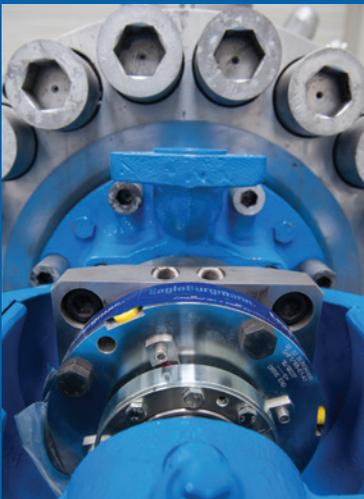


## Your partner for pumping solutions



# Sulzer, one of the world's leading pump manufacturers

Sulzer is a global leading provider of pumping solutions, rotating equipment maintenance & services, to its key markets of Oil and Gas, Power and Water, serving customers worldwide through a production and service network of over 150 locations.

Sulzer offers a wide range of products for engineered, configured, and standard pumping solutions as well as essential auxiliary equipment.

We are renowned for our state-of-the-art products, performance reliability and efficient solutions.



**On September 1<sup>st</sup> 2014, we have completed our relocation to the new plant at Buchelay, west of Paris. In keeping with our innovative spirit, the plant meets the latest HEQ (High Environmental Quality), standards. Ram Shorer, Managing Director, explains.**

#### Why a factory in France?

The French power generation market offers a host of long term, tangible opportunities, and many of our customers have plants or production units in France. We have chosen to maintain our industrial activity in France in order to respond to these customers' identified needs for high-tech expertise and tailor-made services. This choice also safeguards our skills and offers our customers the guarantee that we will remain at their sides as they rise to future challenges. Our ambition is to boost our revenues significantly by being closer to our customers.

#### Why build a new plant?

It is essential to have production facilities that suit today's market, which requires competitive prices and excellent reactivity. The plant was designed using a LEAN methodology in which parts flows are optimised, saving time between successive manufacturing phases and enhancing our service rate. Furthermore, the new building meets HEQ (High Environmental Quality) criteria, in line with the Sulzer group's focus on environmental aspects.

## SULZER

### Key figures

#### Sulzer Pumps France

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**46**

million euros  
in revenue\*

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**200**

staff

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**8,300 m<sup>2</sup>**

of work space

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#### Sulzer Groupe

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**3.3**

billion euros  
in revenue\*

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**18,000**

staff

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Sites on

**5 continents**

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#### Active in three key markets

Oil & Gas

Power

Water

# Our expertise

We design and manufacture centrifugal pumps suitable, among others, for extreme conditions (The nuclear power sector for example). We specialise in design that combines high-efficiency hydraulics with particularly durable mechanical components.

Our engineering department proposes custom solutions to meet your requirements and assists you with your project from start to finish.

We can also diagnose, maintain and optimise your pumps and rotating machinery. A sizeable team of experienced technicians is available for your needs in France and around the world.

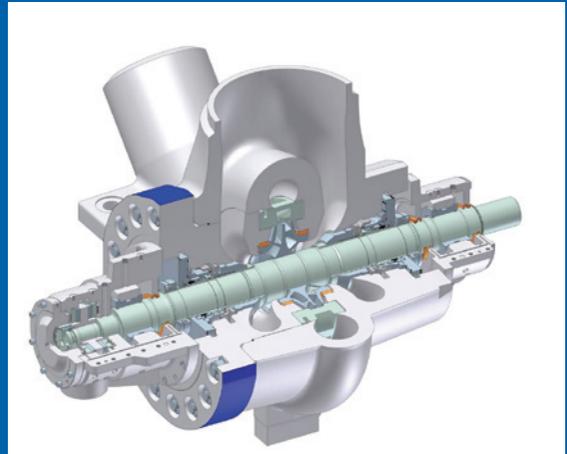
Sulzer Pumps France is approved by Lloyd's Register Quality Assurance for the following standards:



## Four, distinct but complementary activities covering the entire product life cycle

### Our engineering department

Our engineering department is focused on research and development, ensuring that we are always at the forefront of fluid transfer technologies. Our engineers provide solutions for your problems, whether by designing new products or by repairing and retrofitting your equipment.



### Our workshop

Machine tool operators, fitters and assembly line specialists, our skilled technicians repair, assemble, and produce your pumps.



### Our test stand

Our test facilities enable us to conduct tests on your products under their actual conditions of use.



### Our maintenance teams

Always at hand on your sites, they work with you to define your requirements, train your staff and perform repair work for you. Their skills extend from the commissioning of a complex machine to advice on retrofitting your old equipment.



Left to right:  
Vertical CNC lathe  
Assembly of a boiler feed pump  
Training centre



Left to right:  
Grinding of hydraulic part  
Pump unit for the EPR reactor

Left to right:  
Assembly of a bearing block  
Injection pump unit for an oil platform





**100 years of history  
over the French  
market**

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**1918**

Sulzer's first site in France, repairing diesel engines for the French Navy.

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**1918-1958**

The company expands and diversifies its business (in particular into pumps).

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**1958**

To cope with strong growth, transfer to a larger plant at Mantes-la-Jolie.

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**1991-2001**

Sulzer becomes Sulzer Pumps France and expands internationally.

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**2001**

New subsidiary in the south of France.

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**2014**

Construction of a new plant at Buchelay (Yvelines).

## Our new plant is the showcase of our expertise and our modern approach

### Integrated training centre

The facility is dedicated for training in real-life situations: customers and staff exercise assembly and disassembly techniques of Sulzer rotating machinery, and then apply these techniques on site.

### New machines

New tools and machinery are essential in order to extend our capabilities and meet the latest standards. We have recently invested in two new precision machine-tools for large parts production.

### An HEQ building

Our approach combines enhanced working conditions and environmental protection. Floor to ceiling windows ensure that natural lighting is predominant in our offices, and a dual-flow ventilation system provides natural air conditioning. The plant makes extensive use of renewable energy sources (solar panels, rainwater collection) and low-energy indoors automation systems (LED lighting, radiant heating and heat pumps).



## Sulzer Pumps France

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### Sulzer has enjoyed the trust of

AKAKUS OIL - ALBIOMA - ARCELOR MITTAL - AREVA - ARKEMA - BOREALIS - BP - BRL - CHEVRON - CNNC - COFELY - CPCU - DALKIA - DCNS - DEGREMONT - EDF - ELECTRABEL - EXXON MOBIL - GDF-SUEZ - GECOL - GEOSTOCK - GIE OSIRIS - GUPCO - IDEX - LYONNAISE DES EAUX - MELITA OIL & GAZ - NAPHTACHIMIE - OCP - ONEE - PERENCO - SAUR - SCP - SHELL - SHEM - SIAAP - SIR - SIRTE OIL Cie - SOLVAY - SONATRACH SONELGAZ - TENT - TEREOS - TIRU - TOTAL - VEOLIA - WAHA OIL - YARA

