

Centrifuge and Cantilever Pumps

Critical applications, no problem

Despite the general slow-down in the economy, the market continues to reward the products made in Parma by Salvatore Robuschi and the service provided alongside them, especially in terms of advice and rapid delivery times for spare parts. An interview with Michele Robuschi, the company's General Manager.

Key elements of Salvatore Robuschi's success, operating on the market for more than 75 years, are customer-oriented design and the expertise of its technical and sales staff. The company's primary goal is in fact to further boost its status as a reference name for process pumps, seeking to design "tailored" solutions for every need. One of the company's prerogatives is also timely service, rapid deliveries and great flexibility in tackling immediate needs. Salvatore Robuschi's roots date to 1935. Ever since then, the Robuschi family members at the company's helm have focused on making high quality products. In recent years, the company has focused on making pumps with innovative features in terms of construction technology, fields of application and modular components. The use of microcasting techniques in the construction of many parts (including impellers), along with the central role of

the engineering department, has led to the production of machinery with high power yield and low NPSH values. The series of centrifugal pumps by Robuschi includes models with closed or open impellers complying with DIN 24256 - UNI EN 25199 (ex ISO 5199) - UNI EN 22858 (ex ISO 2858) standards, integral flow pumps with rear-type impellers, as well as channel pumps and multi-stage pumps. All come in stainless steel and special alloys, except for the latter which is cast iron. The production programme also includes a light and less expensive series in AISI 316 with capacity of up to 90 m³/h.

We asked Michele Robuschi, the company's General Manager, a few questions.

What final users are your products primarily aimed at?

There is no easy answer to that as we cover so many sectors: commodity chemical and pharmaceutical industry,

the food processing industry in the form of washing and hydraulic handling units, evaporation/concentration processes, distilleries, oenology, water and special waste treatment, pulp and paper, the textile industry, butchering and farming, biogas production, desalination, boat factories and so on.

If we exclude the sectors where API pumps are used such as Oil & Gas, the marine industry and clean water services, we cover almost all other sectors, clearly where centrifugal pumps are concerned. We also work with some engineering companies.

Can you tell us what the engineering philosophy behind your products is?

Our goal from an construction point of view is to make standard those features that other manufacturers consider special. Obviously this implies the use of more complex components, but its translates into speedy delivery, great application versatility, the possibility of



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Michele Robuschi,
General Manager of the company

Aerial view of the production plant

An RB Centrifugal pump for handling media containing non-filament solid bodies in suspension



quickly and economically converting pumps to adapt them to new plant and production needs, and reduced maintenance costs.

This means great operating savings. From a hydraulic standpoint, the range was designed to deliver a great number of models and therefore achieve maximum efficiency in every situation.

Closed microcast impellers for clean liquids, semi-open impellers for liquids with solids, new concept multi-channel impellers for large capacities (today up to 2000 m³/h) of liquids contained also in solids and integral flow pumps with rear-type impellers (new models with up to 200 mm spherical hole will also soon be available). Great attention has also been placed on research for achieving very low NPSH.

The company has also recently made some major investments. Can you tell us about them?

Despite the general slow-down in the economy, the market continues to appreciate our products and the service that comes with them, especially in terms of advice and rapid delivery times for spare parts.

We have recently built a new factory and installed some new production lines, and we have also set up a logistics department. This has also meant expanding the workforce, and we have brought in new people who are going to be working in the technical, marketing and shipping departments: a sign that to grow our company invests first of all in human resources and in the professional capacity of its employees.

Recently, you launched a new abrasion resistant Cantilever range on the market, that can also dry operate. What applications is this for?

Our Cantilever pumps are designed to

Ideal Products for Critical Applications

As far as applications are concerned, Salvatore Robuschi products are particularly recommended when conditions become more critical: high viscosity and specific gravity, solids also in abrasive suspension, volatile or boiling media, carryover of air or gas, operation in constant cavitation or in the absence of level controls and so on. Potential applications regard:

- evaporation plants for chemical processes,
- distillers,
- reactors,
- ultrafiltration plants,
- biogas production plants,
- biodiesel and bioethanol production plants
- flotation with air in pump.

Some steps of production in Salvatore Robuschi



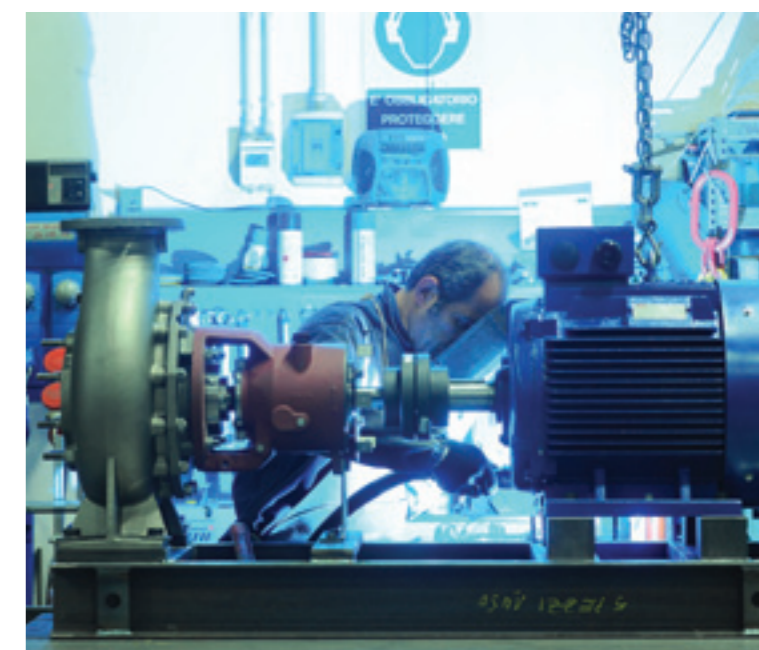
Inspection test



Phase of assembling



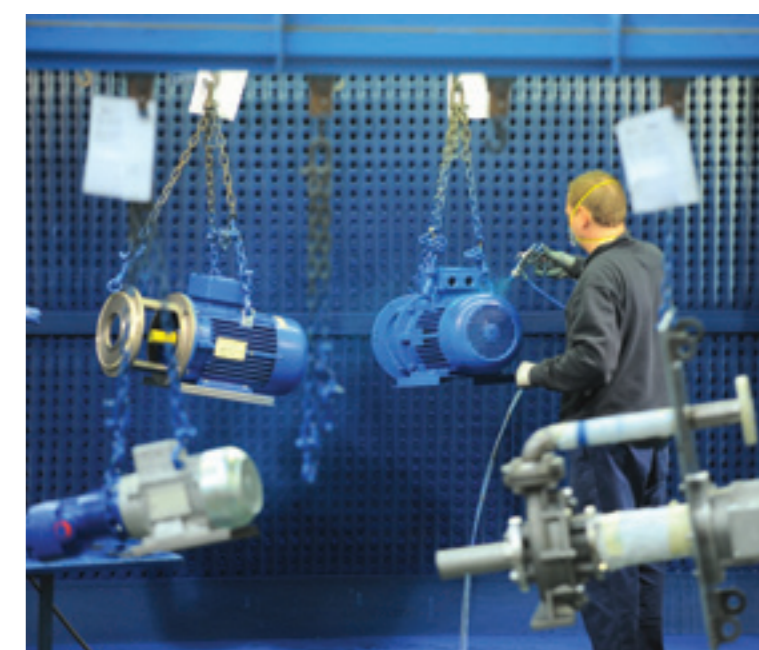
Special parts are produced tailor made



Mounting of base units



Dimensional control



Phase of finishing



Cantilever pump with capacity up to 400 m³/h and head up to 60 m

Some pumps ready for shipping



work for more than 40,000 hours without mechanical maintenance interventions, and this means 5 years at zero cost working continuously without interruption.

The ATEX version, without sliding parts and the consequent friction, makes installation particularly simple in Ex classified areas.

Transfer of particularly demanding media, molten salt, molten sulphur, zinc, nickel

baths, paints, cataphoresis, media up to 500°C, glues, water containing salt or metal shavings, recovery tanks with control levels: all these are applications where, if unstable, the cantilever pump becomes an ultimate, long lasting solution.

The site www.salvatorerobuschi.com is especially full of information for the final user...

...and we are proud of that. We believe it is fundamental to work with the client in selecting the most suitable machine and for this reason our sales force is first and foremost technical. It is futile to talk about "high efficiency" pumps if improper sizing, choice of materials or components means they only generate unforeseen costs. We work with our customers to make the best choice and we can count on a range of hydraulics, materials and executions in order to find a valid solution in the majority of cases.

All this is a "click" away and available from our distributor of choice. We will also continue to provide support to engineering offices by creating 3D drawings instead of the previous line drawings exclusively for versions of the horizontal process that number more than 5000.

When it comes to after-sale assistance, do you also perform maintenance on centrifugal pumps?

We believe that after-sale assistance is as fundamental for the customer as it is for

us as it enables us to better understand how pumps are used and to introduce improvements, which are often the result of suggestions from our customers themselves. A component of after-sale service is the spare parts service for which we guarantee 24-72 hour delivery depending on the type: the most commonly used pieces such as seals, gaskets, shaft sleeves, shafts and so on are immediately available; it takes a day or two more for impellers or parts built to specifications.

What is the added value of Salvatore Robuschi products?

It is a fact that increasingly great economic savings stem from reliability and the possibility of facing extreme situations without causing downtimes and maintenance. This is in line with our product policy, which has not changed for years: a machine must not only do what it was designed for, but it must also guarantee a broader safety margin. The market wants energy efficiency and low operating costs: our response is not only to raise the bar by delivering higher yield, but it also ensures minimum maintenance, be extremely sturdy to optimize the life of the seals, provide versatility in the choice of the latter enabling the user to install any conformation without having to make any changes, have microcast impellers on the entire process range in order to maintain the same level of characteristics and efficiency for the entire life of the pump. ■