



Specialising in dry-bulk transport, UK-based Lomas Distribution has grown into one of Western Europe's largest privately-owned haulage companies



Lomas Distribution driver Kevin Mears (right) received an early Christmas present when Mike Conway, key account manager for Mouvex distributor Meller Flow Trans, recommended an MX12 Series Screw Compressor be installed on a trial basis on Mears' tipper trailer

compact, at a weight of just 110kg.

"Tractors are now extremely tight, space is at a premium, and the MX12's design allows for a very compact installation," says Conway. "It has been designed to maximise the space that is available."

Take a load off

While being able to place an MX12 on the new generation of Euro 6 transports is nice, the ultimate requirement is can it reliably perform, especially when handling a substance such as ferrous sulphate, which is an essential component in cement that is used to reduce the toxicity level of the chromate in the cement.

"The best delivery time I've had is 22 minutes for 29 tons," adds Kevin Mears. "That was for ferrous sulphate, which is a granular product that you need a lot of air for. [The MX12] produces so much air, I even have to bypass it at times because it's producing too much."

When Mears' payload has been fly ash – a by-product of burned coal that is another common ingredient in cement – Mears has achieved a top unloading time of 15 minutes for 22 tons.

These unloading times can be produced because the two bar of air pressure that the MX12 creates enables it to achieve flow rates of up to 1,130 cbm/hr (18,833 L/min). That capability enables Mears to

unload, on average, a 28-ton trailer in 35-45 minutes, a process that would previously take more than an hour to complete.

The MX12 also checks other boxes for optimized screw-compressor performance, specifically those pertaining to vibration and noise levels.

"The shaft stops where it is, no rumbles, no tweaks or anything; super smooth," says Mears. "There's no vibration on it, it sits and runs perfectly, always straight in line, no problems whatsoever. I really enjoy using the Mouvex MX12, it's a fantastic compressor, easy to use, quiet."

The configuration of the MX12's ports allows for quick, simple installation, while its large and variable inlet speeds are able to match up with basic PTOs with low motor speeds. Should they ever be needed, repairs can be performed quickly and easily due to the MX12's modular design, which is also a benefit if the operator desires to make modifications or upgrades to the compressor system.

These benefits make the MX12 ideal for use with, as illustrated, powdery or granular substances, but also diverse dry-bulk products like plastics, gravel, animal food and cereals.

The capabilities of the MX12 also fit hand-in-glove with the business strategy that Lomas Distribution has recently developed. Namely, the company has made the conscious decision to have none

of its 1,300-strong vehicle fleet be in service for more than three years before replacement, which is atypical for the transport market. As such, Lomas strives to outfit its transport fleet with the best equipment and systems available.

"As an organisation, it is very demanding," says Conway. "The focus and ethos are based on safety, green technology and green solutions wherever possible, with exceptional customer service. Lomas expects to provide exceptional customer service and, as a result, demands that from key suppliers."

"The Mouvex MX12's performance and low noise levels make it an ideal choice for a variety of different products and tractors in the powder market," Conway adds. "It provides maximum performance with extreme lightweight capability, quiet operation and maximum reliability."

www.mouvex.com

The design and operation of the MX12 allows for reliably high air pressures, no vibration, reduced noise levels, compact size and light weight



BIP Perolo - preparing for the next 100 years

Last year BIP Perolo celebrated its 100th anniversary and as such consolidated its reputation as a world leader in the supply of valves and fittings for tanks – whether an ISO tank container, a road tanker, a rail tank car or an IBC/offshore tank. Today, however, with COVID-19 disrupting the global economy, the festivities of last year seem to belong to a long lost past. Although this is what you might think, isn't it?

Truth shows us actually the contrary. It cannot be denied that global traffic was seriously hit when lockdown measures were taken for half of the world population. Yet, the markets seemed to have withstood better than expected and early signs of markets picking up are being registered, with the rail tank car and road tanker markets leading the way.

With this optimistic outlook, BIP Perolo has elected to seize the opportunity of this current dip in the markets to prepare for the future. Indeed at a time when most companies are reducing their investments, BIP Perolo is doubling its investments in 2020. Investing money is one thing, smart investment is another story. How to be sure that your investment pays off at a time when everybody is talking of 'the world before' and 'the world after' or also 'will we ever get back to normal'?

The answer to that question is quite straightforward. Whatever the new world will be, it will always require trained employees and up-to-date technology. Therefore, BIP Perolo made some strategic decisions. First of all, deploy a massive investment plan in state-of-the-art technology in both factories in China and France. Second, make sure that employees are fully trained and have received the latest information concerning their job positions.

Among these investments BIP Perolo has acquired new 3D printers,

laser markers, robotic welding equipment and laser cutting machines. 3D printers not only greatly help the R&D department when developing new valves and fittings but will also allow speeding up the process of casting prototypes. Furthermore, it proves useful for demonstration and marketing purposes. As for laser markers, they enable streamlined tracing of parts and material.

Robotic welding will improve efficiency and consistency of the welding process for the whole of the Perolo range of equipment whether in carbon steel, stainless steel or aluminium.

Lastly, BIP Perolo invested in new laser cutting machines which have been installed in a brand new purpose built and dedicated workshop. With the new machines, the company is switching from CO2 to fibre laser cutting technologies. Next to doubling its production capacity, it has another advantage of power consumption that will be reduced by half. As such, the investments continue the path towards a greener production facility.

However, as stated before, technology is only beneficial when operated by trained and certified staff. Therefore, the second part of the investment plan concerns training programmes for BIP Perolo's employees, or the 'Perolians' as they affectionately call themselves. They apply themselves every day to provide customers with the best quality and service.

BIP Perolo has existed for over a 100 years now and survived WWII and different economic crisis. What does this tell us about the company? That it managed successfully to adapt to an ever changing environment. Therefore, although no-one knows what the future might bring, BIP Perolo says can guarantee that it will be ready for it.

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