

QuikTrak Program

MEETS CLIENTS' NEEDS QUICKLY

without Compromising Quality

CLIENTS TODAY NOT ONLY EXPECT, but demand, that their suppliers respond to their needs and deliver high quality goods and services as quickly as possible. This is especially true in the energy market, where equipment downtime (or not having equipment) results in lost revenue.

Even in these difficult economic times, natural gas consumption continues to rise worldwide, driving up demand for natural gas compressors. To help meet this increasing demand, Dresser-Rand's Gas Field Compressor (GFC) group launched its QuikTrak (QT) program to enable the company to assemble, test and ship a standard model HOS reciprocating compressor in about four weeks – without compromising quality.

The program is ideally suited to packager rental fleets (compressor packages owned by the packager and leased to end users). For packagers, units shipped in the QT timeframe can fill schedule openings, create an opportunity to apply stock drivers and allow revamps of idle units to meet new lease opportunities. For

the end user, the QT program provides quick field replacements – which reduces downtime – and can also reduce cycle time between investment and return.

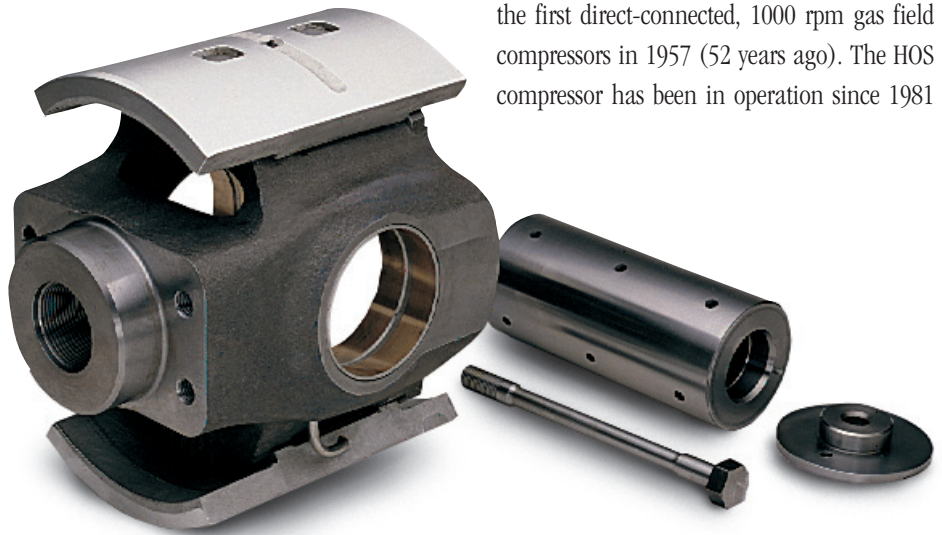
A VIABLE OPTION FOR REVAMPS

“The QT program is not limited to supplying complete new units,” says Gary Tas, business development manager for Dresser-Rand's Separable Reciprocating Business Unit, “it's just as applicable for revamping our large, worldwide base of installed HOS compressors. And we can supply major QT components for older (legacy) Dresser-Rand compressor conversions and for other brands of equipment.”

Dave Morse, a Dresser-Rand consultant, notes that revamps can increase an installed unit's reliability, availability and performance, extending the life and increasing the value of the equipment.

“We estimate that approximately half of all the units we've built are still in service,” says Morse, who has been associated with the company for more than 50 years.

Dresser-Rand's predecessor companies offered the first direct-connected, 1000 rpm gas field compressors in 1957 (52 years ago). The HOS compressor has been in operation since 1981



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(nearly 29 years). The QT program is designed to provide a rapid response for clients seeking high quality OEM components or parts. “In fact,” adds Morse, “we can deliver most QT program parts within 24 hours.”

A case in point is the recent order for four new cylinders to completely revamp a 6HOS4 frame compressor installed in South America. According to Morse, “This was our first order for the QT program, and the program was instrumental in permitting the revamp to proceed quickly. The fleet packager was able to obtain a new contract for the compressor and get it back in service and generating revenue for themselves and the operating company.”

The QT program is based on a first-come, first-served basis. Unit configurations currently offered include two- and four-throw HOS compressor frames with either five, six and seven stroke configurations and seven available cylinder sizes (cylinders are gas-cooled, with hand-operated variable volume clearance pockets). The HOS compressor selections are rated for 60,000 lbs allowable gas or combined rod load in either compression or tension and are suitable for applications from 500-4400 hp. According to Tas, they’re a great match for today’s most popular gas engine drivers.

“Our QT program includes the commonly used cylinder options and configurations and is structured for clients who value exceptional flexibility and quick shipment,” Tas says. Special equipment features and/or non-standard QA/QC inspections or documentation are not included in QT compressors, but are available with longer lead times – in the 6-18 week range depending on scope.

“And clients can mix-and-match QT program frames and cylinders for other configurations if needed,” adds Tas.

Depending on the popularity of the program among packagers and operators, Tas would like to see the QT program expanded to include more frames and cylinder sizes, and to put more emphasis on the program’s ability to support the aftermarket. He also notes that there is potential to extend the program to the model HOSS (super HOS) product line in the future.

“Faster deliveries are critical if clients are to meet ever-tighter deadlines,” Tas says. “Thanks to a number of process improvements, Dresser-Rand’s clients now have access to some of the fastest delivery times in the world for this essential compression equipment. The key to the program’s success is the execution...in every aspect.” ■

