

Uplifting times

26 November 2024

Seawater lift pumps delivered in record time

In the competitive world of supplying equipment to offshore platforms, Sulzer has succeeded in delivering another contract for seawater lift and water injection pumps. Streamlined processes have enabled the delivery time to be cut by almost 25% compared to industry expectations, saving precious project time and securing important contracts for two manufacturing sites.

Local support is always appreciated by engineering, procurement and construction (EPC) companies and it was key to success for Sulzer in a recent project. In this case, a new production platform is destined to operate off the coast of Mexico and the EPC was very keen to receive a fast response because it was in the process of creating the platform design.

Fast response

The initial enquiry for four water injection pumps came to Sulzer's sales team in Mexico. These pumps are often matched with corresponding seawater lift pumps, which in Sulzer's case are produced in Spain. As part of the tender, our design and sales teams started to collect all the necessary technical details requested by the EPC.

Sergio Periz, Head of Tendering, Sulzer Pumps Spain, explains: "Speed was essential to stay ahead in this race and it required the seamless cooperation of the

engineering design and sales teams. Thanks to the hard work of all involved, Sulzer was able to demonstrate that it could deliver the contract on time, ahead of a local manufacturer and the usual international competition. I'm pleased to say that all our key project milestones have been achieved.

Sulzer's SJS pump is an engineered design that is tailored to each application. In this case, Sulzer offered two 2-stage, 35-meter-long pumps manufactured in super duplex stainless steel. These pumps are designed for extended reliability in marine environments and they are frequently specified for seawater lift applications.

Local support

Manufacturing of the SJS is located in Spain, where other vertical pumps in Sulzer's portfolio are also produced. This location offers several benefits including the design and manufacturing expertise already in place as well as approved suppliers for ancillary parts, such as the drive motor, being local to the pump plant.

Sergio continues: "The EPC was keen for an expedited delivery on this project. Our experience and the proximity of our suppliers has enabled us to cut the expected delivery time by almost 25% to just 40 weeks. We were even able to organize for the pumps to be air-freighted to Mexico to save over three weeks in delivery time."

At the same time, Sulzer has also delivered four water injection pumps, which are used to pressurize the oil well and improve extraction efficiency. These have been manufactured locally at Sulzer's facility in Mexico, which will also provide product support in the future. All of the pumps have been delivered on time and installed on the platform, ready for commissioning.

As a result of Sulzer's global network of design and manufacturing facilities, operators of offshore platforms can be assured of a fast response from initial inquiry to equipment delivery.

Image captions:



Image 1: Local engineering support is important for offshore platform construction and operation

[Image source: shutterstock_2187666903]



Image 2: The 2-stage, 35-meter-long SJS seawater lift pumps were delivered in record time

The image(s) distributed with this press release are for Editorial use only and are subject to copyright. The image(s) may only be used to accompany the press release mentioned here, no other use is permitted.

About Sulzer

Sulzer is a global leader in fluid engineering. We specialize in pumping, agitation, mixing, separation and application technologies for fluids of all types. Our customers benefit from our commitment to innovation, performance and quality and from our responsive network of 160 world-class production facilities and service centers across the globe. Sulzer has been headquartered in Winterthur, Switzerland, since 1834. In 2023, our 13'130 employees delivered revenues of CHF 3.3 billion. Our shares are traded on the SIX Swiss Exchange (SIX: SUN).

For more information, visit www.sulzer.com

Press contact:**Sulzer Flow Division****Flavia Wicki**

Marketing Manager

flavia.wicki@sulzer.com

www.sulzer.com

PR agency:**DMA Europa****Kiki Anderson**

Tel: +44 (0) 1905 91747

Web: www.dmaeuropa.com

Email: kiki.anderson@dmaeuropa.com