



THE POWER TO CHOOSE

BARCO PUMP

REGION:

Wylie, Texas

SCOPE OF ENGINE USE:

Cat® C2.2 and C3.6 U.S. EPA Tier 4
Final Engines

CAT® DEALER:

Holt Cat

WEBSITE:

barcopump.com



FEATURED TOPIC:
Industrial Engines

PUMPED FULL OF OPTIONS

Barco Pump got its start in 1973 renting commercial pumps to municipalities, as well as to the oil and gas, mining and construction industries. With such wide exposure to the market, the company saw something others didn't: Pump manufacturers weren't always willing to alter standard packages to address what was needed in the field. Rather than standing by, Barco Pump jumped into action on behalf of its customers — becoming a packager with the expertise to customize everything from the pump end and engine to the controls and paint color. No detail is too big or too small to meet customer requirements.

Today, Barco Pump sells self-priming, priming-assisted, electric submersible and hydraulic submersible pumps for site dewatering, water transfer, sewer bypass packages, emergency municipal water pumping and more. "Choice" is the company's keyword: Barco Pump is the only packager to offer the top three pumps on the market: Gorman-Rupp, Cornell and Pioneer. Customers can select from open or sound-attenuated enclosure packages (ideal for residential or nighttime operation). And remote control is an option for every pump, making it easy to start and stop operation, monitor use and track service intervals from anywhere.

Now, Barco Pump is ready to offer customers yet another choice: More than 40 different pump packages powered by Cat® industrial engines. First out of the gate are BPP6610CT, a 6" pump end with a C2.2 engine. Also BPP8812CT, and 8" pump-end with a C3.6 engine — smaller models popular in mining, construction and landfills. Larger pumps, all the way up to a 16" pump-end powered by a C18 engine, are coming soon.

TAILOR-MADE FOR GROWTH

Given Barco Pump's focus on tailoring solutions and providing more options than other pump packagers, it was an easy decision to add Cat engines to the list of options — particularly as more and more customers requested them. "We've gotten calls over the years from people wanting the Cat brand over other brands," says Chris Sommer, executive vice president of Barco Pump.

Testing the waters. Several years ago, aware of growing interest in Cat power, Barco Pump purchased a handful of engines and began testing them with various pump ends and package configurations. In early 2020, the company teamed up with Cat dealer Holt Cat to start the engineering process in earnest — and the BPP6610CT and BPP8812CT were ready to launch less than 18 months later. Part of the reason for the quick turnaround? A shared value that customer time is not to be wasted. “We have to give credit to Barco Pumps team for helping push the project over the finish line so efficiently,” says Holt Cat engineer representative Christopher Cox. “Their team was able to interpret and analyze our engine information and turn them into product models and data sheets at lightning-speed.” “These engines and pumps basically packaged themselves,” Sommer says. “It only took a few phone calls to work through one or two issues, and Holt Cat got us the information we needed within minutes.”

Built to weather any storm. Once the Cat powered BPP6610CT and BPP8812CT get to work in the field, Barco Pump has no doubt they’ll run reliably. That’s critical given the work pumps perform, not just at construction and mine sites but in emergency situations as well. “They might be keeping a water treatment plant free of stormwater or a business from flooding,” says Jamie Schoenian, national account manager for Barco Pump. “Our customers need pumps that are reliable and ready to go at a moment’s notice.”

Support that won’t leave you high and dry. Many pump customers, especially those in construction and mining, run Cat equipment on the job. Barco Pump is confident these operations will choose a pump with a Cat engine, because they’re familiar with the unmatched support delivered by Cat dealers and The Cat Rental Store. In many cases, dealer service technicians are already on site to handle equipment issues and can easily add pump service to their to-do list. “Barco is well thought of in the pump world and partnering with a tried-and-true brand like Caterpillar will just help us expand our business going forward,” Schoenian says.



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LET'S DO THE WORK.™