

Ohio CAT + Gorman-Rupp Pumps: The Perfect Mix for Pump Rentals When Pumping Applications Are Needed



Two Ohio-based companies, Ohio CAT and Gorman-Rupp Pumps, have forged a strong relationship over the past two decades with a common purpose to provide excellent service and quality products to their customers.

With 14 rental and service locations throughout Ohio, Ohio CAT is one of the oldest Caterpillar dealers in the country. Eighty years building relationships with customers in Ohio, northern Kentucky and southeastern Michigan has earned Ohio CAT a reputation for reliability with both quality equipment and service.

In addition to heavy equipment rentals and service for Caterpillar dozers, front loaders, graders and excavators, Ohio CAT maintains a comprehensive inventory of approximately 250 diesel-driven pumps for dewatering, sewer bypass, pump station bypass, quarries and mining, and other construction applications. These pumps are manufactured by Gorman-Rupp Pumps.

For more than 90 years Gorman-Rupp has manufactured pumps for the municipal, sewage, industrial, mining, construction, petroleum, OEM, government and agriculture markets. The company's extensive line of pump products include self-priming centrifugal, standard centrifugal, submersible, rotary gear, diaphragm, engine-driven, and priming-assisted.



The quality built into Gorman-Rupp rental pumps makes them ideal for sewage and river bypass projects. This setup is bypassing a large creek during the installation of an underground power line.

Ohio CAT has been an authorized dealer for Gorman-Rupp since the company opened its rental division more than 20 years ago.

“Equipment rental has become an increasingly bigger part of our business, with pump rental a key growth initiative” said Kevin Baur, Pump Product Manager at Ohio CAT. “The rental market for heavy



Available in a variety of configurations including engine and electric driven, many models are available with sound depressing enclosures for densely populated work areas.

equipment like dozers and loaders is very mature, whereas pump rentals have been growing steadily for the past two decades.”

“The reason for this growth is fairly evident,” added Baur. “A pump has limited versatility where one unit doesn’t really fit all needs. Unlike a grader or front loader that can be used in many diverse applications, a pump may be specific only for use on a 4” sewer line, another pump for an 8” line, and still another for a 12” line. Instead of purchasing multiple sizes of pumps for use with clean water, trash or sewage applications, contractors instead have gravitated toward renting specific types and sizes of pumps when they need them. Hence, pump rental has become a preferred financial option for many contractors.”

Focused on Customer Service and Pump Reliability

Ohio CAT’s growth with pump rentals, however, has been significantly influenced by two additional factors: 1) Ohio CAT’s focus on exceptional customer service; and 2) Gorman-Rupp’s dedication to state-of-the-art pump design and product reliability.

Customer Service

Municipal wastewater is Ohio CAT’s largest market

segment. The majority of its rentals are municipal contractors and municipalities. Seventy-five percent of its rentals are for applications with handling raw sewage and solids, essentially trash pumps. Because of the abrasive nature of wastewater, these pumps are more susceptible to increased wear necessitating a higher level of servicing and parts replacement when compared to clean water pumps.

To support its pump rental customers and ensure its pumps are operating at peak performance, Ohio CAT provides maintenance services and pump rebuilds at each of its 16 rental and service locations. The company also offers a turnkey service of complete on-site pump set up for its customers.

In addition, Ohio CAT provides on-call location servicing for its pumps, with a staff of seven field technicians capable of delivering 24/7 response.

Pump Reliability

“The biggest strengths of Gorman-Rupp’s pumps, from our own experience and from feedback we get from our customers, is reliability and quality built,” continued Baur. “Reliability relates specifically to the equipment performing as expected, without downtime due to malfunction.”

“Pump technology is fairly standard between manufacturers,” explained Baur. “What stands out with Gorman-Rupp is the quality of building their products. “The pumps are well designed for their intended purpose, properly assembled, and their components are manufactured in the U.S. which eliminates overseas delays, so important in meeting critical municipal requirements.”

“From the engineers and technicians designing and assembling the pumps, to the sales team and management, Gorman-Rupp takes extreme pride in its products, and this shows in the consistent reliability of its pumps,” added Baur.

Strong Partnership

Ohio CAT and Gorman-Rupp represent two companies that have successfully worked together for decades. Both have similar values in terms of quality of workmanship and service to their customers. This has made for a unique and very strong partnership.



About Ohio CAT

Ohio CAT has spent over 80 years building relationships with customers in Columbus, Cincinnati, Cleveland and all across Ohio. From bulldozers to front loaders to industrial pumps, Ohio CAT provides the flexibility, value and pricing with the right rental equipment, allowing its customers to take on work that otherwise would not be possible without the expense of outright equipment ownership.

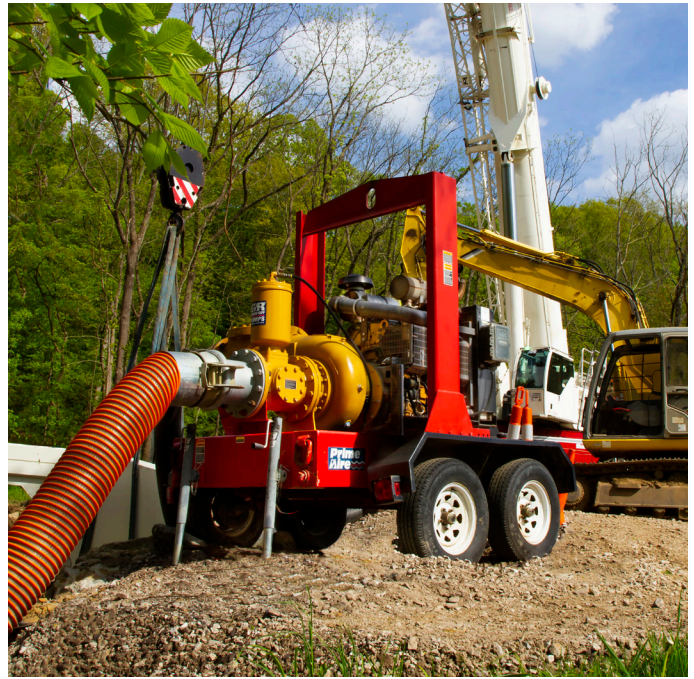
As an authorized dealer for Gorman-Rupp Pumps, with a fleet of approximately 250 diesel-driven pumps, Ohio CAT can provide the right pump for projects in dewatering, sewer bypass, pump station bypass, quarries and mining, and other industrial applications. Gorman-Rupp pumps are suitable for rough environments, able to pump even the most abrasive materials with ease. Ohio CAT sells and services Gorman-Rupp pumps in addition to providing quality replacement parts.

For more information contact Kevin Baur, Pump Product Manager, Ohio CAT, 4476 Applegrove St. NWN, Canton OH 44720; Phone 330-316-0154; email kbaur@ohiocat.com; www.ohiocat.com.

About Gorman-Rupp Pumps

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Gorman-Rupp rental pumps are available in sizes from 4" to 12" and depending on the application, suitable for clean liquids or liquids containing large solids.

assisted pumps. In addition, Gorman-Rupp manufactures a complete line of state-of-the-art packaged lift stations and booster stations that include pumps, motors, controls, piping, accessories and enclosures.

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