

PRIMING THE PUMP



LOCATION:

Mansfield, OH

SCOPE OF ENGINE USE:

Cat® C2.2 US EPA & CARB Tier 4 Final, EU Stage V Industrial Engine

Cat® C4.4 US EPA & CARB Tier 4 Final, EU Stage V Industrial Engine

Cat® C9.3B US EPA Tier 4 Final, EU Stage V Industrial Engine

Cat® C18 EU Tier 4 Interim Industrial Engine

CAT DEALER:

Ohio Cat

www.grpumps.com

FROM ICEBOX TO INDUSTRY LEADER

Adapting to a changing marketplace is part of Gorman-Rupp Pumps' DNA. In the midst of the Great Depression, the company's founders created the first self-priming centrifugal pump to remove excess water from iceboxes — the precursor to the modern refrigerator. Once refrigeration became a viable technology, they shifted gears, first redesigning icebox pumps for trash-handling applications and eventually expanding into a full line of self-priming centrifugal, standard centrifugal, submersible, rotary gear and diaphragm pumps for the wastewater, oil and gas, fuel transfer, construction and industrial markets.

So, it's no surprise that when Ohio Cat approached Gorman-Rupp about designing a custom package featuring Cat® industrial engines for the dealer's rental fleet, the company jumped on the opportunity. The first few pumps were a hit with Ohio Cat's customers, so Gorman-Rupp expanded the lineup and began distributing it through other Cat dealers. Today, different models are available at dealerships and Cat Rental Stores across the world, and the Cat dealer network ranks as one of Gorman-Rupp's largest customers.

WATER, WATER EVERYWHERE

"Wherever there's construction work, there's water and there's a need for pumps," says Matt Olivieri, north-central district manager for Gorman-Rupp. One of the company's most popular products with construction contractors is the PA Series, powered by a

POWER PROFILE: GORMAN-RUPP PUMPS

Cat C2.2 engine. The PA6D60C is a priming-assisted pump ideal for dewatering, pond drainage or relocation, bridge rework and a host of other water-related tasks common on construction sites. Two other pumps with Cat engines — the PAH8A60 and PAH8A65 — are often used in mining and quarry operations, where more force is required to pump liquids hundreds of feet. Powered by a Cat C9.3B engine, either model allows customers to push water with a single pump instead of needing two or more to do the same job.

Adding value through design. Dependable performance is a top priority for contractors who buy or rent pumps, which often run long hours on jobsites where those assigned to operate and maintain them aren't pump experts. Gorman-Rupp and Ohio Cat work together to design packages that stand up to abuse and are simple to use. Once an engine is delivered from the factory, Ohio Cat adds specialized mounting rails, extensive safety guarding and value-added service components like extra radiator drains and oil pan drain valves. "Everything we add is based on customer feedback to make operation and maintenance safer and easier," says Matt Abahazi, industrial engine sales representative for Ohio Cat.

Support when and where it's needed. Just as important as dependability is serviceability, and that's one of the biggest advantages of buying or renting a Cat Powered Gorman-Rupp pump. "Because there are so many more Cat dealers and rental stores than other service providers, if you have a pump with a Cat engine, you can get service close by and parts in a timely manner," Olivieri says.

New customers, same priorities. With the rental market expanding, and Cat Rental Stores increasing pump offerings to give contractors access to a full range of jobsite equipment, Gorman-Rupp expects sales of its Cat powered pumps to keep growing. True to its nature, though, the company continues to look for opportunities to build its customer base and in 2020 debuted a new line of commercial pumps with Cat engines that will be sold through other distributors. "There's a large customer base that prefers Cat engines for the same reasons we do — because it's a heavy-duty, high-quality product from a well-known, trusted brand," Olivieri says.



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LET'S DO THE WORK.™

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