

Detection Technologies makes big money for oil and gas firms

Oilpatch producers boost efficiency with online diagnostic and management system

More than 60 independent oil and gas producers across North America are making significant amounts of money on a daily basis.

They're absolutely certain that their compressors are working at maximum efficiency because they've bought into a ground-breaking and foolproof non-invasive compressor diagnostic program developed, marketed and expertly supported by Calgary-based Detection Technologies.

"We serve anybody involved in gas production. That includes large multinational independents through the royalty trusts to small private companies," explains Detection CEO Alan Taylor, a well-respected mechanical engineer who has built a long and productive career by helping customers squeeze optimal performance from their compressors.

"Even midstream companies, which gather and process gas at fixed rates, get tremendous value out of catching maintenance problems early and maximizing efficiency," adds Taylor.

Detection's impressive Internet-based technology not only diagnoses compressor inefficiencies and identifies maintenance deficiencies, but acts as a comprehensive fleet-management system that allows unlimited access to online users.

"A client can put as many people on the system as it wants, plus there isn't any compressor hardware or computer software to install. That's what makes us unique," adds Brian Taylor, Detection's Senior Director for North American Engineering and Operations.

"From the operator, through the mechanical and engineering levels, production superintendents, accountants, and joint-venture partners: They're all able to log on to learn what variables are going on in the field. It helps each to do their job more efficiently," he adds.

Corporate clients have been quick to grasp the importance of Detection's web-based



Detection Technologies CEO Alan Taylor, left, and Senior Director Brian Taylor have ground-breaking technology.

optimization and fleet-management tool for obvious reasons: Once they've committed to paying the company's reasonable monthly fee, they've realized enormous savings and production gains almost immediately.

How can they be sure? Simply by doing the math. After a diagnostic analysis, most clients are surprised to learn how poorly their compressors are performing. Typically, they'll find their machines are running at only 70 or 75 per-cent of maximum utilization.

Detection Technologies relies on two key indicators: Cylinder utilization and horsepower.

"By looking carefully at these indicators, we can roll up our findings with the number of compressors our client is running and present them with an overall Cash Flow At Risk for the company," explains Alan Taylor.

By relying on Detection's expert guidance, these client companies can turn a 75 per-cent performance ratio into 90 per cent within two to four months. Within another six months to a year, that performance rating will have climbed to the mid-to-high 90s.

And those improvements translate into large production gains as well as startling cost savings. According to a unique formula, Detection Technologies analyses a "soup" of data such as pressures, temperatures, RPM and pocket settings. (These are numbers that

are routinely logged by operators, and can now be entered online for analysis.) Once the compressor field data has been keyed into the Detection system, a diagnostic report will be generated for the user in less than a second, providing instant feedback on any production or maintenance related opportunities. One of the results displayed on the diagnostic report is a Cash Flow At Risk.

"The larger the cash flow risk assigned to a particular compressor, the more attention the gas producer should pay to it," Alan Taylor emphasizes.

Client companies can generate a plethora of detail reports online, spelling out opportunities for fuel and power savings, fuelgas usage, reconfiguring opportunities and potential for production gains – all the things an engineer needs to effectively manage a compressor fleet to its optimum usage," he adds.

That means big savings. Would you believe a 50-to-one benefit-to-cost ratio?

"I'm serious. Your benefit-to-cost ratio can actually climb as high as a 1,000-to-one, based on five-dollar gas," says Brian Taylor. "If they spend a few hundred dollars on our diagnostics, it's not uncommon for us to return thousands or tens of thousands in the form of higher production volumes."

Detection Technologies runs a HELP call centre that is open 24/7 to assist all customers with urgent

problems. Detection staffers don't go to the field and wield wrenches. But they DO supply top-notch engineering consultation to help clients achieve their goals.

"We give them all the guidance necessary to get the work done and resolve the issue," Brian Taylor points out.

It's a fascinating company with a fascinating history. The story begins with Alan Taylor, fresh out of the University of Alberta's mechanical engineering program, assigned to optimize compressors operated by Dome Petroleum in the early 1970s.

Taylor began refining his compressor assessment techniques soon thereafter, and with the dynamic group of engineers and developers at Detection Technologies they have worked hard to advance those techniques.

Throughout his long career, he has ultimately created a unique and comprehensive program for diagnosis and online assessment. Today, a lengthy roster of client companies reap the rewards. If you're involved with oil and gas production, it boils down to a straightforward fact. You can't afford NOT to get in touch with Detection Technologies.

For more information, please access the corporate website: www.detection.com. Feel free to contact the company by dialing 403.250.9220 or firing off an e-mail to: info@detection.com.