

IGA IN ASIA-PACIFIC

New markets, a new approach



Intellect Profile Control in Taiwan

With the market for gas in Asia Pacific growing rapidly and energy demands rising at a dramatic rate, the past two years have seen IGA establishing itself to be able to take best advantage of the new market opportunities. The expansion of the use of natural gas, with such projects as the construction of a major transmission pipeline from the West to the East of China, and increasing demands in such places as Taiwan are likely to lead to many more.

The first step has been the provision of a local focus to the market. KC Tan, IGA's Engineering Manager in Asia, based in Singapore, Eric Zhong based in Shanghai and the staff at both the Singapore and China offices have all been actively promoting IGA's capabilities. With dedicated support from the UK, this has enabled a rapid response to customer inquiries and questions. Better relationships are being developed with local sales channels and improved understandings of specific market needs has led to increased flexibility and focused solutions.

Having established the local focus, the next step was to expand IGA's name in the market. A range of 'Standard Cabinet Pressure Reduction' stations was developed for the market. Using ELSTER-AMCO group products for the mainline components coupled with locally-sourced components and services, IGA is now able to offer a standard range of stations, with flexibility tailored to individual customers. The next stage of this process is to develop a similar range of pressure reduction and metering stations.

In order to make the overall station price more competitive, it has been necessary to review the whole business process. It soon became clear that in order to provide the most cost-effective solution, it would be impossible to build the stations in the UK and ship them to the region as the overall costs would not be competitive. It was therefore decided to utilise local fabrication facilities to build stations on our behalf as this would allow us to take advantage of better fabrication and material costs and reduced transportation charges. Overall station performance has been maintained by using group critical components such as regulators. IGA quality is ensured by putting in place management controls for all the local services provided.

In addition, through the efforts of local representatives, established concepts such as the "Orpheus" range of below ground stations and "Intellect" pressure profiling are being introduced to new markets.

- An 'Intellect' pressure profile control system (detailed in the last edition of Profiles) was installed in Taiwan. The customer has decided to buy the system having estimated a reduction in gas leakage of 23%. IGA provided the engineering and mainline components and Yung Loong Engineering (ELSTER-AMCO representation in Taiwan) installed the system and provided the after-sales service.
- Series 10 Orpheus units have been sold to Taiwan. To reduce costs, the frames and headers for these are being fabricated locally. These units are the first purpose built below ground stations to be installed in Taiwan. Again Yung Loong Engineering have provided the local market drive in the Taiwan gas market and increased the level of interest in below



IGA station – fabricated in China

ground stations with many of the 25 gas companies. Further technical developments, instigated in Taiwan, for the existing "Orpheus" range are being evaluated in order to provide a wider potential range of solutions for this and other markets.

- The first stations to be built by our Chinese fabricator have been delivered, and more are on order. These have been supplied to customers in the North East of China and Shanghai. To ensure the quality of these skids, IGA is working with our fabricator to ensure a high level of management and quality control.
- Another example of a special application is the delivery of a nitrogen pressure reduction and metering skid in Singapore. Although the gas being handled by the skid is different to the normal scope of IGA supplied stations, ELSTER-AMCO Group products can still be used for the pressure control and metering requirements.

The design and specification of the station has been developed in the Singapore office working closely alongside the end customer to ensure all project requirements have been met. This station is built in Singapore with IGA again providing our fabricator with all necessary design, engineering and main line components,



Orpheus maintenance in Hong Kong

and the fabricator procuring the secondary components locally. Quality is being maintained through working alongside an established end-customer approved systems fabricator with ISO9000 quality approvals.

In summary:

- Established ELSTER-AMCO group components for critical applications in stations have been introduced to a number of new markets and customers through the provision of IGA technical support in Design and Specification.
- The new IC25 (feedback) pilot is for the axial and radial flow valves in Korea, Hong Kong and Taiwan.
- The new "Series 4 Orpheus" and "Series 10 Orpheus" have been installed in Hong Kong, Taiwan and China.
- The new Quiet Axial Flow Valve is creating much interest in many of the Asian markets.

The key to current success is proving to be the provision of local support and technical expertise when and where the market needs it, combined with a flexible approach from IGA in Europe. The secret to continuing success is the maintenance of IGA quality in the provision of both, products and services, wherever in the world they are required.

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