

KSB

# Sustainable purchasing implemented with Veolia Eau

Veolia Eau selected a sustainable purchasing policy. KSB, a strategic supplier of the company, conformed to this strategy by undergoing a very positive “sustainable development” audit. Explanations are provided below!



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## OUR CUSTOMER

**Corporate name**  
KSB SAS

**Context**  
In France, the KSB group produces and manufactures pumps, valves and fittings, for numerous applications in the following sectors: industry, energy, fresh water, sewage and construction. It also supplies associated services (assembly, repair, maintenance, etc.) nationwide.

**Sales turnover**  
EUR 314 million

**T**he Purchasing department of Veolia Eau France launched an audit campaign in order to analyse the “Sustainable development” performance of its strategic suppliers. There are positive results for KSB, strategic supplier of Veolia Eau, as the company obtained a score of 78/100, with 74/100 for the environmental field, 84/100 for the social field and 77/100 for the economic field. KSB therefore has a higher score than the average score in its sector (74/100). The suppliers of the Lille-Sequedin site were involved in this impressive feat.

## Fifteen points won

For some time now, KSB has preferred environment friendly solutions. From 1980, the company has been using products with low environmental impacts: recycled “green” cutting oils, food quality lubricating oils for the submersible pump bearings, etc. The eco-design implemented in 2003, in addition to analysis of the life cycle for the main product from the Lille-Sequedin factory, the Amarex N pump for sewage water were performed in cooperation with Cetim. They allowed the company to gain fifteen hydraulic output points.

The electric consumption was reduced and it was possible to rationalise wear parts. The use of vegetable oil, application of solvent free paints and reduction of waste to be processed were made a priority.

## A progress approach

In 2006, the “Green House Gases” assessment of the Amarex N pump drawn up by Cetim in partnership with Ademe and Profluid allowed the CO<sub>2</sub> impact to be estimated and reduced. This progress approach is now applied to all pumps in the factory. It also governs manufacturing of Amri butterfly valves in another factory. Finally, the carbon footprint of the entire activity of the Lille-Sequedin site was assessed in 2006-2007 in conjunction with Cetim after the awareness and understanding of the challenges connected with greenhouse gas emissions.

## Cetim's asset



**The strategy undertaken by KSB with Cetim led to its participation**

**in the Gipem operation of energy diagnosis and transfer of know-how in energy management. It ended for KSB with savings on lighting, heating and painting.**