

Successful start for BMA Russia



Manager Zhambul Zhuasbekov

(2nd from the left) with service technicians

A favourable business climate in the Russian sugar market has generated a considerable increase in capital expenditure on plant modernisation and the construction of new sugar factories. It is clearly the factory promising the quickest ROI, such as the centrifugal, pan, crystallisation and evaporation stations, that are earmarked for new investment. Virtually all modernisation projects automatically go along with capacity expansion, and in some factories even the complete extraction plants have to be renewed.

As a global leader in the fabrication of equipment for all of the above sugar factory stations, BMA has strengthened its position in the Russian market, too. Between 2009 and 2011 alone, more than 120 centrifugals, several extraction towers and other pieces of equipment were delivered to sugar factories in Russia. However BMA is not only a fabricator of efficient and safe equipment. It also sees its role as that of a reliable and long-term partner to Russian sugar producers. In September 2011, BMA founded its subsidiary BMA Russia in Voronezh. Its activities are primarily focused on service and the stocking of spare parts in order to maintain smooth, continuous and efficient operation of equipment made by BMA.

It is no secret that several factories are for various reasons unable to ensure that equipment is professionally repaired and operated, particularly centrifugals. Since experienced repair staff is not available, and the equipment is not adequately diagnosed, repaired and rust-proofed at the end of each campaign, the factories often have to start the next campaign with machines that are not fit for operation. This can lead to malfunctions and breakdowns, and consequently high production losses. Faulty operation of centrifugal machines can adversely affect the production results of the entire factory. Especially here, at the sugar end, the efforts that staff in all factory sections put into their work translates into the quality of the finished product. One of the main tasks of the BMA Russia team is therefore to assist the sugar factories with setting up a well-organised maintenance system for their centrifugals, similar to the servicing system that is provided for branded cars. To add a side note: unlike cars, centrifugals are a very important profit factor for sugar factories. This makes the outsourcing of maintenance and repair work for this and other cost-intensive machinery an up-to-date and far-sighted measure.



The engineers of BMA Russia have acquired many years of experience in sugar factories, and they have also been thoroughly trained at BMA's workshop in Braunschweig. During the 2011 campaign, they successfully put new centrifugals into service in the Khmelinetskyi, Borinskyi, Alekssevskyi, SK "Bolshevik", Narkevitshskyi and Kobelyakskyi (Ukraine) sugar factories. They also repaired and optimised centrifugals in the Kshenskyi, Czernyanskyi, Rshevskyi, Olymskyi, Czizhmynskyi, Tomashpolskyi sugar factories and at other Russian and Ukrainian locations.

Because of the long distances and import regulations, it used to take about three weeks for spare parts to arrive at the customer's plant. Now, each spare part or assembly is available from the Voronezh warehouse within a very short time. Since, under the new situation, the factories no longer have to use non-genuine parts of an inferior quality, they automatically also enhance the efficiency, safety and durability of their

machines. In the last few campaigns, some factories complained about high centrifugal vibrations, destroyed bearings and higher sugar losses. When inspections were made, these factories were found to have fitted cover screens that do not match their type of centrifugal. Similar observations were also made with bearings and other centrifugal assemblies.

The BMA Russia service centre will take care of the complete service portfolio for the entire range of BMA equipment, including post-campaign diagnosis, replacement of worn assemblies and parts, rust-proofing and commissioning, optimisation and process-engineering assistance for centrifugals, extraction plants and other pieces of equipment. The service centre will also be actively involved in the marketing of BMA products in the Russian market. With the assistance of the parent company in Germany, the service centre staff will prepare sales contracts and goods supplies, organise the clearance of imported goods, and provide assembly, commissioning and technical assistance services.

Launching further products of the BMA Group in the automation and food sectors, and providing technical support for these products, will be another important activity of the BMA Russia team. The automation systems developed by the BMA Group are increasingly used in many European sugar factories. Providing services, including consulting, and spare parts for potato processing and ripening plants, will further strengthen BMA's position in Russia, also in this important business sector.

Zhambul Zhuasbekov

Benefits

- Services provided regionally and around the clock
- Spare parts delivered within a few hours
- High-quality repairs
- Ensuring smooth and efficient operation of equipment for many years