DESMI - Proven Technology

Founded in 1834 DESMI is one of Denmark’s oldest companies and we are proud of having a long history supplying good, reliable solutions, maintaining an innovative approach and utilising the opportunities on the global market.

In 2011 DESMI was awarded the prize Entrepreneur Of The Year in Denmark. The jury found that DESMI is a shining example of a business that has shown the courage, the will, and the ability to embrace the global market.

We have what we believe is the right mix of hard work, skills and perseverance. These factors are vital in the daily work and, combined with our overall strategies, the parameters that are leading DESMI to the Next Level as One Global Company.

We consider ourselves a dynamic company with a solution-oriented approach, be it pump solutions and systems for any kind of liquid handling, environmental equipment for the recovery of oil spills or contracting activities. This is recognized by businesses all over the world in any of the more than 100 countries where we are finding our clients, and we base our development and solutions on our customers’ needs.

To develop, manufacture, sell and service pumps and pumping systems, environmental equipment, and special products related to these areas – meeting the needs of customers around the globe. That is our mission and we are pleased to serve you.

Henrik Sørensen, CEO
Proven Technology. The two words describe the commitment of DESMI within our field of operation.

DESMI pumps are characterised by first-class design and are recognised by our customers as being reliable, efficient, functional and durable.

Our product quality, ability to adapt solutions and a high level of technological expertise are all factors that make us a serious partner focused on the environmental footprint, energy optimisation, CO₂ emission and a good working environment.
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ABOUT DESMI

DESMI has specialised in the development, manufacture, sale and service of pump solutions for marine, industry, oil spill combating, defence & fuel and utility operating globally but acting locally.

Our product range - completed by products from other leading, world-class manufacturers - is complemented by related services such as the design and installation of pump systems and after sales service through our network of service centres.

The DESMI pumps and systems are sold to more than 100 countries via a network of subsidiaries and distributors on six continents.

In order to fulfill customers demands for more complete systems, including DESMI pumps, we are providing solutions and systems as well as single standard pumps or components.

Green technology and environmental consciousness in general are very important issues to us, and all our products are manufactured in compliance with the present regulations.

Consequently, environmental considerations play an important role when we choose materials for our products and optimize their operational efficiency.

With focus on the individual needs of our customers we are providing solutions based on proven technology.

Entreprenør af året 2011.
The Danish Jury stated:

“DESMI’s story is one of true innovation. Over the years, the company has undergone radical transformation to focus its business on an area where it now commands a leading position. The company has demonstrated its ability to compete with the largest players in the global market and generate growth in the top as well as the bottom line.

DESMI has managed to adapt to a market where quality, innovation and price are key competitive parameters. DESMI has managed to expand its position in the value chain while at the same time forming strategic partnerships in and outside Denmark – factors that will drive its success now and in the future.”
The DESMI Vision:

By focusing on customers’ needs it is our vision to generate further sustainable and viable growth in activity and profit, operating as One Global Company.

Indeed, our subsidiaries throughout the world in conjunction with our main factories in both Denmark and China bring us closer to our customers, which characterises DESMI as a strong, global company.

For more detailed information, please visit www.desmi.com.
Thousands of DESMI pumps are at work on the seven seas, and these pumping solutions are living proof that our customers are satisfied with the performance of our products.

For more than 50 years we have supplied marine pumps to the world’s fleet - from the largest container ships to the smallest fishing vessels. Regardless the size of the ship we know the owners’ demands for many years of trouble-free operation. In recent years we have also taken on the supply for offshore installations worldwide.
Engine room pumps
For half a century we have supplied reliable pump solutions to vessels around the globe with the best in marine pumps & systems. They are living proof that DESMI customers are satisfied with the performance of our products. Be it for the world's largest container-ships or small fishing vessels, we know the owners’ demands for many years of trouble-free operation.

Control system
Several vessels have been equipped with the DESMI OptiSave™ control system and variable speed drives for energy efficiency and reduction of the flow of the pumps to match the required demand.

Cargo
The NDW pumps from DESMI are energy efficient and well proven for pumping various media – from LPG and LEG over sulphur to a wide range of chemicals to CO₂.

Fine-Fog™
Fine-Fog™ is a fixed water based fire fighting system for local application, developed to suppress or extinguish fire at an early stage before releasing the total flooding system. Fine-Fog™ is approved by the major recognized classification societies.

Ballast water treatment system
We are providing fully approved and certified ballast water treatment systems which exceeds the IMO requirements without any need for adding chemicals or additives. Our systems are developed for being easy to operate, effective in any water salinity or temperature, and they have very low power consumption and low maintenance costs. Simply plug and play, anytime and anywhere.

Offshore
Thanks to some 50 years of supplying pumps for the marine and offshore markets DESMI has developed a unique know-how. Our highly skilled staff guides our clients in the right direction when choosing the perfect pump for the job. We stand for reliability, minimum down time, available spare parts around the world, service, and quick delivery of replacement pumps.
The key factors in all areas of the process industry are reliability, productivity and performance of the production plant. These are precisely the parameters addressed by the DESMI range of products, systems and services for the industry segment.
Examples of applications:

Chocolate
Half a century of experience in the production of pumps for the chocolate industry and close collaboration with some of the leading producers of plants have resulted in unique pumps which meet the high requirements for careful treatment of chocolate products.

Asphalt & bitumen
DESMI has a full range of different pumps and matching equipment supporting the handing of bitumen products. Including unique features suited for today’s needs and new polymer based formulations - we have the solution.

Sugar & molasses
Our pumps are used for pumping different sugar products from cane and beet juice to molasses and finished sugar solutions.

Isocyanate
The leading isocyanate producers are recommending our magdrive pumps as they have been successfully used for a long period of time in many different applications.

Oil blending
We are one of the leading supplier’s to global EPC oil blending projects. Our pumps are used for field gathering, tank circulating, crude oil treating and high-capacity terminal applications.

Soap & detergent
Special product features are necessary for being a supplier within this field of the industry. We have the products asked for – and a large number of pumps in operation.

Paint & ink
For decades our pumps have been used in the paint and ink industry - not least thanks to the magnetically coupled design, ensuring less downtime and lower operating costs.

Pulp & paper
We have the products, the knowhow and the field experience to be the first choice supplier of positive displacement pumps within the pulp and paper industry.

We are making the solution to match the dedicated requirement.
The oil spill response solutions from DESMI are trusted in the industry. Whether the requirement is for offshore or the shoreline area, the Arctic or Equatorial environment, we continue to deliver proven solutions for all spill conditions at the very best life cycle costs.

DESMI Oil Spill Response has segmented its markets into operational, climatic and environmental areas. This has focused the equipment design and supply accordingly and created a comprehensive range of proven oil spill solutions.

For offshore operations, DESMI can boast some of the largest booms, recovery systems and temporary storage tanks in the market today. In addition, we can offer controlled or In-Situ burning systems, developed by DESMI AFTI and deployed to such good affect in the BP Deepwater Horizon spill. For the near shore, shoreline and beach environments, the equipment focus shifts to light weight, man portable systems for ease of deployment and recovery.

As the exploration for oil and gas enters areas of greater environmental vulnerability, the need for reliable equipment is doubly important. DESMI have answered one specific challenge with a new range known as the ARCTIC. This is a special tool kit of systems to enable the containment, recovery and storage of hydrocarbons in the Arctic environment.

DESMI can also offer a specialist range of skimmers and systems to suit the requirements of industry including in-tank skimming. This equipment is typically manufactured from high nickel alloys to resist severe, sour applications.

Aside the equipment detailed above, DESMI have a significant range of oil spill recovery vessels (OSRVs). The steel Pollcat boats are available up to 24 metres and are supplied with unique zero velocity ‘mop’ skimming systems positioned between the catamaran hull. This system allows for the collection of oil at speeds of up to 5 knots and compliments other systems such as dispersant spraying. Vessels including aluminum landing craft and rigid inflatable boats compliment the DESMI OSRV line up.

The efficient, safe and reliable operation of all this equipment is a requirement of both DESMI and the customer. In this regard, we offer worldwide, comprehensive training and commissioning. These can be offered to internationally recognized accreditation levels including IMO.

DESMI Oil Spill Response can offer the complete package of proven oil spill technology.
Utilising products from other world class equipment suppliers to compliment the extensive DESMI pump range, DESMI design and build liquid handling solutions used by military forces around the globe. Based on many years experience with systems suitable for working in austere conditions and environments we provide total liquid management – from project management and systems integration to procurement and logistics planning.

Defence – grey ships
DESMI has a history going back many years of providing pumping solutions for military applications not least within the Naval sector. Client demands for equipment reliability under adverse conditions have made our solutions the choice of many Navies.
Fuel
Refinery to end user and all the steps in between - DESMI offers practical solutions across the full range of applications. For use in both the military and commercial sectors, our fuel systems offers proven equipment with reliability and versatility as a key function.

Aid
Speed of deployment is essential in disaster relief situations and the DESMI standard containerised fuel system provides instant fuel services in areas where the local infrastructure is damaged or unable to cope. Our systems are built with air transport in mind and can be supplied on aircraft standard pallets or in air cargo containers.
DESMI provides pumps and pump solutions for the supply of domestic water, district heating/cooling and wastewater.

Operational reliability, energy optimization and service-friendliness are essential headlines for a business that services cities, buildings and not least, people.
Energy efficient and reliable pump solutions for wastewater, district central heating/cooling and fire-fighting

Examples of applications:

**District central heating/cooling**
District central heating is an efficient heating source often produced from local energy sources such as waste, biomass and surplus heat from industry. For all types of heating plants DESMI has many years of experience when it comes to the supply of energy effective pump solutions that match sustainable energy. Naturally, we also provide solutions for central district cooling systems.

**Wastewater**
Transportation and treatment of wastewater is an essential function in a modern society. Wastewater has to be transported from households and industries to the wastewater treatment plants where it will get the most optimum treatment with the least possible impact on people and nature. We have vast experience in designing pumping stations which are an essential part of wastewater treatment systems. We offer complete pumping stations with among others wells, pumps, controls and pipings.

**Landbased sprinkler systems**
Moreover we offer dimensioning and guidance when complete units for fire protection, including electronic control, are supplied. All solutions are in accordance with national as well as international fire-fighting regulations. The units can be supplied as a permanent containerized solution or as a transportable unit.
DESMI Contracting A/S has specialised in project management and handling of turnkey solutions and diverse projects all over the world. For more than 30 years DESMI has undertaken project work in connection with international tenders and is known for supplying projects in time and to the full satisfaction of the customers.

Our dedicated, competent and experienced project team – supported by local trading partners – is ready to co-operate with our customers during all project phases often leading to long relations. This ensures a successful and sustainable project implementation, regardless of the size of the project.

DESMI is a project management specialist and the goal is to assist our customers through all phases of a project and to ensure an appropriate project financing, e.g. via:

- Public means
- Export credits
- Banks
- Donations
- Various combinations

DESMI Contracting A/S focuses on projects within utility, education and health, and supports other areas within public supply, energy, infrastructure, and environment.

We are experts within:

- General project management
- Needs assessment
- Equipment definition
- Project financing
- World-wide sourcing
- Purchase
All DESMI products are developed, produced, and marketed under the ISO 9001 quality certification and satisfy all quality requirements as specified by customers.

DESMI products must be of such a quality that our customers consider them to be reliable, functional and of a good design thus fulfilling the promises in the DESMI sales and bid material and with the result that our customers associate the DESMI name with quality.

DESMI products must not be dangerous or in any way be a security risk to the customers/end-users when handled and used correctly. DESMI products are designed and must be designed in such a way that they comply with the existing legislations.

Within the shipping industry we can also deliver a DESMI product appendix to the Ships’ Green Passport. Health & Safety onboard the ship during operation, repair, conversion and recycling are key concerns to DESMI.

If DESMI performs contract work, the products will be developed and/or produced in accordance with the same quality instructions that apply to DESMI products and any supplementary requirements specified by the customer.

The product quality, our ability to adapt and a high technology level guarantee our customers a partner and a serious problem solver who can offer recognised and durable products.
DESMI is a socially aware and conscientious company playing an active role in the local community. Therefore we have for many years been official sponsor for sports and culture events around the world.

Health, Safety, Environment & Quality
DESMI ensures a healthy working environment. We care for each employee’s physical, mental and social well-being and we are committed to provide safe working conditions in a working environment with contrasting diversity in language and culture.

Our good quality is ensured by our staff
DESMI’s largest asset is our dedicated staff. Their key skills and combined competences ensure that the ‘DESMI’ of the future will continue to be based on good ethics and healthy values. Customer oriented behaviour, humour and readiness to change are some of our key values.

Corporate Social Responsibility
Image, ethics and conduct, corporate social responsibility, environmental impact and UN Global Compact are all integrated in the overall DESMI group strategy as it is our conviction that respect for the individual and sustainable products and production must be the basis of continued growth of the group. In this respect we have so far primarily focused on our own activities - but we are also convinced that our best opportunity to improve our impact on the external environment is by developing products and concepts that support a reduction in energy consumption and thus reducing their environmental impact.

Consequently we attach great importance to ensuring that our products are designed, manufactured, used and disposed of in an environmentally sound way.

We will seek to base our work on a corporate social responsibility within all group companies through the boards of these companies, working on ensuring that at any time all companies in the group can implement an environmental certification in accordance with the ISO 14001 standard.
The efficient and reliable operation of DESMI products is a requirement of both the customer and DESMI. In this regard, the DESMI Service Team can support and enhance these operations on a global scale.

The DESMI Service Team are all factory-trained and available to answer both your technical and practical demands.

The DESMI Service Team can also offer customized programmes to meet specific client requirements and be your partner of choice.

In case of emergency breakdowns, we can send pumps and equipment within 48 working hours or access our global parts database and have the equipment operational in the shortest possible time.

DESMI Service Team supports a working culture based on an appropriate respect for health, safety and environmental issues.
Our dedicated global DESMI Service Team delivering local service

- Quality
- Reliability
- Partnership
- On-site
- Documentation support
- Customized programmes
- Flexibility
- Online/phone support
- Global service
The mission of DESMI is to develop, manufacture, sell and service pumps and pumping systems, environmental equipment, and special products related to these areas.