

# Fine Tuning Fleet Efficiency

H&S GROUP RELIES ON MOUVEX® B200 SCREW COMPRESSORS TO IMPROVE DISCHARGE TIMES WHILE LOWERING LIFE-CYCLE COSTS, MAINTENANCE, AND OVERALL TRAILER WEIGHT

*By Hervé de Chambure*



H&S Group has grown to become one of Europe's largest providers of bulk foodstuffs.

Sometimes you can forget just how difficult the conditions can be for compressor equipment on a truck that is used in liquid-handling applications. The compressors are placed on vehicles that travel thousands of kilometers over all types of terrain and in constantly changing weather conditions, they help transfer hundreds of thousands of liters of liquids of varying viscosities, and their shafts complete millions of revolutions over the course of their in-service life.

Because of the harsh conditions in which they function, the operators of transport fleets are well aware that the equipment they put on their trucks will eventually break down or wear out and need to be replaced.

One of these operators is the H&S Group. Founded 80 years ago in Barneveld, the Netherlands, H&S Group has grown from a strictly tank-transport company into one of Europe's leading multi-modal full-transport providers for the bulk liquid-food industry. H&S Group now features two major product-transporting divisions:

1. **H&S Foodtrans** – a foodstuff-only fleet that utilizes 1,200 tank containers for intermodal transport throughout Europe and Russia.
2. **H&S Transport** – has more than 250 transport trucks in operation in the Netherlands, Germany, Poland, Italy, Belgium, and the United Kingdom for the transportation of bulk liquids.

“They’re a big company and a rapidly growing group,” said Mark Allcock, General Manager of Meller Flow Trans (MFT) Ltd., a distributor of product-handling solutions for the transport industry. “H&S is the kind of group that is not shy about expansion, with a consistently growing fleet of transport vehicles.”

## Time Is Money

Realizing the value — as well as the unique nature — of the bulk-food market in the United Kingdom, H&S Group has created H&S Trucking (UK) as a transporter for various end-users in Great Britain. What makes the U.K. market unique



Wolter Boelema (L) of H&S Group and Mark Allcock (R) of Meller Flow Trans, UK, unloading an ISO Container.

is that it rests on an island with H&S Group needing to transport its products via ship and barge to various docks on the island's perimeter, from where they are dispersed throughout the country.

Wolter Boelema's relationship with the H&S Group began when the company used him as a sub-contractor through his transport company, BTS European Ltd. Because of recent changes in European Union regulations that no longer allow trucks registered in the Netherlands to operate in the United Kingdom, H&S Group has formed H&S Trucking (UK) with Boelema, who has ceased the operations of BTS European, as its Managing Director and part-owner. Now, H&S has its products shipped to Great Britain with its H&S Trucking (UK) subsidiary responsible for delivering to end-users throughout the country.

"In Europe, they're trying to make a level playing field so the drivers have the same earning power, that's why you can't run trucks registered in Holland in the U.K. anymore," explained Boelema. "So, H&S set up H&S Trucking and is running 50 trucks in the U.K. We bring in hundreds of loads a week and my company collects the containers from the docks and does the deliveries."

With the amount of liquid foodstuffs that are coming into the U.K. in any given week, Boelema's fleet requires compressor equipment that is not only reliable, but also able to supply the flow rates that optimize a transport's time at the loading terminal. Additionally, effective use of time is required not only at the loading terminal or on the road, but also in the maintenance shed. Vehicles

that are not on the road due to recurring equipment failures and other maintenance issues are costing money for the transporter, not making it.

"In our industry, you have to keep the vehicles moving; time is money. The longer the vehicles sit idle, the more the cost can become astronomical," explained Allcock.

Recognizing the value of time in any type of transport and delivery operation, MFT, which was founded in 1960, has been a "one-stop shop" for transport and discharge solutions for on-the-road product-handling applications. The company prides itself on not only supplying the

necessary equipment, but also installing, and then servicing it once it has been in operation. MFT's largest facility is in the United Kingdom, with satellite locations in the Netherlands and Germany.

"Everything we do is transport-related: liquids, gases, dry bulk," said Allcock. "If it's moved by road, we're involved with it. Basically, you bring your truck to us, tell us what you want to do with it, and we supply you with the equipment, install the equipment and take ownership of that vehicle. Many companies will provide the equipment, but then it's just a pump in a box. We provide a one-stop shop for the whole package."

## A Change for the Better

Last year, Boelema decided that his transport fleet needed a compressor upgrade. In performing some research, he came upon MFT, which he saw "supplied the discharge equipment for the operations" he and H&S Group were conducting. In many cases, that equipment was screw compressors from Mouvex®, Auxerre, France.

"We've been distributing Mouvex equipment for more than 40 years, and we like to think that it's been a very successful relationship in that time," said Allcock. MFT represents all lines of Mouvex screw and vane-type compressors for liquid-handling applications, as well as Mouvex powder blowers and Hydrive hydraulic cooler units. "Mouvex equipment is high-quality... they are a very high-quality manufacturer with a good market footprint and a good reputation for what they do. We're also the first line of call for a lot of their new lines of equipment.



Mark Allcock, General Manager at MFT, with a new Mouvex B200.

Mouvex is aware of our position in the U.K. and is quite keen to send us equipment here first to test.”

With that as a background — and after assessing the needs of Boelema’s fleet — Allcock had no trouble recommending Mouvex’s B200 Model Screw Compressors, which were

introduced to the market in September 2010, as the answer to his equipment needs.

“We approached them about using the B200, which is a very innovative product,” said Allcock. “It was a new product at the time, but one we felt was better than what they had.”

Mouvex’s B200 is a compact, oil-free compressor that is lighter in weight than competitive models, but still delivers high flow rates and wide speed ranges. The B200 compressors also benefit from “plug-and-play” installation that requires no prop or drive shaft, as well as no mounting bracket, while they are still suitable for use with standard PTOs and available in both hydraulic and electric-drive versions. These features make them ideal for a wide array of operations that involve the transporting and unloading of food products — all of which are in the H&S Group’s sweet spot.

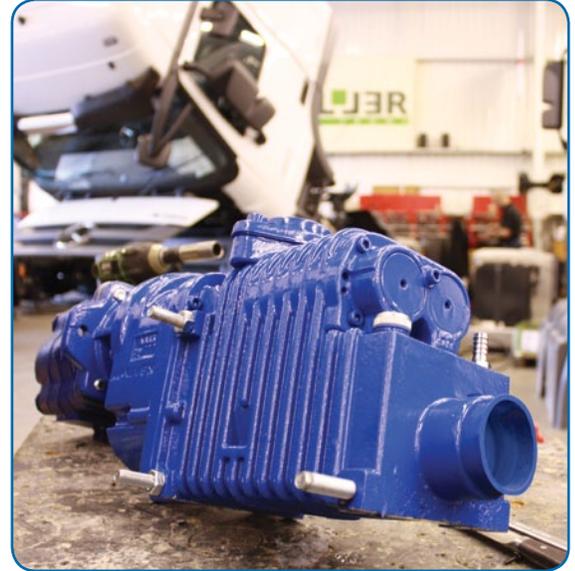
“The B200 reduces discharge time between 5% and 15%, so if you can go even from 45 minutes to 40 minutes, while it’s a relatively short time, any savings of time is a savings of money, and when you have 50 trucks that are being unloaded many times a week, that’s big figures,” said Boelema, who has installed B200s on 10 of his trucks. “Another one of the main benefits is the fact that the B200 connects straight into the gearbox with a pump shaft, making for easy setup.



Meller Flow Trans (MFT) installers prefer the lightweight, compact size of the B200.



The B200 can be installed as a direct mount, with a PTO, or with a hydraulic drive.



The B200 — providing operational excellence required for efficient, cost-effective, and timely deliveries.

“I also like the three-year warranty, and I personally wouldn’t go back to anyone who doesn’t offer a three-year warranty. So, whatever happens to my compressor three years from now, I know it will be taken care of. The B200’s a little more expensive than a vane-type compressor, but when you’re talking about a piece of equipment that is critical to your discharge operation, you don’t want to have to worry about it. Vane compressors wear out after three to five years, but I’ve been told by Meller Flow Trans that these B200s will just run and run. If you can run them for over 10 years, they’re all cheap in the end.”

## Conclusion

Taking into account the harsh conditions screw compressors can encounter every day that they are on the road, Mouvex has designed its B200 models to not only overcome those challenges, but provide the operational excellence that the operators of transport fleets require for efficient, cost-effective, and timely deliveries.

“The B200 has been designed to offer reliable performance regarding fast discharge and longevity of operation, supported by a three-year warranty,” said Allcock. “Its unique, close-coupled mounting format makes it, quite simply, the most advanced liquid screw compressor of its kind.”

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