

## CASE STUDY / 改造案例

## Efficient production and delivery lead to orders of nuclear main feedwater pumps in China

### 高效的生产及交货使我们在中国核电项目上获得多套主给水泵订单

With the biggest project underway in nuclear power history, China Nuclear Power Engineering Company (CNPEC) asked leading pump suppliers to bid on 18 HPTd and 18 HZB pumps for six units of its two nuclear power plant projects: Hongyanhe (HYH) 1 through 4 and Ningde (ND) 1 and 2.

这是中国核电历史上最大的项目，中国核电工程有限公司要求泵设备供应商投标18台HPTd及18台HZB，共2个核电站6个机组：红沿河1~4、宁德1~2。



HPTd boiler feed pumps  
HPTd 锅炉给水泵

#### The challenge

Nuclear power customers want a balance of the right technology and high quality at a good price, backed by significant references and expertise. In addition, the client, CNPEC, was specifically looking for local production which was a key factor in evaluating suppliers and clearly spelled out in bids.

With the bid documents in hand, Sulzer made it a top priority to discuss the localization proposal and the supply scope with distribution. When Sulzer submitted the tendering documents, it included a thorough localization plan that met CNPEC's requirements.

#### 挑战

核电客户希望获得技术先进、质量优良、价格适中的产品，同时要有业绩和经验。此外，中广核工程有限公司正在明确地寻找本国产品，这在投标供应商评价中是一个很关键的因素。

得到投标文件后，苏尔寿首先会讨论本地化提议及供应范围分布。苏尔寿提交的投标文件里，包括了符合中广核工程有限公司要求的彻底的本地化计划。

#### The solution

During the whole project, from evaluation to implementation, the Sulzer team jointly communicated with CNPEC to share information and take needed actions on time.

Sulzer previously supplied boiler feed pumps to CNPEC's Lingao units 1 and 2 in 2002. To resolve vibration issues experienced by CNPEC, we used two 30% minimal flow valves, which improved the minimal flow point, thereby decreasing the vibration.

Production and delivery of the booster pumps have been operated locally from China from first unit to last.

## The Sulzer difference

Sulzer is a world leader in innovative pumping solutions. It continues to invest in pumps for nuclear island and conventional island applications for different reactors. Because of its technology transfer commitment, its boiler feed pumps have been delivered to CNPEC with world-class quality and technology at a cost-saving local price.

## 苏尔寿的特点

苏尔寿在创新的泵送方案中是国际领导者。它持续不断地为不同反应堆的核岛及常规岛供应泵。由于技术转移的贡献，它提供给中广核工程有限公司的锅炉给水泵质量与技术世界领先，但价格却是节省成本的当地价格。

## 解决方案

在整个项目过程中，从评估到履行，苏尔寿团队与中广核工程有限公司充分沟通，分享信息并及时采取行动。

苏尔寿在2002年供给了中广核工程有限公司岭澳1和2机组的锅炉给水泵。为了解决振动问题，我们用了2个30%流量的最小流量阀，这改善了最小流量点，减小了振动。

所有机组的前置泵都是在中国生产和发货。

## Customer benefit

As the project made progress, the local production rate increased and the price decreased with products supplied from Sulzer China rather than abroad. This successfully met CNPEC's needs and also demonstrates how future customers will benefit from cost-saving local supply with world class technology.

## 客户利益

随着项目进展，苏尔寿中国产品本地化率增大，本地供应的产品比国外的价格下降。这一点非常符合中广核工程有限公司的需求，并验证了，客户怎样得益于因世界一流技术本地化供应所带来的成本节约。

## Contact / 联系

xianhui.li@sulzer.com

## Applicable markets / 应用市场

Power generation  
发电

## Applicable products / 适用产品

HPTd, HZB

[www.sulzer.com](http://www.sulzer.com)

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