

IMPRESSION

URACA Customer Magazine 01.2011



Multi Gun ... P. 3



Education ... P. 4



Blue Responsibility – Our Water P. 3

The Multi Gun Unit

Secure and reliable multi-gun operation with the new Multi Gun Unit. Existing high-pressure pump units can be expanded with this accessory unit. P. 3

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News

Order from the fertilizer industry

In spite of the economic crisis a leading fertilizer manufacturer in India continued his capacity expansion project of a plant undeterred. URACA Pumpenfabrik was able to clearly succeed with its offer of over 8 pump units.



Products

Hitch and drive: The economic diesel-powered high pressure cleaning unit JetPower 180

The JetPower 180 with the KD 724 pump for 180 kW output and attractive cost-performance ratio, without compromising quality and features, boldly ventures into the future.

Based on decades of experience with the construction of diesel-powered high-pressure pump units there is now a unit with an output of 180 kW that not only meets the latest safety requirements (DIN EN 13849) but is also equipped with a new control unit and remote control. The unit is mounted on a chassis and light enough for transport with a suitable passenger car. The JetPower 180 has a total weight of only 3,300 kg, including diesel, all operating fuels and the chassis; a truck driving license is therefore not required for transport. The length is 4.7 m and the width 2.0 m, including chassis. The proven URACA flange coupling between pump and motor permits this space and weight-saving superstructure. Motor and pump are mounted on separate frames, detached from the remaining components through vibration dampers. This allows for a particularly low-vibration construction of the entire unit. A stationary or mobile option is available; the pressure stages reach from 800 to 2,800 bar. In addition, the system has an intriguing standard system separation of the water mains through reservoir and booster pump. In combination with the URACA Multi Gun Unit (see page 3) the unit can also be used with several consumers. With the JetPower 180 URACA offers an optimally adjusted unit at an appealing cost-performance ratio. The safety concept and controls reflect the state of the art and is based on the wealth of experience in the construction of diesel-powered pump units.

cw



Editorial

Good Impressions



Dear readers, dear friends of URACA,

Our customer magazine IMPRESSION has been available for over 10 years now.

Times and information habits change, and we have therefore not only redesigned our IMPRESSION but will begin publishing it twice a year starting with this issue.

With the IMPRESSION we inform you about new products, projects, latest developments and creative solutions of high-pressure technology from all over the world. Of course, this particularly includes news from URACA.

We wish you enjoyable reading and look forward to our further cooperation as partners, and of course, we appreciate your feedback.

Johann Amon,
Gunter Stöhr,
Corporate Management

Markets + Products

Large order from the fertilizer industry

In spite of the economic slow-down caused by the financial crisis, a leading fertilizer producer continued to pursue his capacity expansion project of an existing fertilizer plant undeterred.



URACA therefore received the request of an Indian state-owned company from the fertilizer sector to expand the capacities of its production plants. Naturally, pump factory URACA was very interested in obtaining such a major order in midst of the economic crisis. The timely submission as well as the technical and commercial review of the detailed offer was followed by the order being awarded to the pump manufacturer from Bad Urach; it comprised four carbamate and four ammonia pumps, size KD 825. Because the customer's interest is always at the core of URACA's efforts, all requirements of the Indian customer were meticulously drawn up. They formed the basis of the subsequently developed engineering design as well as the preferences of the customer and were backed by the

experience of many years and the high quality standards of URACA. A two-week acceptance visit by the customer followed the production of the components and installation of the plant in July 2010. The significance of the visitor, his mission and his order became quite apparent by the raised Indian flag already visible from the distance. After all, customer acceptance documents the guaranteed functions and properties of the pump units, such as pressure, delivery rate, power consumption, etc. The extremely tight time frame for this project phase presented a special challenge. Within only ten working days all eight pumps were supposed to cycle through a complete all-day trial run, including all measurements and analyses. All this meant close cooperation primarily for the colleagues of

the test bed who had to be available at all times during this period and implemented all customer preferences without delay. The signatures required for the release were provided by the customer at the end of these two weeks with a good conscience thus rewarding the efforts of all parties involved. The maritime shipment to India had arrived on time and the customer was very satisfied about the entire project handling, the quality of the products and the smooth test runs; all this made the large scale order a full success. The assembly on site and the commissioning under the management of the URACA service specialists are already firmly scheduled. ml

Products

More pressure for the new light-weight SP 250-Vario spray gun

Thousands of sewer cleaning vehicles perform their tasks each day – employing environmentally friendly high-pressure technology they ensure the troublefree operation of underground sewers. Of course, they must exhibit a particularly rugged design and meet ergonomic requirements. With the SP 250 a new and very light-weight version of the spray gun is now available. Using high-quality materials and a sophisticated light-weight design the weight of the spray gun was reduced to 1,5 kg, while its ruggedness and high user quality were not compromised. It is suitable for operating pressures up to 250 bar and high volume flows. With the SP 250-Vario the flow rate is simply adjusted via the trigger and regulated between 0 and 100 percent. The right strength of the water jet is thus available for any cleaning task, now up to 250 bar. ws



URACA International

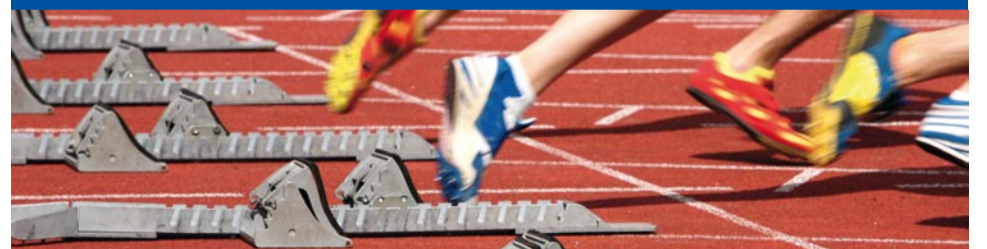
URACA belongs to Germany's 1,000 global market leaders

Manager Magazine Award

At the end of 2010, Manager Magazine published a list of 1,000 high-sales companies in Germany belonging globally to the top 3 providers in their market sector. The pump factory URACA is thrilled being awarded place number 806.

Manager Magazine, in collaboration with management consultant, Professor Bernd Venohr, used annual turnovers as a basis for its evaluation of 1,000 of the most significant global market leaders with German roots. This shows that German companies have achieved leading positions with typical industrial products such as machinery, large-scale plants and vehicles. After all, at least 90 percent of the award-winning companies belong to the production sector.

Baden-Württemberg took top place in the ranking of German federal states, followed by North Rhine Westphalia and Bavaria. The Neckar-Alb region alone saw 25 companies receiving awards, including pump manufacturer URACA. "Our intensive international focus and consistent response to the needs of our customers have once again created increased demands, even after the economic crisis," explains URACA Managing Director, Gunter Stöhr. This is now reflected by the positive results. ws



URACA Markets

URACA Pumps – also for Mega-Plants

In the year 1824 Friedrich Wöhler (image) first succeeded in producing urea synthetically through a reaction of potassium cyanate and ammonium sulphate. The worldwide demand for urea has since been steadily on the increase. The new P 5-96 for ammonia and carbamate achieves flow rates up to 4,500 l/minute. URACA pumps are thus also suitable for mega plants. hk



Products

Multiple gun operation with Multi Gun Unit 2800

The highly flexible multi-user system enabling the expansion of existing high-pressure pump units.

Thanks to the new Multi Gun Unit 2800, capable of being directly connected to a pump unit, up to five manual spraying devices can be operated at the same time. This allows for a high degree of flexibility because all units can be quickly adapted to different tasks.

A wide variety of high-pressure water jet tools can be used in the diverse areas of high-pressure cleaning: Tank cleaning heads, floor cleaners, robot-guided nozzle beams or hand-held spray guns. While the first mentioned units normally require very large amounts of water and therefore a greater pump capacity, the flow rate of manual spray guns is relatively small because of the legally restricted recoil force of max. 250 N.

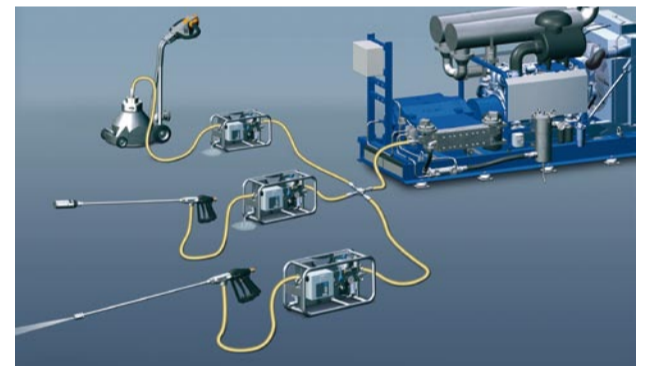
To be able to fully utilise powerful pump units with the operation of manual spraying equipment, several consumers are preferably connected simultaneously to a high-pressure unit. This not only increases productivity but also reduces the investment and operating costs. However, simply connecting several spray guns via a T-piece to a high-pressure pump in parallel is not possible. The different uses of the consumers would certainly result in abrupt pressure variations and thus recoil force changes with the respective other consumer. A multi-user device is therefore absolutely required, which makes sure that the correct flow rate is always available at each spray gun, regardless of the number of spray guns currently in use.

URACA's new Multi Gun Unit system offers a highly flexible multi-user system for the pressure level up to 2,800 bar. The unit is employed as field station close to the working area whereby its rugged design with a weight of 14 kg as well as all incorporated components provide stability and reliability. The requirements of the European standard DIN EN 1829 (Section 5.3.2.2), permitting a max. recoil force variation of 15 percent when activating or deactivating individual spray guns, are met. This system is available as accessory for all high-pressure pump units on the market.

The new Multi Gun Unit 2800 facilitates the quick and individual adjustment of the connected consumers to the required respective task. Sustainability is just as important to URACA as flexibility. The pump unit therefore switches to pressureless circulation after a preselectable time and reduces the speed of the drive motor and thus its consumption if no high-pres-



sure water is requested by any of the connected consumers. The Multi Gun Unit 2800 proves that with the appropriate know-how and experience complex requirements can also be accommodated. mr



URACA International

Blue Responsibility

Responsible management with our most valuable good: Water



The responsible management with water is one of the chief goals worldwide. The German manufacturers of innovative water technology, of whom URACA is also a player, are aware of this and offer many different technical solutions to meet this objective. To document the competency of the members of the Association of German Machine and Plant Manufacturers (VDMA), the organization has developed a respective information and awareness campaign with the title "Blue Responsibility – Sustained Water Technology".

We relate to these topics through:

- Sustained management of fresh water through the development of pumps for recycling water (P 3-10, KD 708, KD 716, P 3-45, P 4-45, KD 724).
- High energy efficiency of our pumps through high volumetric efficiency of over 90 percent.
- Reliable drinking water supply, even in remote and high-elevation locations (e.g. Zugspitze).

Please visit the website www.blue-responsibility.com if you would like to learn more about "Sustained Water Technology". ws

"We listen with amazement when a NASA probe is supposed to have discovered water on Mars – but we no longer marvel about the water flowing from our tap, taking it for granted."

Horst Köhler

Company

Contract manufacturing

The investment in a new production hall as well as the pertaining state-of-the-art machinery enabled URACA to further expand its high quality standards. In addition, these increased capacities ensure shorter delivery times and especially greater independence from the procurement market. The expansion now also allows our own manufacturing of extremely heavy or large workpieces. For example, the WFL Millturn M120 (shown at lower right in photograph) can handle turning lengths up to 5 m and weights up to 10 000 kg.

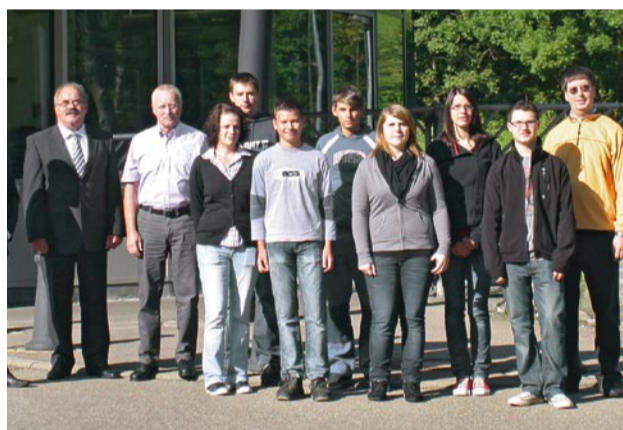
Because of its extreme bandwidth the existing machinery permits high-quality contract manufacturing, e.g. of piston rods, crankshafts and drive shafts of all types. The emphasis hereby lies on the machining of individual pieces and very small series. All machine and personnel capacities are laid out for 3-shift operation. Because of the high level of vertical integration, together with certified quality management and qualified personnel, URACA offers contract manufacturing with absolute reliability according to highest standards. ws



WM Referee: Commitment and Intuition



For 24 years Frank-Martin Schunack – design engineer at URACA – has volunteered in the athletics field. After his active years in sports as high jumper and decathlete he chose to work as judge and referee, in addition to being a trainer. During the last athletics world championship in Berlin he was engaged as referee in the disciplines of long jump and triple jump and contributed his competency and expert knowledge. mr



Apprenticeship start 2010

Again, URACA achieved an apprenticeship quota of over 10 percent last year. A new phase in their lives began on 1 September 2010 for another seven young adults from Bad Urach and the vicinity with the commencement of their apprenticeship. In addition to three industrial mechanic apprentices, two draughtsmen and an office clerk a student also began his dual course of study pursuing the Bachelor of Engineering. The family enterprise from Bad Urach is thereby providing apprenticeship and training positions for 31 trainees altogether. jw



First-aiders Training

Quick and correct actions with work accidents and other emergencies are vital. To optimally prepare for emergencies the first-aid know-how of the 31 first-aiders was refreshed under professional leadership. eg

URACA International

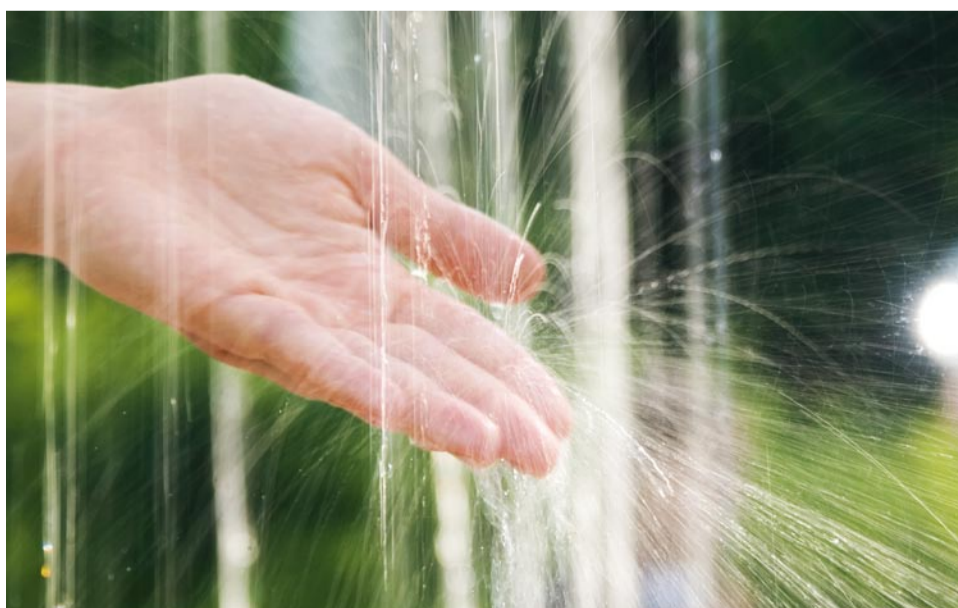


Trade fair preview

URACA's trade fair booth relaunch at the IFAT 2010 appeared for the first time and a new and stylish booth welcomed the visitors. The basically more open design of the booth has improved the dialogue and created additional space. The large attendance of trade fair visitors confirmed this aspect. Again, we look forward to many factually interesting and higher level technical meetings in the trade fair year 2011 in the new ambience. ws

URACA Trade fair calendar 2011

- Chem-tech, Mumbai, India, 23. – 26. Feb. 2011
- RO-KA-TECH, Kassel, 24. – 26. March 2011,
- parts2clean, Stuttgart, 25. – 27. Oct. 2011
- Chemie, Moscow, Russia, 24. – 27. Oct. 2011



Bad Urach and the Water

Waterfalls have always fascinated people; they reflect the activity of nature and impress by their power. While URACA regulates and controls the force of water and other liquids, the Bad Urach waterfall drops down from a height of 37 m. It is easily accessible via the hiker's parking lot in the Maisental valley at the outskirts of Bad Urach and is often referred to as the most picturesque waterfall of the Swabian highlands, the "Schwäbische Alb". The hottest thermal spring of Baden-Württemberg with a temperature of 61 °C is also located here; Bad Urach is thereby connected with the topic of water in a variety of ways. With these local connections to water it does not come as a surprise that URACA high-pressure water jet technology is spearheading this development worldwide.

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