

COUNTER
AND YARD MANAGEMENT

This portable Multiquip trash pump can spew out 1,600 gpm and pass solids of up to 3 inches

Know your pumps

Ask questions, evaluate the rental — customer service grows the business

RENTAL MANAGEMENT thanks Thompson Pump & Manufacturing Co. for assistance with this article. For more information, call (800) 767-7310.

When renting pumps to contractors, get enough background information to help them rent wisely and make sure they know how to use the pump, advises John Farrell, vice president – sales for Thompson Pump & Manufacturing Co., Port Orange, Fla. “We ask a lot of questions,” says Farrell.

“We want to know what they are going to do so we can recommend the right pump for the job. There’s a big difference between the casual dewatering of a site due to a bit of rain and a more intense application to divert a strong and constant flow of water.”

Those differences dictate the lift, head and flow capability requirements of a pump.

“If a contractor is facing a situation where there is a lot of air in the water, for instance, he should look for a pump that can generate suction,” says Dale Conway, vice president – engineering and quality at Thompson.

Often, contractors will rent pumps to fill an unusual need required by a contract.

“Sometimes it is necessary to keep business going — you can be bigger than you are, expand your fleet immediately and, of course, sample the products before you make a decision to actually buy them,” says Farrell.

It pays to make contractors aware of the kinds of pump you have available for rent so they are prepared when that unexpected, last-minute need comes up.

Many contractors look for rental companies that carry a broad line of pumps,

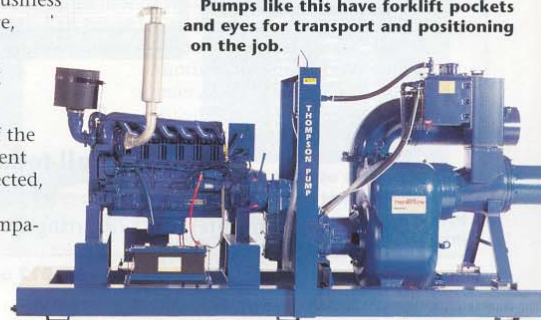
attachments and related supplies, so it’s wise to offer a wide choice.

“Try before you buy” is the byword for many contractors. If the technology is unfamiliar, the renter has an opportunity to sample several types and models.

Service is the best way to grow your rental business, says Donathan Johnson, general manager of Thompson’s Pensacola sales, rental and service center: “If a customer calls, you have to go right out. Free advice helps. Many of our clients will call on us to just take a look at a job and offer our expertise.”

Pump renters agree there is no substitute for working with an experienced rental company when analyzing specs, anticipating challenges and ultimately deciding what equipment is best for the application. **RM**

For much bigger jobs requiring high-volume capabilities, step up to a pump like this Thompson 12HT, with a maximum capacity of 6,300 gpm and a maximum head of 96 ft. Pumps like this have forklift pockets and eyes for transport and positioning on the job.



ITT Flygt's Ready 12 pumps up to 85 gpm

The Ready 12 portable submersible dewatering pump from **ITT Flygt Corp.**, Trumbull, Conn., reaches 65 ft. of head and pumps up to 85 gpm. The 25-lb., 1.4-hp pump has a 2-in. NPSM discharge and an abrasion-resistant thermoplastic polyurethane impeller. Its non-corrosive, stainless-steel motor housing and shaft permits it to pump liquids ranging from 3 to 9 in pH.

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Thompson's 6HT pump passes spherical solids up to 3 in.

The multipurpose, heavy-duty 6HT pump from **Thompson Pump & Manufacturing Co.**, Port Orange, Fla., has a maximum capacity of 83,000 gph. It is capable of passing 3-in. spherical solids and has a two-vane impeller. A three-vane impeller is optional. Other features include cast-iron rubber-lined wear plates and an optional auto-start/stop control panel.

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BRAD,

I AM SENDING YOU A COPY OF RENTAL
MANAGEMENT'S NOVEMBER PUMP ISSUE. I HAVE
TAGGED BOTH PUMP ARTICLES. MANY THANKS TO
YOU AND YOUR STAFF FOR YOUR CONTRIBUTIONS TO
BOTH RENTAL MANAGEMENT AND THE ENTIRE INDUSTRY.
WE LOOK FORWARD TO YOUR ASSISTANCE ON FUTURE
PROJECTS REGARDING THE USE AND BENEFITS OF
PUMPS WITHIN THE RENTAL APPLICATION. IF
THERE IS ANYTHING I CAN DO TO BE OF FURTHER
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