

## WEG

WINS MOTOR CONTRACT  
IN SAUDI ARABIA



WEG Germany has won a major contract from Outotec for a total of 21 MV motors, including slip ring types up to 5,200 kW, 24 WEG transformers, six liquid rheostat starters and project management to install and commission the package. The equipment is being installed and commissioned in the world's largest sulfuric acid (SA) production facility, currently under construction at Ras Az Zawr, a mining and industrial city in the kingdom of Saudia Arabia.

Ras Az Zawr is an industrial city/zone on the Arabian/Persian Gulf coast in a region that is one of the richest natural and mineral resources areas in the world. One of the key activities within the Ras Az Zawr zone is processing of phosphates for use in fertilizers. This involves phosphate concentrate being processed in a fertilizer production facility,

consisting of a phosphoric acid plant, a sulfuric acid production facility, an ammonia plant, a DAP granulation plant and co-generation and desalination plants.

Outotec was successful in winning the contact for the SA segment of the project, the largest production facility of its type in one phase in the world. The total investment in the production facility, which includes three SA plants, is approximately \$240 million. When complete, the three plants will have a total production capacity of 13,500 tons of sulfuric acid per day. Due to the remoteness of Ras Az Zawr, and the possibilities for issues with multiple suppliers should problems occur, Outotec insisted on single suppliers for each element of the project.

"We didn't have a previous track record with Outotec in Germany, but we had already done business with the company—successfully—in Brazil and Australia, although there was no specific reference to this type of plant," commented WEG general manager energy business, Andreas Schulte Mesum. "However, our project management single contact, allied with the single supplier argument, was definitely the key to our winning the bid."

The project started in 2006, and is only today nearing completion. The MGWs and HGF type motors are used in the boiler feed water and circulation pumps of the sulfuric acid plant. The higher power (5,200 kW) MAW units are slip ring motors that drive the main blowers in the plant. WEG decided to use slip ring motors controlled by liquid rheostat starters for this application, as the blower inertia was large and starting current was an issue. The benefit of starting the main blowers in this way is that the customer can easily control the starting current of the blowers, at the same time handling the very high torques involved.

In addition to the motors and starters, a total of 24 WEG transformers are used to supply and condition electricity to all types of equipment across the whole SA plant, including the WEG MV motors. In common with the MV motors the WEG transformers are designed for use in some of the most demanding operating conditions worldwide in hydroelectric plants, desalination systems, oil and gas installations, mining, marine and many more. As evidence of this, WEG recently manufactured and supplied 200-ton transformers—the largest step-up power transformers ever made by the company—for the world's largest hydroelectric plant, Itaipu Binacional, on the Brazil/Paraguay border.

In terms of project support, WEG was active during the project management stage at Ras Az Zawr, managing three different suppliers, and also coordinated with Outotec to ensure that several technical modifications required by the main contractor were acted on promptly and with the required level of customer support. Now that the project is in its start-up phase, WEG is, once again, heavily involved, its coordination expertise and technical support being much in demand.

# industry news

“Once again in a major global flagship project, WEG has demonstrated its ability to provide a package of key products and the project expertise to integrate them at the highest level,” Mesum says. “As a result of this, and other similar successes, no one can deny our credentials as a premier global supplier of integrated supply, control and automation solutions to key commodity markets across the world.”

## PTDA Market Forecast

FREE TO MEMBERS

The Power Transmission Distributors Association (PTDA) added a forecasting tool to the list of benefits it provides to greatly enhance the competitive advantage of its members. In response to member demand for market trend information, PTDA is working with Alan Beaulieu, president of the Institute for Trend Research, to provide 400 distributors and manufacturers of power transmission/motion control products with the new PTDA Market Forecast at no additional cost. To be issued quarterly, the PTDA Market Forecast combines three targeted economic forecasts into one comprehensive report including macroeconomic analysis for the United States and Canada, forecasts for 10 of the most important North American customer markets served by PTDA members and a webinar facilitated by Beaulieu to help members use the market trend data in their business planning.



Alan Beaulieu

“This new member benefit is putting relevant and timely data in our members’ hands, so they can anticipate the performance of their most critical customer markets,” said David Mayer, PTDA’s president in 2011 and vice president of marketing for Kaman Industrial Technologies Corporation. “Access to this information is generally out of reach for the average PTDA member. By leveraging its resources, PTDA is able to provide all members, regardless of their budgets, with tools they can apply to make a tangible difference in their operations.”

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## Hydraulic Institute

### ANNOUNCES 2011 BOARD OF DIRECTORS AND OFFICERS

The Hydraulic Institute (HI), the largest association of pump manufacturers and suppliers to the pump industry in North America, recently announced its 2011 board of directors and officers during its 94th Annual Meeting held in Scottsdale, Arizona. The new board will be primarily responsible for providing organizational oversight to the institute and guiding the direction of its strategic plan. Ken Napolitano, president, ITT- residential and commercial water, is the newly elected chairman of the board. Napolitano served as 2010 president of HI and received the prestigious "President's Award" at the gala in recognition for his efforts and leadership in that capacity. Dean Douglas, president, Dover Pump Solutions Group, will assume the HI presidency. Douglas previously served HI as vice president, member services in 2010, and was recognized for this service and received HI's highly respected "Vice President's Award." The new board also includes three vice presidents: Dave McKinstry, vice president, IMO Colfax, was re-elected as vice president of technical affairs; Dave Roland, president, Pentair Water - Engineered Flow GBU, vice president, member services; and Mike Medaska, vice president, ARO Fluid Products, new vice president, knowledge and education.

Additional board members include:

- Rich Heppe, president, Nidec Motor Corporation
- Chad Tuttle, COO Americas, CLYDEUNION
- Dave Brockway, president, Intelliquip, Inc.
- Tom Conroy, vice president and general manager, Chempump-A Division of Teikoku USA Inc.
- Bob Hendricks, vice president, Flowserve
- Suellen Torregrosa, vice president and general manager, Hamilton/Sundstrand
- Dennis Wierzbicki, general manager, Grundfos, USA

Past presidents of the Hydraulic Institute, Al Huber, president, Paterson Pump Company, John Miersma, vice president, CFO and COO, Iwaki America, Inc. and Dennis Ziegler, president and CEO, GIW Industries, Inc., will continue active participation in the organization as ex-officio members of board.

## AST Bearings

### NAMED JOHN DEERE PARTNER-LEVEL SUPPLIER



**Pictured left to right Dan Fox, Dale Kaminski, Steve Vandervinne and Mark Davis.**

AST Bearings, an international supplier of bearing products and services, has earned recognition as a Partner-Level Supplier for 2010 and was also inducted into the Supplier Hall of Fame in the John Deere Achieving Excellence Program. The Partner-Level status is Deere & Company's highest supplier rating and was awarded to AST Bearings for outstanding supplier performance. The prestigious Hall of Fame status is only given by Deere after a supplier attains a Partner-Level rating for five consecutive years.

The Montville, New Jersey-based company was selected for these awards in recognition of its dedication to providing products and service of outstanding quality as well as its commitment to continuous improvement. The awards were presented to Dale Kaminski (CEO), Dan Fox (vice president, sales and marketing), and Mark Davis (regional sales manager) during formal ceremonies held March 1, 2011 in Davenport, Iowa.

AST Bearings earned their distinction as a supplier of bearings to the Agriculture and Turf and the Construction and Forestry divisions of John Deere operating in Moline, Illinois, and Davenport, Iowa, respectively. "AST is very proud to have been awarded this prestigious honor by one of our valued customers," said Kaminski. "Our goal is to provide all of our customers 'value beyond the part.' In this regard, the awards we received from Deere demonstrate how AST continues to improve the ways in which we partner with our customers to develop measurable solutions in an efficient and cost-effective way."