

# MAKE MINE MOUVEX

**PUMPS • BUILDING A REPUTATION AS AN OEM SUPPLIER MEANS HAVING RELIABLE BRANDS ON HAND. CAB'S INDUSTRIES RECOMMENDS MOUVEX PUMPS FOR THAT REASON**

PHILIPPE CABRILLON HAS, since 1986, been CEO of Cab's Industries, a leading OEM for transport trucks in France. Based in Brie-Comte-Robert, some 40 km south-east of Paris, Cab's Industries specialises in equipping vehicles for the transport of liquid and dry-bulk raw materials and finished food, chemical and petroleum products.

Cab's Industries approach is based on investing in the success of its clients, which include many of the most well-known truck manufacturers in Europe. With that in mind, Cab's Industries stocks all of its 12 facilities

in France with equipment that has been designed to ensure safe, reliable and efficient product transfer, whether the vehicle has been on the road for a decade or is fresh off the assembly line. Fully equipped test benches are deployed for the process of inspecting new or repaired equipment.

"We know the market because we are in front of our customers," says Philippe Maisonneuve, general manager and sales manager for Cab's Industries. "We hear what they tell us and work hard to meet their needs."

## RECOMMENDED LINE

Two of the more crucial pieces of equipment that are found on transport trucks are the pumps and compressors that are used to facilitate the critically important tasks of loading and unloading the vehicles. In this instance, Cabrillon is quite rigid in his thinking: Cab's Industries recommends, first and foremost, Mouvex® pumps and compressors to its customers.

Founded in 1906, Mouvex is headquartered in Auxerre, France, and is a product brand of PSG®, a Dover company. Importantly, Mouvex is a highly regarded manufacturer of positive displacement pumps, screw compressors, hydraulic coolers and vane compressors for use in the refined fuels, oilfield, energy, food/sanitary, military, transport and chemical process industries.

"Mouvex is our partner, and an internationally recognized company known for the quality of its equipment for more than 100 years," says Maisonneuve. "Mouvex is a pump and compressor expert, and Cab's is a transportation expert, so that's the reason why we are very complementary with each other. »



"Mouvex has nearly all of the products we need, while some of their competitors have only bulk products, or some have only liquid pumps. Mouvex has bulk compressors, pumps for hydrocarbons, pumps for chemicals, compressors for chemicals, hydraulic coolers. It's a nice range with very good products. They are also compact in design and lightweight, which helps us comply with strict Euro6 regulations regarding transport size and weight."

### PUMP UP THE LIQUID

The Mouvex compressor model that Cab's Industries puts on the most trucks is the B200 Flow Control Series Screw Compressor. The B200 can meet customer demands because it is compatible with all truck models and configurations and can be mounted to the vehicle through the power take-off (PTO) with no prop or drive shaft required.

The compressor is lightweight, easy to maintain and has an optimised flow path that lowers unloading times, with the availability of a flow-control check-and-relief valve (CRV) that helps to produce more consistent flow rates. All of the B200's exterior components, including flanges and relief valve, are stainless steel for added protection against corrosion. If needed, the B200 can be fitted with a silencer if noise is an issue for the driver or his customers.

These features, along with its oil-free operation, make the B200 ideal for the transfer of a wide range of liquid products. The stainless steel design also makes the B200 a viable option for the transfer of corrosive liquid chemicals and solvents. The B200 can reach a wide range of flow rates up to 180 m<sup>3</sup>/h (793 gpm) at discharge pressures up to 2.5 bar (36 psig).

"We are selling more and more B200s because the customers know the benefits that come with buying a B200," says Maisonneuve. "They save time because unloading is quicker, with low or zero maintenance and no spare parts to stock. That's the reason we are selling more and more of the B200 product."

If necessary, Cab's Industries does recommend an alternative solution to the B200: Mouvex's Enterprise Series vane compressors are suited for the discharge of



fluids that can be problematic for transfer pumps. The body and rotor of the Enterprise vane compressors are constructed of hard-coated cast iron that gives them the ability to withstand harsh operating conditions.

They also feature an anti-corrosion coating on the compressor and CRV, along with stainless steel flanges. They are easy to disassemble and reassemble, while the blade can be inspected without it needing to be removed from the compressor. Flow rates range from 59 to 173 m<sup>3</sup>/h (260 to 762 gpm) at maximum discharge pressures of 2.5 bar (36 psig).

### QUIETLY PUMPING

In terms of pumps, Cab's Industries' top seller is the CC8 Series rotary vane pump. Available to the truck market for more than a decade, the CC8 has a proven design and method of operation that is perfect for the transfer and handling of petroleum products such as gasoline, diesel, kerosene, heating oil, heavy oil, bitumen and biodiesel. The CC8 is compact and compatible with most truck-mounting configurations; it offers quiet operation, a double-ended shaft that enables mounting in either direction depending on the preferred pump rotation, an integrated bypass valve, and ATEX certification that allows it to be used in explosive atmospheres.

"I think the CC8 is the best pump on the market because it has good flow, up to 60 to 65 m<sup>3</sup> per hour (264 to 286 gpm) in most cases, and it can also go to 8 bars (116 psi) of

pressure," says Maisonneuve. "I think the CC8 has more than 80 per cent of the French market, and it is also known in England and in Germany and in other countries because it's a very good product."

### A GOOD REP

Over 30 years of operation, Cab's Industries has successfully built a leading reputation in the truck market by putting the considerations of the customer at the forefront of its business model. Mouvex is one of the brands that has helped Cab's Industries attain this exalted status. Because of the reliable, safe and cost-effective operation of Mouvex compressors, pumps and other truck components, the company has become a first-choice solution among its extensive European customer base.

"At Cab's Industries, we try to create a total solution for our customers," says Maisonneuve. "In our business, reputation is very important, and we have worked very hard to build ours. That's why we use Mouvex – we know we will have no risks to our reputation by using Mouvex products." HCB

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