

Solution Provider: Compressors on Planes?

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We received a phone call at 11:30 am on May 24th, 2010 from a prospective client searching for a compressor for their SAT Diving Package. The client had a compressor down on their ship in the Gulf of Mexico, which was working on the BP oil spill in the Gulf. The compressor had been out of service for about two weeks, while other suppliers were working to find a solution, prior to the call that came into us. We offered multiple options; a new compressor off of the shelf, a recertified used compressor with a new compressor warranty (an exclusive offering from Industrial Gas Technology), and rebuilding the existing compressor with a 24 hour turnaround, which also includes recertification and one year warranty. Due to the astounding cost of the ship being in off the job due to the compressor failure, the

customer requested the cost effective recertified used compressor. We built, from the ground up, tested, and recertified Corken compressor model WD391 by 7:00 pm, and delivered it to our local airport, where the customer had a turboprop airplane that had flown from Minnesota to pick up the compressor in Bowling Green, KY delivery it to a port in Louisiana, at which point it was placed on a transport boat, and delivered to the diving ship before midnight. This is the type of service we provide to our customers on a daily basis. During this fast paced situation, we met all of our scheduled projects for the day. Our expertise, flexibility, and large inventory allow us to react immediately to our customers' needs, and set us apart.