

Internationality

The “United Nations of KSB Canada”

KSB’s Canadian subsidiary is based in Toronto, Canada’s largest metropolitan area, where almost 50 percent of the population is foreign-born. That makes this metropolis of five million on Lake Ontario one of the most culturally diverse cities on the planet. Yet, KSB Canada exceeds the region’s rate of diversity; more than 80 percent of employees were born outside the country.

“The best way to describe our team would be to call us the ‘United Nations of KSB Canada,’” explains Jens-Uwe Strunk, who has headed the Canadian subsidiary as Managing Director since early 2004. In fact, Strunk is the only German in the operation, but he believes it’s exactly this culturally diverse makeup that creates a dynamic and unique work environment. Prior to his deployment, Strunk worked for KSB Germany where most of his colleagues were German. Now he heads a team of 16 representing 13 nationalities and all continents except Antarctica.

“Having experts from all over the world on your team is a real benefit – and adds to the success of KSB Canada,” says Strunk. “Coming from different corners of the globe, we are well prepared to fully understand the versatile business requirements of our customers. This is a big plus, especially when working with Canadian consulting firms with engineering projects at various overseas locations from Pakistan to the Middle East and South America.”

Majid Hadavi, an extremely experienced professional engineer who started his career more than two decades ago in his native country Iran, heads the water and waste water division for Canada.

Mike Blundell, from New Zealand, who graduated as an electronics engineer in the UK prior to emigrating to Canada, leads the industrial and energy sector, which enjoyed healthy double-digit growth in 2008.

Morris Liu, from China, heads the KSB regional office in Calgary, which opened in 2006 and focuses on Alberta’s booming oil sands business as well as on Western Canadian consulting firms handling domestic and international projects. (Canada has the second greatest oil reserves in the world.)

“Most of us speak English with a nice accent,” says Strunk, “except for our business administration and controlling department, where we are ‘totally’ Canadian” – referring to his colleagues Christine Moore and Carol Laforet in accounting and personnel.



International: Jens-Uwe Strunk (right), Managing Director of KSB Pumps Inc., with his multilingual and culturally diverse team.



Almost half of KSB Canada's staff members began their KSB career outside of Canada. "Canada is a dream destination for immigrants, so we receive many enquiries from experienced KSB colleagues from around the world," says Strunk. "Adding these colleagues to our team is a win-win situation. We get people we don't have to train from scratch and our customers can count on KSB professionals with lots of expertise!"

Most of the employees are multilingual and there are eight languages spoken among them. Liu, for example, studied at the university of Kaiserslautern, Germany, and later worked in Germany. So, it is no surprise that he brings fluent German to his job, in addition to Mandarin Chinese and English.

Nobody has come further to be part of the KSB Canada team than Gary Zeidler, who heads the service department that was created in 2005. He hails from Queensland, Australia, more than

16,000 km away. Generally, children follow their parents when Dad or Mom gets transferred, but Zeidler accompanied his son to Canada so the teen could pursue his dream of being a better ice hockey player. That move paid off when the 17-year-old played for the Australian national team in 2007.

Running the 'United Nations of KSB Canada' sometimes creates interesting anecdotes. "More than once we welcomed colleagues from warmer climates like Malaysia, India or Venezuela – some of them had never seen snow or felt frost," says Strunk. "To prepare them for the Canadian winter and keep them warm, we took these fellows under our wing and supplied them with the proper survival apparel – from thermal underclothes to warm gloves and a good scarf."

KSB Pumps Inc. in Canada

Launched in 1990 as a fully-owned subsidiary of KSB AG, the Canadian operation has turned into a diversified sales organisation offering engineered pump solutions and professional installation and maintenance service. Headquartered in Mississauga, Ontario (part of the greater Toronto metropolitan region), KSB Pumps Inc. serves Canadian customers coast-to-coast. The company currently employs a staff of 16 – and works closely with selected local distributors. While

Western Canada is supported through a regional sales office in Calgary, Alberta, KSB has started a new office in Quebec to enhance its presence in the French-Canadian market.

KSB pumps and mixers can be found in many municipal and industrial installations across the country. One of the most spectacular applications includes the world's deepest submersible pumping station at an Ontario treatment facility. For decades, many

of Canada's pulp and paper mills rely on the every-day-performance by low-maintenance boiler feed pumps from KSB. Most of these pumps arrived in Canada in the 60s and 70s – and were provided by a regional distributor who still works closely with KSB. Among the latest Canadian success stories are rugged pumps used in Alberta's giant oil sands that will provide the energy-hungry world with fuel for decades to come.