, Germany, is one of the world's biggest manufacturers of couplings and transmissions for a wide variety of applications. The company has been concentrating increasingly on the pump industry for a few years now – with individual solutions which make life easier for their users. "Our innovative developments and top quality services enable us to offer an attractive value added for both OEMs and users," stated André Artmann, who coordinates the company's worldwide pump market activities.



KTR Kupplungstechnik GmbH is celebrating its 50th year of existence this year. But why has the company only recently become active in the pump market? "We've had the relevant portfolio for a long time now but many users continued to take advantage of the traditional vendor lists. Increased requirements for pumps and their components have led to a changing market in the past few years. It's why we now see great opportunities in the sector," explained Artmann in an interview with Pump Engineer News. How does the company want to meet their objective? "On the one hand we're making high quality products and on the other we're looking into how we can provide users with systematic support," continued Artmann.

### Preventing standstill

The new Rotex ZS-DKM-H, a torsionally flexible coupling, is a typical example of this line of thinking. "There have, for example, been instances of hot media pumps expanding and not running true afterwards," reported Artmann. This innovation in pump design compensates high shaft displacements. The drive remains torsionally symmetric. Consequently, it increases the total lifetime of all adjacent com-

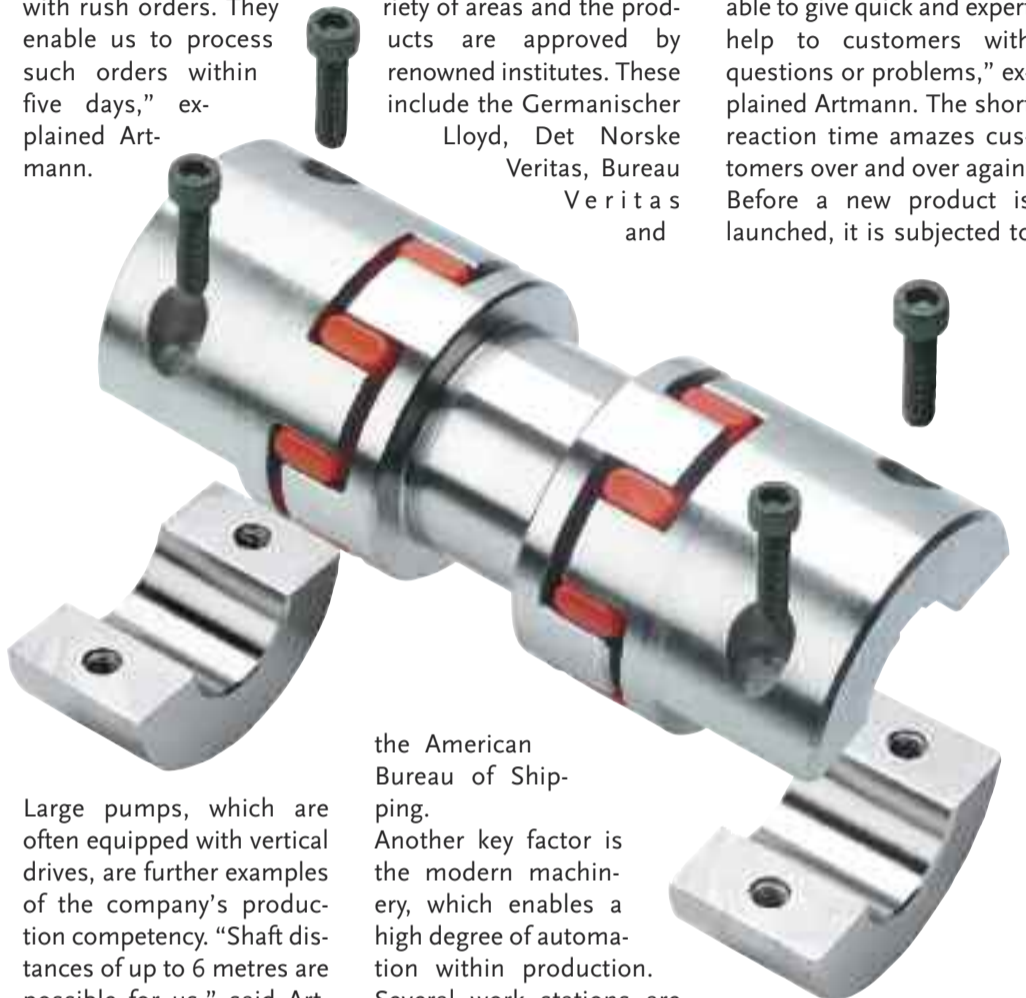
ponents like bearings and seals and thus prevents standstills. The first pump manufacturers have already successfully implemented the product. The Rotex ZS-DKM-H meets all ATEX standards and those of other bodies. "Having such developments makes it feel as if we're preaching to the converted or in this case to the users of these pumps," said Artmann. The developments are also helping the company climb gradually up to the positions most coveted on the vendor lists. "The loads are increasing, the media are becoming more corrosive or hotter and the operational environments are becoming ever more demanding. Parts that were mandatory 20 years ago are often no longer sufficient," said Artmann when summing up.

### Customized solutions

Production at KTR Kupplungstechnik is basically geared towards flexibility whereby special customer demands can be readily fulfilled.

"Over half the orders are for customized drive solutions. We can offer a high value added when our engineers are involved right from the drawing board stage of the desired pump." A product manager and his or her own team are assigned to each product. Should speed be paramount then, "We've got express production lines to cope

with rush orders. They enable us to process such orders within five days," explained Artmann.



Large pumps, which are often equipped with vertical drives, are further examples of the company's production competency. "Shaft distances of up to 6 metres are possible for us," said Artmann. Such pumps are used predominantly in the water treatment industry. KTR components can also handle torques of up to 700,000 Nm.



### Quality Management

One of the company's goals is to intensify its international activities. To do this, KTR has 19 wholly owned subsidiaries in 19 countries and distributors in more than 70 countries. It also has its own manufacturing plants in Germany, Poland, China, India and USA. "Each location only supplies its own region," reported Artmann. Products are not shipped backwards and forwards all over the world. The production at each of the plants is in accordance with German guidelines and it is something Artmann attaches great importance to. "We carry out regular internal checks for which we have a strict quality management." Accordingly, the company is certified in a va-

riety of areas and the products are approved by renowned institutes. These include the Germanischer Lloyd, Det Norske Veritas, Bureau Veritas and

the American Bureau of Shipping. Another key factor is the modern machinery, which enables a high degree of automation within production. Several work stations are now purely robot operated. This guarantees, on the one hand, high precision within manufacturing and leads, on the other, to competitive prices. The company also benefits in the production

able to give quick and expert help to customers with questions or problems," explained Artmann. The short reaction time amazes customers over and over again. Before a new product is launched, it is subjected to

close scrutiny. A total of 10 testing facilities are available at KTR where small and large couplings are tested – with up to 100 kNm. The results flow immediately into the new and further developments.

### Modern Logistics

The express delivery service is another of KTR Kupplungstechnik's advantages. "Next day delivery is guaranteed for Germany for all orders placed before 2.00 pm. The rest of Europe takes two to three days." The company relies on a state of the art logistics. Trucks are loaded non-stop in the four bays of the recently extended logistics centre whilst the inside of the building is a hub of activity. Baskets full of products are taken by conveyor belts to the freight forwarders. "We've integrated an additional test function.



## Facts & Figures

<b>Name:</b>	KTR Kupplungstechnik
<b>Headquarters:</b>	Rheine, Germany
<b>Employees:</b>	approx 800
<b>Plant locations:</b>	Germany, Poland, India, China, USA
<b>Subsidiaries:</b>	19
<b>Distributors:</b>	> 70 worldwide
<b>Products:</b>	couplings and drive solutions for a wide diversity of demands
<b>Sales 2008:</b>	170 million euro

# In the Spotlight



After products are taken out of the baskets by the freight forwarders they are weighed once again. Should the

Artmann. Extra racks are currently being built. The logistics centre in figures: 10,000 pallet spaces, 100,000

direct result of their manner of doing business. Twenty years ago production was housed in a single building where the assembly of large couplings is currently located.

users, which will duly lead to further growth. In view of the innovative products and the high quality services – good prospects...

Frank Wöbbing



freight forwarder have miscounted then the weight will not correspond to the planned size. The mistake can be corrected on the spot." The motto for the conveyor belts is, "Never run empty". Therefore the whole system has been programmed so that each and every box is filled immediately, also when they are not currently needed. They are hung directly above the conveyor belt until it is their turn to be dispatched.

containers, 200,000 consignments per year and 750,000 order items per year. The next stage of the company's expansion plans envisages a new office building.

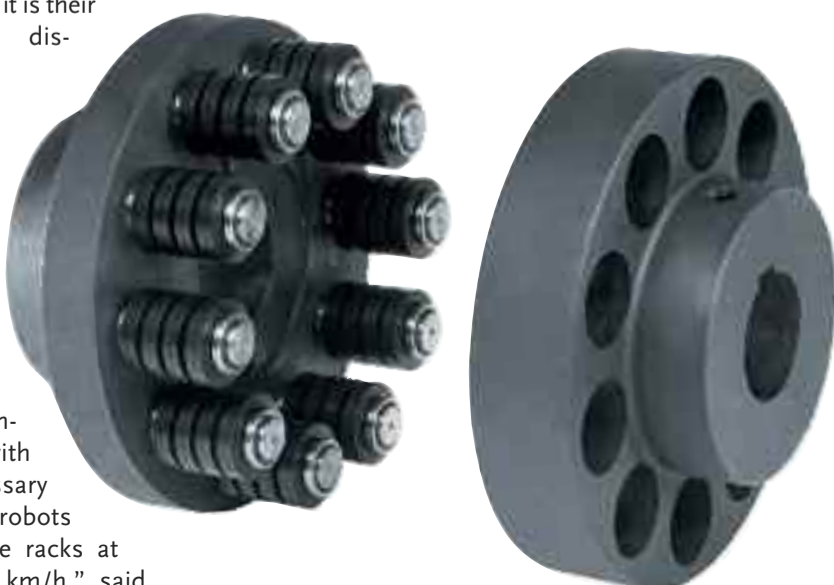
### On course: growth

The impressive growth enjoyed by the KTR Kupplungstechnik GmbH has been a

What began as a small hall has now developed into a real village – with a worldwide network.

And the plan is for exactly this area to be consolidated. The company goal is to continue the market penetration amongst pump manufactures and pump

In the adjoining high bay warehouse, several robots dash backwards and forwards filling the boxes on the dispatch conveyor belts with the necessary goods. "The robots race along the racks at speeds of 35 km/h," said



## More top products for the pump industry

### RIGIFLEX®-N

Rigiflex N steel lamina couplings are backlash-free, torsionally stiff and maintenance-free. Particularly developed for pump drives this coupling system corresponds to the regulations of API 610 and may be supplied in accordance with API 671 optionally. Torques are available from 450 Nm - 280.000 Nm.

### REVOLEX® KX

Revolex-Kx are torsionally flexible and vibration-reducing. The couplings can be plugged in axially and are characterised by a short design. In addition, Revolex Kx allows for an easy disassembly of the elastomer rings including the pins while being assembled. The maintenance free couplings are used in general engineering and the pump industry, conveyor technology, etc.

### MINEX®-S

Minex S is a permanent magnet coupling that transmits torque through magnetic forces between the internal and external rotor. The couplings are available from stock with pre-bored inner rotor and un-bored outer rotor. Finished bores according to ISO fit H7, are available on request. The containment shroud and internal rotor are generally made of stainless steel 1.4571 or Hastelloy. Torques range from 0.15 up to 14 Nm.

## More markets for KTR components

Conveyors, injection moulding machines, textile machines, construction machines, steelworks and rolling mills, machine tools, wind power stations, hydraulic components, wood working machines, packaging machines as well as printing and paper machines.

## Bulletins

### Selwood secures pump order

Petro - Ecuador has ordered a total of 181 pump packages from Selwood, comprising of 88 S150 Seltorque Fast Tow units, 93 PD75 Spates complete with oil tolerant regulators, chalywn valves and spark arrestors, all supplied with a significant quantity of hose and accessories. Production has already begun at Selwood's newly refurbished factory in Chandler's Ford, Hampshire. In total, twenty-five 40ft containers will be used to deliver the units to Ecuador with the first shipment.

### Watson-Marlow Pumps to rebrand

Watson-Marlow Pumps will begin 2009 as Watson-Marlow Pumps Group. The decision to rebrand follows recent acquisitions and the company's intentions for future growth. Watson-Marlow Pumps Group, as it is now known, encompasses four peristaltic pump businesses - Watson-Marlow, Bredel, Alitea and Flexicon.

### ABB supplies Huna Juntai

ABB has automated the Hunan Juntai pulp mill in China with the System 800xA process automation solution. Costing some USD 640 million, the mill went into production and is producing up to 400,000tns of pulp a year. Based on ABB's automation platform, System 800xA controls the manufacturing process of the entire mill and includes quality control systems, optimized control, instrumentation and intelligent motor control centres. With more than 20,000 I/O (input/outputs) and 46 operator stations, the solution is one of the largest process automation systems ever delivered by ABB in China.

### Tsurumi teams with DFC

Japan-based Tsurumi is aiming to consolidate a share in the mine dewatering market by teaming with fluid control specialists Dynamic Fluid Control (DFC). The plant, based in Kyoto, Japan, is equipped to ship one-million units each year. Among the models produced, DFC sells and supports submersible pumps with a maximum motor size of 110kW and flows of up to 100m<sup>3</sup> every minute, which are supplemented by single and multi-stage stainless steel booster pumps. DFC announced that it would increase stocks of Tsurumi models.