

# Pumping Synergy

They say two heads are better than one which is why PSV bought out APE to form APE Pumps.

The union promises to offer a more extensive service by far. "APE is more of a local company in South Africa and it's also an OEM with its own units. PSV is more global and aims to push its products through APE into the local market," Peter Robinson of PSV tells "SA Mechanical Engineer."

**Our combined portfolio of pumps and projects will be very powerful in South Africa and over our borders**

APE develops, manufactures and refurbishes pumps and is known for its vertical turbine designs. Added to this mix, are PSV's water reticulation projects, their manufacture of pumps, valves and fuel handling systems and supply of specialised piping and consumables. "We'll start putting projects together between us as a joint effort. The workshop will become one unit and as such we'll have one



Peter Robinson, managing director of APE/PSV

machining centre where everything will be manufactured, but we will still sub-contract to various machining shops. Our combined portfolio of pumps and projects will be very powerful in South Africa and over our borders," envisages Peter.

## Better together

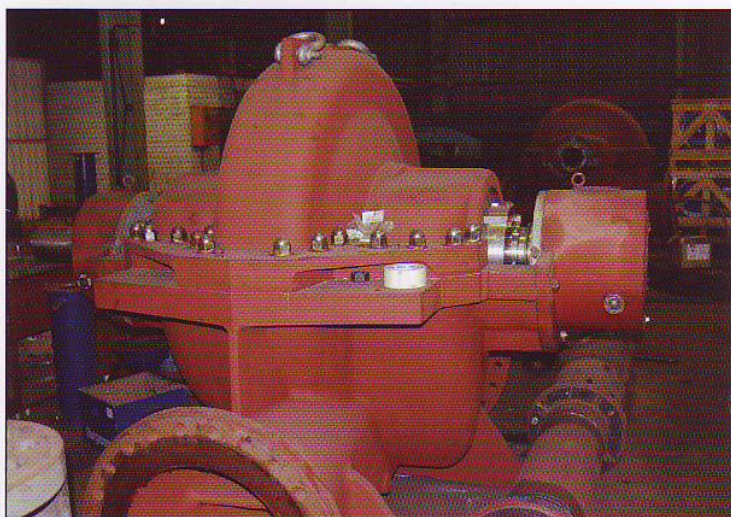
"We are increasing the capital capacity here and have just ordered new machinery such as CNC machining centres and lathes." Peter acknowledges that although APE doesn't have the demand, he is positive that together with the demand for PSV, the workshop will be kept busy. The two companies will continue to manufacture their respective products but work synergistically, dealing in both the manufacturing and contracting side.

"The PSV machines have similar components; it's just a different product range that guys will be working on," says Peter. The technicians at PSV are capable of refurbishing APE bearings. In the same way, APE technicians have already started to build PSV's products: for example a multi-stage which was built in Zambia in December. As Peter explains, "The synergies are there and will be knitted together."

## Staff complement

APE Pumps will be involved in operations, for example in running plants for companies; this is partly due to the dearth of relevant technicians. "We'll do the maintenance for a company over a period, but we want to carry their staff complement and take over the whole thing. Then there's no argument." Peter says that rather than designate various jobs in a contract to, for example, an electrical engineer and mechanical engineer, why not just give the mechanical guy the whole project? "If we do the mechanical we must do the electrical side too."

"We built the 35km pipeline from Walker's Ferry



Existing product lines will continue



Even the exterior at APE's plant is being touched up

