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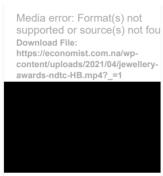
KSB PUMPS NOW OPERATES AS INCORPORATED ENTITY FROM OWN PREMISES

Posted by Daniel Steinmann | Apr 14, 2021 | Business Resources, Extra, Mining & Energy



With several thousand KSB pumps installed all over Namibia during the past thirty years, this legendary piece of German industrial equipment needs no introduction. At every Namibian mine, at every local authority and at dozens of industrial plants, there are trusted KSB pumps moving slurry, sludge and liquids.

KSB first came to Namibia in the late eighties when Klaus Streit was the manager of Fenner, a company well-known for







its light industrial applications and consumables. When Fenner divested, the KSB brand moved, together with its pioneer, to Hydroweld, where the legend continued. But all throughout the period that the German manufacturer supplied its reliable pumps, it operated under the wings of an agency.

That changed completely at the beginning of 2021 when KSB Pumps and Valves South Africa decided to continue its presence in Namibia as an incorporated entity, working from its own premises and running its own workshops. KSB Pumps and Valves Namibia was officially founded in 2020 and started operating as a stand-alone entity from premises in Windhoek's Northern Industrial Area early in 2021.

DeWet Van Wyk was appointed as the company's first Managing Director, ably assisted by the KSB legend himself, Klaus Streit as Area Manager.

The KSB Pumps and Valves Namibia team, seated from the left, Johannes Andreas, (Accountant), Francois Jooste (Sales) and Shaun Theron (Supervisor). Standing are, from the left, Klaus Streit (Area Manager),



DeWet Van Wyk (Managing Director) and Kenneth Kasita (Sales).

With his German connections, it was no coincidence that Klaus set his heart on KSB pumps some thirty years ago. Even in Germany where industrial competition is very high, KSB is rated as one of the most reliable pump manufacturers worldwide. And with so many different types of pumps for every conceivable requirement, Klaus realised right from the start that KSB will become the equipment of choice as an independent Namibia developed.

During the years when KSB flew as an agency in the Hydroweld stable, Klaus and another legendary Namibian industrialist, Peter Petherbridge, criss-crossed the country from Katima in the north to Oranjemund in the south. Wherever there was the need to move liquid, the formidable duo would get in their bakkie and drove to the site in person regardless of the size of the project.

As this relationship progressed, KSB pumps performed so well wherever they were installed that the brand became a household name, specifically among engineers and project managers. In the Hydroweld stable, KSB came into its own, growing the brand's reputation with every new installation.

Roughly four years ago, Klaus decided to take KSB independent, running it as a local agency, continuing to build on its formidable foundation. At this point, existing installations and new sales have grown to such an extent that KSB Pumps and Valves South Africa decided its flagship brand needs to trade as a separate Namibian company.



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Windhoek Central Hospital paediatric ward This entailed much preparatory work. First, the right premises had to be found, able not only to house sufficient stock but also doubling as a workshop and repair facility. The ideal site was located in the Northern Industrial Area next to the old Bavaria workshop. When all these elements were put in place, KSB Pumps and Valves Namibia started trading under its new identity but always with the same trusted, reliable equipment.

Managing Director DeWet Van Wyk said "The opening of the doors of the new business and new premises early in January marks a milestone for KSB Pumps and Valves Namibia to continue growing by serving the entire Namibia with the best equipment in industrial pumping."



early this year.

KSB Pumps pioneer, Klaus Streit (right) and KSP Pumps and Valves Namibia Managing Director, DeWet Van Wyk. The trusted KSB pump range has made the big shift from an agency to an independent Namibian company,

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TENDER

DBMNE0407- PROVISION OF BUNKERING SERVICES TO DEBMARINE NAMIBIA FLEET

- The Bidder shall source, supply and deliver bunkers to the Company's fleet of vessels offshore and inport. The Bidder and technical partner should have a minimum of five (5) years general bunkering operational
- experience. Debmarine Namibia will require the supply of Marine Gas Oil (MGO)-DMA, and delivery of which shall meet the technical specifications contained in Schedule C, of the tender document.
- All fuel supplied must be compliant as specified in MARPOL Annexure VI. Sulphur must be less than 500ppm. The Bidder shall be required to provide the services to the Company's vessels namely:
- - MV Dehmar Pacific
 - MV Debmar Atlantic
 - MV (Garien
 - MV Grand Banks
 - MV SSN

 - MV Coral Sea (chartered) MV Mafuta.

 - MV Benguela Gem

 - Anchor Handling and Supply vessel Port of Lüderitz

 Any other vessels chartered or owned by the Company, as instructed by the Company (all the aforegoing vessels herein jointly referred to as "the vessels").

- The tanker shall be in class at the time of delivery of bunkers and tendering; such classification shall be with an internationally recognised member of the International Association of Classification Societies. Only class tankers will be acceptable:
- The supply of the specified tanker with the necessary machinery and equipment to supply and discharge of the bunkers onto the applicable vessels offshore;
- Bunkers to be provided at the following harbour's (Cape Town (RSA) or Lüderitz (NAM) or Walvis Bay (NAM), as required;
- 4. Debmarine Namibia will require the supply of Marine Gas Oil MGO: ISO 8217:2017 or latest version and delivery of which shall meet the technical specifications contained in Schedule C. of the tender document:
- All fuel supplies to be compliant as specifications MARPOL Annexure VI; Tanker Capacity minimum 5000 MT;
- 6.
- Preferably DP2 tanker, minimum DP1 tanker; Certified 4 inch bunker hose with a dry break quick coupler;
- Tanker should be able to deliver minimum 200 m³/hour.

CLOSING DATE FOR COLLECTION OF TENDER DOCUMENTATION:

es interested in providing such services are requested to obtain a tender document with Reference Number DBMNE0407, Provision of fuel bunkering services to Debmarine Namibia fleet on 14 May 2021 at 12h00. Tender documents can be collected at Debmarine Namibia, Namdeb Centre Fover, 10 Dr. Frans Indongo Street, Windhoek, or requested via email BunkeringTender@debmarine.com in accordance with the date and time indicated above.

TENDER CLOSING DATE:

28 May 2021 at 12h00 Date:

Subject: DBMNE0407, Provision of fuel bunkering services to Debmarine Namibia

Tender documents should be submitted to BunkeringTender@debmarine.com in accordance with the date and time indicated above.

ENQUIRIES:

The Procurement Officer

Tel: +264 61 297 8481

Email: BunkeringTender@debmarine.com Specify the Reference Number: DBMNE0407

Debmarine Namibia shall not be responsible for any costs incurred in the preparation and submission of a response to this tender and furthermore reserves the right not to extend this tender into any future tenders, negotiations and or engagements.

Debmarine Namibia shall not accept submissions rendered after the closing date and time.





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The closing date and time for this bid is 19 May 2021 at 12H00 p.m. Proposals received after the deadline will not be considered.

6000

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ABOUT THE AUTHOR



Daniel Steinmann

1961, Johannesburg. Educated at the University of Pretoria: BA, BA(hons), BD. Postgraduate degrees are in Philosophy and Divinity. Editor of the Namibia Economist since 1991. Daniel Steinmann has steered the Economist as editor for the past 29 years. The newspaper started as a monthly free-sheet, then moved to a weekly paper edition (1996 to 2016), and on 01 December 2016 to a daily digital newspaper at https://economist.com.na. His editorial focus is on economic analysis based on budget analysis, dissecting strategic planning and assessing the impact of policy formulation. For eight years, he hosted a weekly talk-show on NBC Radio, explaining complex economic concepts to a lay audience in a relaxed, conversational manner. He was a founding member of the Editors' Forum of Namibia. Over the years, he has mentored scores of journalism students as interns and as young professional journalists. He often assists economics students, both graduate and postgraduate, to prepare for examinations and moderator reviews. He is the Namibian respondent for the World Economic Survey conducted every quarter for the Ifo Center for Business Cycle Analysis and Surveys at the University of Munich in Germany. He is frequently consulted by NGOs and international analysts on local economic trends and developments. Send comments to daniel@economist.com.na

Brief CV of Daniel Steinmann. Born 24 February











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