

as well as offering a vast range of centrifugal pumps, salvatore robuschi also pays particular attention to the design and the choice of materials.

BY ALESSANDRO GOBBI

SALVATORE ROBUSCHI Centrifuge and Cantilever Pumps for every Application

THE HISTORY OF Salvatore Robuschi dates back to 1935. Since then, generation after generation have worked to transform the company to the high quality supplier it is today. The production range includes centrifuge pumps with closed or open impellers (DIN 24256-ISO 2858), vortex impeller pumps with integrated flow, channel impeller pumps and multi-stage pumps. All the pumps, with the exception of the multi-stage models, which are made from cast iron, are produced in stainless steel and special alloys. A more lightweight and affordable series in AISI 316 with a capacity of up to 90 m³/h is also in production. We asked Michele Robuschi, the current General Manager of the firm, a few questions.

WHO ARE YOUR MAIN CUSTOMERS? That's not an easy question to answer. We work in a number of sectors: primary chemical products, primary pharmaceuticals, washing and hydraulic transportation plants for the food industry, evaporation/concentration systems, distilleries, wine-making, water and waste product treatment, paper mills, the textile industry, stock-yards and slaughterhouses, biogas production, desalination systems, boatyards etc... If we exclude those sectors which use API pumps like Oil & Gas, naval ship yards and water treatment services, we cover practically every-

thing else, obviously only for centrifuge pumps. The company also works with some engineering companies.

CAN YOU DESCRIBE SOME OF THE TECHNICAL FEATURES OF YOUR PUMPS? In order to understand our target markets, you first need to know something about our approach to design: the cost of a machine is not the last of our problems but neither is it the first priority, because from a manufacturing point of view our objective is to produce as standard what other manufacturers see as special or

exceptional. Obviously this means using more complex components, but it pays off in terms of how quickly we can deliver, how versatile the applications are and in the possibility of rapid and affordable conversion when pumps have to be adapted to new production necessities and systems; then there are reduced maintenance costs. All of this means significant savings in operating costs. From the point of view of hydraulics, the range was made to offer a wide selection of products which in turn provides maximum efficiency whatever the situation.





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ON THE LEFT: AB CENTRIFUGAL pump for liquids containing non-filament solids in suspension.
ABOVE: HORIZONTAL cantilever pump with up to 400 m³/h flow rates and 60 m pumping head.

Closed impellers in micro cast material for pure liquids, semi-open impellers for liquids with solids, cutting edge, multi-channel impellers for heavy flow rates (currently up to 2000 m³/h) for liquids that contain some solid components and vortex impellers for integrated flow (some new models with spherical hole of up to 200 mm will soon be on the market). The company is also committed to research into very low NPSH values.

When it comes to applications our products are outstanding when the going gets tough. High viscosity and specific weight, solids in suspension (including abrasive substances) liquids that are highly volatile or heated to boiling point, gas or air conveying, machinery in situations where cavitation is normal or level readings impossible to check etc.

YOU RECENTLY LAUNCHED A NEW RANGE CALLED CANTILEVER. WHAT KIND OF APPLICATION IS IT DESIGNED FOR? Conveying hard to process liquids, molten salt and sulphur, zinc, nickel baths, paints and varnishes, electrophoresis, liquids heated to up to 500°C, adhesives, water containing gravel, sand or metal chips and recovery tanks with no level sensors. All of these are applications that would need frequent maintenance interventions to keep the pumps working properly. In cases like this a cantilever

er pump (if it can be installed) provides a long lasting solution. It is designed to function for over 40,000 hours without any mechanical maintenance at all and that means zero costs for 5 years for a machine that is working non-stop. The ATEX version has no parts that touch and therefore there is no friction which makes installing it particularly easy in Ex classified areas.

HOW DO YOU WORK WITH YOUR END CUSTOMER TO ACHIEVE THIS? We think it is very important to help the customer choose the best possible machine for his or her needs, and this is why our sales team is first and foremost qualified in the technical side of things. There is no point talking about pump efficiency if the machine is costing more than it should because the measurements, materials or components are not right. We are always available to our customers to help them make the right choices and we can count on such a vast range of materials, designs and hydraulic systems that we can almost always find a solution that fits.

DO YOU ALSO OFFER AN AFTER SALES MAINTENANCE PACKAGE FOR CENTRIFUGAL PUMPS? We believe that after-sales service is fundamental for both our customers and ourselves. It al-

lows us to understand exactly how the pumps are used and to intervene with improvements – often ones the customers themselves have suggested. Spare parts supply is another aspect of after sales, so we guarantee a 24/72 hour delivery depending on the type of product. Parts that are most commonly used like seals, gaskets, shaft sleeves, shafts etc., are always available, while it takes a few days for impellers or parts that have to be made to specifications.

WHAT ARE THE COMPANY'S STRATEGIC GOALS IN THE MID AND LONG TERM? Once the design for the multi-channel pump is finished (the 300/45, a model able to reach a flow rate of 2000 m³/h, will soon be available) and the range of vortex impellers which will give us 200 mm free spherical flow hole, we will concentrate our efforts on finishing the vertical column versions. The aim is to reach an installed capacity of 110 kW on every pump in our catalogue: closed, open, multi-channel and vortex. We will continue with our cantilever applications alongside traditional materials (cast iron and AISI 316) as well as other anti-wear materials. As far as our internal organisation is concerned, we are working on a complex configuration system that should give our commercial and production departments more flexibility.