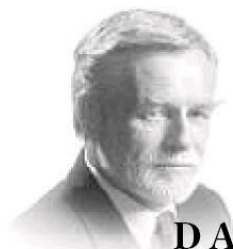


Detection CEO makes thriving venture of hobby



DAVID PARKER

Alan Taylor has turned a hobby into a viable, successful business. He's the CEO of **Detection Technologies**, a Calgary-based company he founded in 1998 that today boasts eight of the top 10 North American independent gas producers among its clients.

Its non-invasive diagnostic program provides compressor optimization and fleet management throughout the industry.

After graduating from University of Alberta with a mechanical engineering degree, Taylor got a job with Dome Petroleum in 1971. He was assigned to optimize four compressors in the Estevan area. He found that analysis tools commonly used in the industry were often overly simplistic and did not accurately reflect real-world field operating conditions, so he spent his hobby time writing programs to fix the problems.

Taylor realized that most compressors were not working to maximum efficiencies and companies were losing money daily and risking shutdown due to the inability to catch maintenance problems early.

Taylor began by analyzing compressors for a small group of gas producers in the Western Canadian Sedimentary Basin using a desktop PC. When the Internet came along, he knew it could be used as a delivery platform in transferring data in and out of the compressors — creating better efficiency and accuracy, and saving time.

Three attempts failed to harness the Net — including using the brainpower of the Seattle area — but then the job was given to **Cyberwave**, a Calgary company led by **Eric Sit**, which successfully developed an interface on a web browser to engage the software.

Analysis of one compressor with any amount of accuracy used to take a week to 10 days. Detection's Analysis program makes 200 calculations per second, and enables a compressor to talk to Detection's system that automatically generates diagnostic reports on maintenance, key performance indicators, fuel, environmental emissions and prioritizing cash flow.

Taylor is chairman and CEO of the company and his son **Brian**, also a professional engineer, is president and COO. Sit has joined the company as director of technology and information systems.

Today, the company has a staff of 12 in Calgary, plus offices in Houston; Forest, Va.; and Denver. It has a fleet contract with the largest onshore gas producer in Australia as



Leah Hennel, Calgary Herald

Brian Taylor, left, and his father, Alan, of Detection Technologies created a sophisticated diagnostic system to optimize natural gas compressor fleets.

well as having a presence in Brazil and Ivory Coast.

Brian says the company has successfully trained more than 2,000 operators, mechanics, foremen, superintendents and engineers. Thanks to Detection's technology, he says many of his clients have realized benefit-to-cost ratios in excess of 20:1.

His focus in 2008 is to solidify enterprise partnerships. As an example, Brian is working with **Beyond Compliance** to offer clients hand-held electronic data logging. Operators currently take down information on paper and later type into a computer for transmission; with the new technology it can be keyed in on the spot, eliminating paper and time to process.

For the past seven years, **Jamie Niessen** has done a remarkable job as marketing director for law firm **Burnet Duckworth and Palmer**. We can thank him for organizing its classy Stampede party as well as the wonderful work BDP does for Habitat and its World Music Series.

But it's time for a change, and on Feb. 11 he joins **Trans-Canada** to take on the role of manager of community investment, the team that has been led by **Cheryl Bishop**, who is retiring.

Jerry Tenge, senior vice-president in the Phoenix office of **Colliers International**, along with his colleague **Chaz Smith**, will be in Calgary from Feb. 11 to 13 to discuss the U.S. southwest marketplace.

Donna Schaffer in Collier's Calgary office is co-ordinating an event to be held in the early evening at the Sheraton Suites Eau Claire on Feb. 12 where Tenge will present an informative market review and bank-

owned asset sales seminar. He and Smith are also available for private presentations to investors and companies.

Under the sponsorship of the **Imperial Oil Foundation, SEEDS Foundation** — a Calgary-based not-for-profit organization that develops teaching materials for schools across Canada — is launching a new program called Habitat in the Balance at Good Earth Cafe in Eau Claire Market this afternoon.

The program has been developed under the leadership of **Douglas Roberts**, professor emeritus at the University of Calgary, with a team of six authors and consultants. It aims to provide experience and understanding about decision-making in social issues with a scientific component.

The \$500,000 Imperial Oil donation represents one of the largest made to educational programs on decision-making in Canada. Executive director **Margo Helper** says SEEDS has a 30-year history with a nationwide board of directors representing industry, education and environment.

A lot of Calgary knowledge will leave town next month when **Glen Lyons** moves to Arizona. He was executive director of the **Calgary Downtown Association** from 1989 to 1995 and has since run his own consulting company specializing in development, urban planning and property tax. Lyons has accepted a one-year position to help develop land in the core of Tucson with the Downtown Tucson Partnership.

DAVID PARKER APPEARS TUESDAY, THURSDAY AND FRIDAY. HE CAN BE REACHED AT 830-4622 OR E-MAIL INFO@DAVIDPARKER.CA.