



BYTES

OILPATCH SOFTWARE



GAS TECHNOLOGY

High Performance

GAS COMPRESSOR OPTIMIZATION PROGRAM
PAYS IMMEDIATE DIVIDENDS BY JACQUELINE LOUIE

A LEADING PROVIDER OF compressor optimization and fleet management services to the energy industry worldwide, Detechtion Technologies is a home-grown Alberta success story whose origins date back more than 35 years ago as the dream of company founder, chairman and CEO Alan Taylor, a professional engineer who was a mechanical engineering student at the time.

While working a summer job at a gas plant in central Alberta, Taylor realized the limitations of the compressor sizing shareware that was then in use, and set out

to develop his own compressor performance diagnostic tool. After years of design work and rigorous field testing, the final result was Analysis, an Internet-based compressor optimization and fleet management program intended to help clients maximize gas production by increasing efficiencies, while at the same time reducing operating and maintenance costs.

The precise diagnostic engineering software for improving the performance and reliability of reciprocating and screw compressors has worked well for clients

since it was first unrolled commercially in 1998. "The accuracy is second to none," says professional engineer Steve Summers, Detechtion Technologies' vice-president Business Development, Canadian Division. "It gives our clients a clear understanding of, and complete control over, their gas compression assets."

Functional with every model of reciprocating and rotary screw compressor, the Analysis software provides clients a wide range of operating and cash flow benefits, including increased gas throughput; identification of

BOOSTING UTILIZATION

Detechtion Technologies' compressor performance diagnostic tool can increase utilization rates to the high 80 to low 90% range.

unseen gas production potential; enhanced preventive maintenance; prevention of compressor failure; reduced compressor downtime, operating and maintenance costs; and increased profits.

After they start using the Enalysis program and accompanying services, clients can easily achieve in the high 80 to low 90% utilization rate in either horsepower or cylinder capacity, up from an average performance utilization rate of 70-75%. Due in large part to increased production volumes, companies usually see cash flow gains directly after implementing the technology.

"We saw the return immediately," says Tim McKay, senior vice-president, North American Operations, with Canadian Natural Resources Limited. "With this program, I'm confident my operations are running smoothly, and I'm seeing that value hit the bottom line. It's the first report that I go through."

As SCADA has become more prevalent in the industry, Detechtion has enhanced the

Enalysis program to capture streaming compressor data either directly from the field or through a client's head-office server. This allows clients to immediately be aware of and respond to developing problems and opportunities in their compressor fleet.



The company's 24/7 client assistance line is staffed by a team of compression engineers who assist clients with troubleshooting and guidance. In addition, all of the company's senior management are members of the client support team. Enhancing its service offering, Detechtion provides training courses to instruct clients in compressor operation, optimization, maintenance and troubleshooting.

Detechtion now serves approximately 75 clients, ranging from

small private firms to major international players, located across North and South America, Europe, West Africa and Australia. In Western Canada, one out of every three gas compressors is on the Enalysis program; in North America, eight of the top 10 independent gas producers are Detechtion clients.


About three-quarters of Detechtion's clients are based in Canada and nearly one-quarter in the U.S. The company has mostly grown through word of mouth, and future growth potential, especially in the U.S., appears strong.

"Even with a slowdown in the Canadian oil and gas service industry in 2007, we have continued to grow," says Summers, who expects that within the next three to five years the company's U.S. division will be larger than its Canadian division. Detechtion, which began making inroads into the U.S. market in 2002 with the addition of a U.S.-based management team, now has clients in 20 U.S. states. And with a significant expansion in its business in the

Rockies in the past few years, the company opened a third U.S. office last April in Denver, Colorado, to establish a permanent presence in the region.

"That is an area of huge potential and growth for gas production and compression," Summers says. "Wyoming, Colorado and New Mexico represent three of the six largest gas producing states in the U.S."

Internationally, too, the company is enjoying strong growth. Last fall, Detechtion secured a contract with Santos, Ltd., a major Australian oil and gas exploration and production company, which conducted an international search for a suitable compression optimization and fleet management tool before choosing the Enalysis program.

"We have a tremendous product that has proven itself on a global scale ...," says Summers. 

CONTACT FOR MORE INFORMATION

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