### KSB Group 凯士比集团





### Discover the world of KSB. 探索凯士比世界

From minor miracles to major innovations.

From unique products to solutions that prove themselves daily. 从微小的进步到巨大的创新。

独特的产品解决方案与日常生活密不可分。

Customers can rely on KSB for top-class quality, right across the range from familiar standard pumps like Etanorm to complex tailor-made units like the SalTec energy recovery system for desalination processes.

无论是标准泵Etanorm,还是为海水淡化定制的复杂的能源 回收系统SalTec®,一流的品质终会赢得客户的信赖。









1871年,KSB公司创始人Johannes Klein先生与12名员工在Friedrich Schanzlin和 August Becker的帮助下,在德国Frankenthal创办了KSB工厂。













### 1871

Johannes Klein receives a patent on his newly invented "boiler feed apparatus". Together with Friedrich Schanzlin and August Becker, he founds the company "Frankenthaler Maschinen- & Armatur-Fabrik Klein, Schanzlin & Becker", to manufacture boiler feed equipment and valves.

Johannes Klein发明"锅炉给水装置"并获得专利。 他与Friedrich Schanzlin和August Becker-起,创 建"Frankenthaler Maschinen- & Armatur-Fabrik Klein, Schanzlin & Becker"公司,专门生产锅炉给水装置和阀 门。

### 1887

KSB becomes a public limited company ("AG"), run by Johannes Klein

凯士比成为上市公司 ("AG"),由Johannes Klein管理经营。

### 1898

Johannes Klein's younger brother Jacob founds the "Klein Engineering Company Limited" in Manchester, UK. This is KSB's first subsidiary outside Germany.

Johannes Klein的弟弟Jacob 在英国曼彻斯特创建"Klein 工程有限公司"。这是凯士 比第一家海外分公司。

### 1935

KSB launches the "ETA" series of energy-efficient, single-stage volute casing pumps for industrial applications.

凯士比投入生产高 效节能的单级蜗壳 毫——"ETA"系列。

### 1941

KSB Compañía Sudamericana de Bombas in Argentina becomes KSB's first subsidiary in the Americas.

位于阿根廷的KSB Compañía Sudamericana de Bombas是凯士比第一家 美洲分公司。



### 1954

KSB builds the first-ever barrel-type boiler feed pump for a 100-megawatt steam power plant run by Chemische Werke Hüls.

Germany. The pump set delivers a discharge pressure of 409 bar.

KSB公司建立有史以来第一个100兆瓦的 蒸汽动力厂,由德国chemishe werke公 司提供HLS型锅炉给水泵。该泵集提供了 一个409巴的排气压力。



### 1964

Jacob Klein's adopted son Dr. Otto Klein-Kühborth hands over his qualified majority holding of the company's share capital to the KSB Foundation.

This puts the KSB Group on a firm foot-ing for long-term development.

Jacob Klein的养子Dr. Otto Klein-Kühborth交 出了公司的大量控股给KSB基金会。这使得KSB 集团的长远发展站住了脚跟。



### 1965

KSB launches the CPK standardized chemical pump series, developed with German chemical companies the previous year.

KSB公司推出的CPK的标准化 工泵系列,是与先前一年的 德国化学公司开发的。



### 1968

The first boiler circulating pump with a flow rate of over 1000 cubic metres per hour and an efficiency of more than 84 percent goes into service.

第一个以超过每小时1000立方米的流量,84%的效率的锅炉循环泵, 进入生产服务线。



### 1977

KSB's proprietary Nori materials prolong the service life of pumps and valves for industrial applications.

凯士比投入使用专利材料 Nori®。该材料可延长泵阀 的使用寿命。



### 1988

Acquisition of GIW Industries Inc. in Grovetown, USA, marks KSB's entry into the slurry pumps market.

收购位于美国 Grovetown的GIW工业 有限责任公司标志着凯士 比公司进入浆液泵市场。



### 1994

KSB Shanghai Pump Co., Ltd. established as JV between Shanghai Electric Group (49%) and KSB Group (51%)

由德国KSB(51%)和上海 电气集团(49%)共同出 资组建上海凯士比泵有限 公司成立



### 2004

Dalian KSB AmriValves Co., Ltd. registered as 100% owned company of KSB Group in China

KSB集团全资建立大 连凯士比埃姆里阀业 有限公司



### 2005

KSB Group increased share holding in KSB Shanghai Pump Co., Ltd to 80%

KSB集团增持上海凯 士比泵有限公司股份 至80%



### 2005

Establishment of KSB Valves (Shanghai) Co., Ltd. as 100% owned company of KSB Group

KSB集团全资建立凯士比阀业 (上海)有限公司



### 2007

Establishment of KSB Industry Standard Pump Workshop in Minhang, Shanghai, China

KSB中国在上海闵行成立工业 标准泵厂



### 2008

Shanghai Electric –KSB Nuclear Pumps and Valves Co., Ltd established as JV between Shanghai Electric Group (55%) and KSB Group (45%)

由上海电气集团(55%)和德国 KSB(45%)共同出资组建上海电气凯 士比核电泵阀有限公司成立



### 2010

Integrate all Valve productions into new factory in Changzhou, Jiangsu Province

集合阀门生产于江苏省 常州生产基地



### 2011

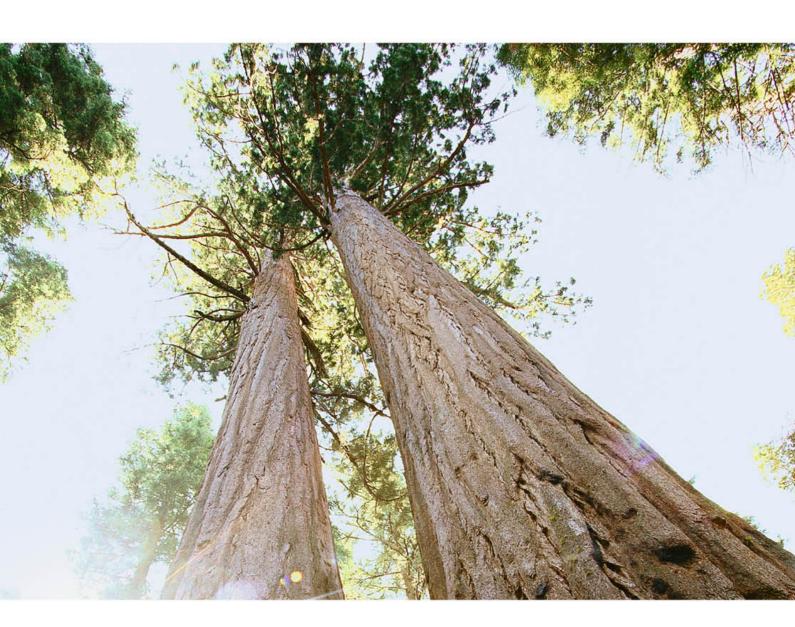
Completion of new Foundry of KSB Shanghai Pump in Minhang, Shanghai

上海凯士比于上海市闵行区新 铸造分厂竣工



### 今天

KSB公司拥有全球超过30个生产基地,并在100多个国家有附属公司和代表。



# We grow with your questions. You'll grow with our answers. 您的困惑促进我们进步。我们的解答帮助您成长。

We get the world moving. Promise. KSB is a leading supplier of pumps, valves and systems. They provide efficient and reliable solutions to the challenges of fluid transport.

我们承诺让世界流动起来。凯士比是一家卓越的泵、阀和系统供应商,提供可靠有效的流体输送解决方案。

Wherever you want water to come or go, KSB sets everything in motion to provide the world's most modern pump and valves. In fact, our products move far more than just water. They transport and manage virtually every type of fluid, and cope with any imaginable temperature, composition or hazard potential. KSB pumps and valves work just as reliably in the water and waste water sector as they do in industry, building services, power stations and mining.

As well as technical components, customers also ask KSB to develop complete plant systems and individual service concepts. Our answers include intake structures, pumping stations, pressure boosting or heating regulation systems, and comprehensive service packages.

KSB solutions always bear the entire system in mind. Our ideally matched open- and closed-loop control systems and sophisticated hydraulics ensure that all the components work together perfectly. Which keeps our customers' plant performance up, and their energy costs down.

凯士比拥有最先进的泵阀技术,可以让水随心所欲地流动。事实上,我们的产品不仅让水流动。它们可以运输和处理几乎所有液体,并应对任何可以想象的温度、液体成分和潜在危险。在工业、建筑服务业、发电站、采矿业及水和废水处理领域, 凯士比的泵阀产品都非常可靠。

除了技术方面的进步,凯士比也注重发展成套设备系统和个性化的服务理念以满足客户需求。我们可以提供吸入设备、泵站、增压或加热调节系统等完善的配套服务。

凯士比的解决方案始终将系统的整体性作为核心。我们的开环和 闭环控制系统与先进的液压装置完美结合,确保所有组件完美运 作、提高了设备的功效、降低了能耗。



# Our products are a hot favourite in industry. Even for ice-cold orders. 在工业领域,我们的产品是热门;即使订单要求订购制冷产品。

Some of our customers want to transport hot oil. Others want to make artificial snow. Whatever your branch of chemicals, petrochemicals or other industries, you'll find that KSB pumps and valves withstand extremes of temperature and pressure.

有的客户需要传输滚烫的油,有的客户需要制造冰冷的雪。无论任何行业,化学、石油化工或其他工业领域,凯士比的泵阀产品都可承受极端的温度和压力。



Aggressive, corrosive, explosive, solids-laden or viscous fluids, high pressures and extreme temperatures: our products carry on performing under the toughest conditions. KSB uses specialist materials and intelligent design to ensure top reliability and safety across industrial and process engineering applications. Our products transport acids, alkaline solutions and oils just as securely as fire-fighting water. Hot water and heat transfer systems require our pumps to move fluids at up to 400 °C. At the other end of the thermometer, snow cannons use our high-pressure pumps to turn "wet" into "white".

侵蚀性、腐蚀性、粘性、易爆炸和含固体颗粒的流体。高压和极端温度:我们的产品在最恶劣的环境下依然能够运行良好。凯士比使用独特的材料和智能化设计。确保产品在工业应用和流程工艺方面一流的可靠性和安全性。对于我们的产品来说,输送酸碱溶剂和石油就如同输送消防水一样安全可靠。热水和热传导系统要求我们的泵能够输送温度超过400°C的流体。而在温度计的另一端,我们的高压泵帮助雪炮将流动的水变成晶莹的雪。



### We want to generate more energy. While using less of it. 我们致力于高能效和低能耗。

Just like water, electricity needs to flow. Our power station pumps help to produce more energy. And we help them consume less themselves

电如同水,需要流动。我们的电站用泵致力于高能效和低能耗。

Energy is in high demand. Consumption continues to increase. So power stations have to run very efficiently and reliably. Advanced technology from KSB lets utility operators produce more and more power from less and less fuel. They want to generate electricity with maximum efficiency and minimum environmental impact. So the boilers have to run at very high pressures and temperatures. Even under these extreme conditions, our pumps and valves keep powering along. Increasing efficiency is also a question of design details - like KSB's special cellular surface wear ring. This reduces internal leakage loss in boiler feed pumps, extends the units' service life and increases the entire facility's operating reliability. We also make special valves from highly creep-resistant materials. They can withstand temperatures of up to 650 °C and pressures over 600 bar. Which guarantees the highest safety standards in every type of power station.

能源需求量居高不下,能源消耗日益增加,因此发电站必须可靠有效地运作。来自凯士比的先进技术能够以最小的能源消耗产出最大的电能。公共事业机构关注于以最小的环境影响和最高的能效产出电能。这要求锅炉必须运行于高温高压的条件下,即便如此,我们的泵阀依然运行良好。成功的设计细节也可以提高效率——凯士比独特的蜂窝面耐磨环便是其中一例。它减少了锅炉给水泵的内部泄露损失,延长了组件的使用寿命并提高了设备整体的运行可靠性。我们还使用高抗蠕变材料生产特殊阀门。这些阀门可承受高达650 °C的温度和600 bar的压力,从而确保在所有类型的发电站中保持最高的安全标准。

Equipment in high-output power stations has to withstand extreme pressures and temperatures. KSB design and materials ensure that CHTD turbine-driven feed pumps do exactly that.

服务于高输出发电站的设备必须能够承受高温高压。凯士比的 CHTD涡轮驱动给水泵运用独特的设计和材料,完美地解决了 这项难题。





### We improve life by bringing water in. Or taking it out.

我们让水随心所欲地流动,生活因此而美好。

Water is the stuff of life – if the quality and quantity are right. We supply desert-dwellers with vital drinking water. And use low-lift pumping stations to keep flood-prone areas safely drained. Our waste water pumps help industry and towns protect the environment.

水是生命之源——如果质与量适当。我们为沙漠居民提高重要的饮用水,我们使用低扬程 泵站确保洪水高发地区安全排水,我们的废水泵帮助企业和城镇保护环境。



Around the world, millions of people have inadequate water supplies. Millions more live in areas frequently flooded by rivers or oceans. State-of-the-art KSB technology is good news in both cases. Where people and crops need water transported over vast distances, our pumps ensure massive flow rates. A large volute casing pump for pipelines can transport up to 10,000 cubic metres of water every hour. Low-lift pumps with impeller diameters up to 2.65 metres can drain more than 60,000 cubic metres per hour from areas threatened by flooding. All around the world, our products keep wells, pumping stations, water treatment plants, flood control facilities and agricultural irrigation or drainage systems running smoothly. Our Mammouth butterfly valves come in diameters of up to three metres for water pipelines. Sewage works operators use KSB pumps for waste water and sludge, and value our high-performance mixers and tank cleaning units.

全球有数以百万的人面临缺水。而更多的人则生活在洪水高发地区。凯士比的尖端科技可以解决这两大难题。我们的高流速泵为居民和农作物提供远距离供水。一套大型蜗壳泵管道每小时可输水多达10,000立方。配备2.65米直径叶轮的低扬程泵每小时可为受到洪水威胁的地区排水超过60,000立方。在世界各地,我们的产品保证了水井、泵站、污水处理厂、防洪设施、农业灌溉和排水系统的良好运行。我们的Mammouth蝶阀适用于任何输水管。最大直径长达3米。使用凯士比泵产品处理废水和污泥的污水处理厂则对我们的搅拌机和洗舱组件报以高度评价。



## In building services, we aim to stay up top. 我们在建筑服务领域做到最好。

Our products serve every building level from underground garage to skyscraper roof. For example in hot water circulation, drinking water supply or waste water disposal.

每一个建筑环节都有凯士比产品的身影,从地下车库到摩天大厦的屋顶,从热水循环、饮用水供应到污水处理。

KSB sets its sights high. Building services are a case in point. Our pumps are at home in skyscrapers across the globe. They will, for example, be cooling the world's tall-est tower, the "Burj Dubai". KSB pumps and valves are at the heart of numerous hot water, heating, air-conditioning and waste water systems in offices, airports and indus-trial complexes. Automation solutions like the PumpDrive variable speed system or the "LevelControl" system make life easier in high-rise blocks' complex water, cooling and heating systems. They also lower the pump units' operating costs.

凯士比为自身制定了高远的目标。在建筑服务领域的表现就是证明。我们的泵产品出现在全球各地的摩天大厦中,例如,为世界最高塔"迪拜塔"降温。凯士比泵阀是办公室、机场和工业部门的热水、供暖、空调和废水处理等诸多系统的核心。PumpDrive变速系统和"LevelControl"系统等自动化解决方案可轻松解决高层建筑用水加热和冷却的难题,并可成功降低运行成本。

The Hyamat pressure boosting unit takes water all the way to the top storey. Its intelligent speed control cuts pump drive energy consumption to a minimum.

Hyamat<sup>®</sup> 增压组件将水输送至建筑顶层,其智能控速 技术将泵的驱动能耗降至最低。





### And we get to the bottom of any mining hallenge. 我们可应对来自采矿业的任何挑战。

Whether miles underground or open-cast, we always dig deep for the best solution to solids hydrotransport.

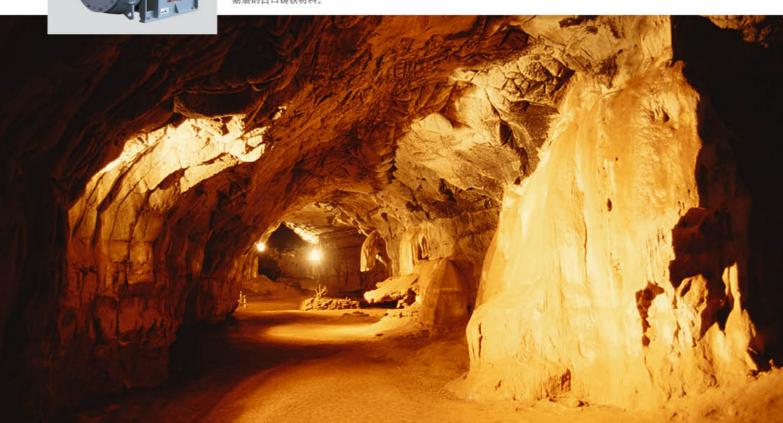
无论地下或露天,我们始终深入发掘对固体进行液压输送的最好方案。

Mining is tough. KSB has the skills to match. And solutions made from the latest abra-sion-resistant materials. Our American subsidiary GIW Industries supplies slurry pumps for transporting solids-laden mixtures in mines, coal or sand processing and suction dredgers. In Mongolia, we are digging into the record books. The country's Erdenet copper mine uses one of the largest slurry pumps ever built – to move up to 15,000 cubic metres per hour of mixed mud and stone. A variable speed 3000 volt motor helps keep the giant's running costs at rock bottom.

凯士比卓越的技术,例如最新型的耐磨材料,足以应对采矿业的高难度要求。我们的美国分公司GIW生产的浆液泵可为矿山、抽水机和煤砂加工过程泵送含固体颗粒的混合物。我们在蒙古创造纪录:将有史以来最大的浆液泵用于Erdenet铜矿,该泵每小时可泵送多达15,000立方混合砂石泥浆;同时,3000伏变速电机确保将运行成本降至最低。



Slurry pumps have to transport highly abrasive mixtures. To increase their service life in the face of such challenges, KSB has developed extremely wear-resistant white cast iron. 为了延长泵送高磨损性混合物的浆液泵的使用寿命,凯士比开发了极端耐磨的白口铸铁材料。



Service 服务 17

### We like to go far. To be near all our customers. 我们志存高远,贴近客户。

To KSB, service means being anywhere you are.2000 highly trained special-ists from around 120 service centres do everything to keep your plant run-ning the way you want it. Day and night. 凯士比的服务无处不在、无时不在。来自全球120个服务中心的高素质的专业技术人员将随时竭尽所能确保我们的产品完美运行。

Our Service network extends across every continent. So we are always where you need us. If you want us right on hand, we can set up service centres at your sites. That keeps downtimes in important processes to an absolute minimum. And whether it's irrigation in the Sahara or refining in Siberia, we can install the pumps, valves or complete systems you choose.

KSB is already the European leader in pump and valve service. We are opening more service centres every year. So wherever you are tomorrow, KSB know-how will be even closer than it is today. 我们的服务网络遍布全球:我们会出现在您需要的任何地方。如果您需要即时服务:我们可以专门为您设置服务中心:将关键工序的停工期降至最低。无论是撒哈拉的灌溉工程;还是西伯利亚的提炼工厂;我们都会按照您的需求安装泵、阀或成套系统。

凯士比已成为欧洲泵阀服务行业的领军者,同时还将设立更多的 服务中心。无论明天您身处何处。



### Tell us your wishes. We'll turn them into technical reality.

### 说出您的愿望,我们将用技术实现。

Your demands on our technology drive all our activities in Research and Development. Our technicians and engineers want KSB to find new solutions quicker than anyone else – solutions to the latest requirements in fluid transport. So that sharpening up our technology makes you even more successful.

您的技术需求激励我们的研究和开发。凯士比的技术人员和工程师将以最快的速度提出能够满足您对流体传输的最新要求的解决方案。我们久经考验的技术必将助您取得成功。

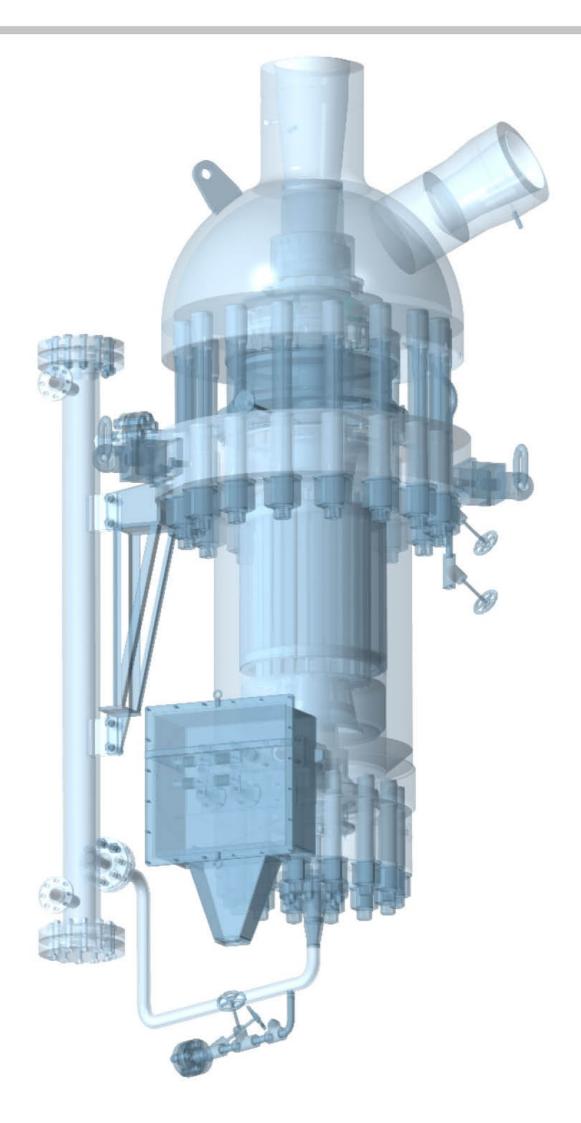
Close cooperation with customers determines our search for better products. KSB specialists in hydraulics, materials technology and automation carefully analyse market needs, and develop solutions that will continue to meet them. Up-to-date methods get products to market faster. Computational flow simulation improves pumps' and valves' hydraulic characteristics. Numerical modelling helps predict alloyed materials' properties without expensive testing. International university collaborations give our research centres in Germany, France, India and the USA access to the latest scientific findings. So we develop products with longer service lives, lower maintenance and energy needs, greater reliability, and improved environmental profiles.

Our research has one constant goal: to make pumps, valves and systems that perform better, suit applications more precisely and use less energy. So that you can achieve more and more with our products. 与客户的紧密合作激励我们开发更好的产品。凯士比的水力学、材料学和自动化技术专家将认真分析市场需求并提出最有效的解决方案,而迅速有效的解决方案将产品更快地推向市场。对传输过程的计算机模拟提高了泵阀的液压特性。无需成本高昂的测试,使用数值模拟即可预测合金材料的性能。我们与德国、法国、印度和美国的多所大学合作成立研究中心,可以迅速获得最新的技术成果。因此我们开发的产品具备使用寿命长、维护成本低廉、能耗低、可靠性高和环境污染少等诸多优点。

我们的研究目标始终如一: 让泵、阀和系统的表现更完美, 以更少的能耗满足客户更多的需求。因此, 我们的产品必能助您获得更大的成功。



A pump's hydraulic contour determines its efficiency and energy consumption. 3-D virtual modelling lets KSB calculate ideal dimensions quickly and precisely – for example inside a boiler recirculation pump. 泵的液压结构决定了效率和能耗。凯士比使用3-D虚拟建模技术精准快速地计算出最合适的尺寸,例如锅炉循环泵的内部尺寸。



## Ideas can start locally. But good ones make a whole world of difference. 我们转动您的世界



There are two pillars to successful technical innovation: extensive experience and an acute sense of future demands. Bringing those together takes customer benefit and technological progress to new heights.

技术创新成功的两大支柱: 丰富的经验和对未来敏锐的判断。二者兼备方可实现技术进步并为客户赢得效益。

KSB has been improving fluid transport for over 130 years. That steady focus has brought major changes. Company founder Johannes Klein's first pump managed only a few cubic metres per hour. Today, our top performers move more than 60,000. Achievements like that flow from years of research into hydraulics, materials develop-ment and automation. But innovative technology is just part of the story. To make our customers truly successful, we add first-class service. That boosts their facilities' per-formance, reliability and efficiency.

Which makes what we call intelligent solutions - with a tomorrow.

凯士比公司致力于流体传输已有逾130年历史。长期的钻研终于带来巨大的变革。公司创始人Johannes Klein的第一台泵每小时仅能传输几立方流体。如今,我们一流的产品每小时可传输超过60000立方流体。如此巨大的成就得益于多年来对水力学、材料开发学和自动化技术的研究。不过,仅有技术创新尚嫌不足。凯士比公司还为客户提供一流的服务。只有一流的服务才能提高设备的性能、可靠性和效率。

这就是我们的未来智能解决方案。

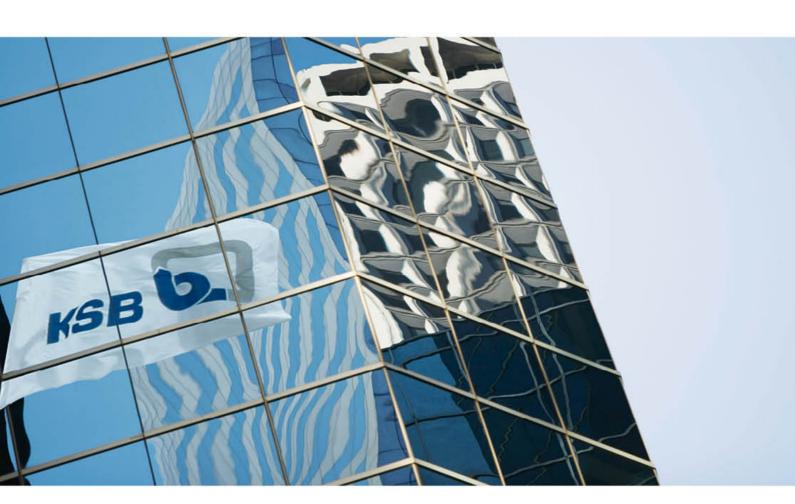


## We owe our success to lots of heads. And even more hands. 我们的成功取决于决策者,更取决于执行者。

A company's innovation and performance depend on its staff. So we create the environment for people to commit all their expertise and efforts to serving customers.

公司的创新性和表现力取决于员工。我们为员工创造良好的环境,激励他们努力工作,以自身的技术和经验服务客户。

World-class technology and innovative products don't happen by chance. Behind every KSB success there is a whole team of employees. An on-going dialogue with customers helps them develop new solutions to fluid transport. Years of experience and extensive knowledge make them valued business partners. Our pump and valve experts track all the relevant technical trends, keep right up to date, and know their markets inside out. 凯士比拥有世界一流的技术和创新性的产品。这绝非偶然。每一个成功的背后都是整个员工团队的努力。与客户持续的沟通促使他们开发出流体输送的新方案:多年的经验和广博的知识帮助他们成为您重要的商业伙伴:我们的泵阀专家关注市场内外。追踪技术走势,确保我们的产品始终处于行业前沿。



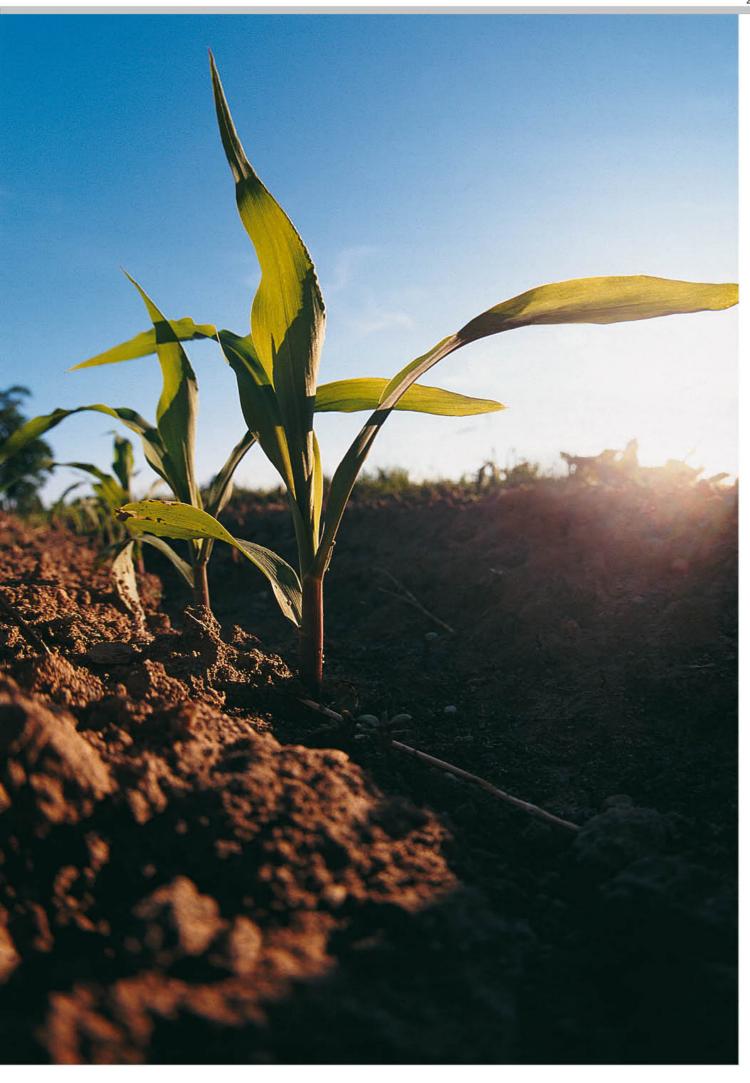
We speak our customers'
language. And understand
exactly what they want.
读懂客户的语言,了解客户的需求。

KSB has been thinking and acting globally for decades. Our manufacturing sites, sales companies and service centres cover all five continents.

凯士比实行全球化战略数十年,我们的制造工厂、销售公司和服务中 心遍布全球。

In the modern world, people have contacts everywhere. Markets are closely interlinked. And KSB is always nearby. We have manufacturing facilities, sales companies and representatives in more than 100 countries. So our products, services and employees are never far away. That makes contacting KSB specialists very easy. Get in touch whenever you want, wherever it suits you. And let our speed, flexibility and quality work for you.

当今世界,联系无处不在,人与人之间,市场与市场之间。无论如何,凯士比都伴您左右。我们在超过100个国家拥有制造工厂、销售公司和服务中心,我们的产品、服务和员工就在您身边。您可以随时随地联系我们的专业人员,获得我们迅速便捷、灵活合理和品质卓越的服务。



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