

CPI, Windrock form partnership

Pairing looks to improve operation, effectiveness of reciprocating compressors. By DJ Slater



The integration of CPI's ProFlow EOS (left) and Windrock's Spotlight (right) provides integrated compressor lubrication and online compressor integrity analytics.

A chance meeting in 2018 at the Eastern Gas Compression Roundtable (EGCR) in Pittsburgh, Pennsylvania laid the groundwork for a partnership that hopes to improve the efficiency and effectiveness of reciprocating compressors.

Back in mid-September, Compressor Product International (CPI), part of EnPro Industries, and Windrock, an Apergy company, announced they had started a commercial partnership, combining each other's resources to jointly provide consumable compressor products with metrics and analytical support.

"That's where the conversation started," said Bill Favnesi, CPI's president, referring to the EGCR. "It was a perfect fit for us because we've always considered Windrock to really be the leader in the analytics area.

From there, the discussions began. They are experts in compressor analytics and we are experts in wear products and valves," he said.

CPI also specializes in reciprocating compressor products, such as the ProFlow EOS, which monitors and adjusts lubrication levels on reciprocating compressor to prevent over- and under-lubrication (see **COMPRESSORTECH**², November 2018, p. 36).

Windrock is known for its reciprocating machinery analytics systems, such as Spotlight, which integrates artificial intelligence and subject matter expertise to predict and prevent catastrophic failures, as well as decrease machine inefficiency (see **COMPRESSORTECH**², March 2018, p. 22).

"It's a great fit here because we're able to do the analytics on the consumables, which are parts that eventually wear out, but we can stretch how long they operate," said Pier Parisi, vice president of business development, digital automation, Windrock. "We can give real-life information on the health of consumable parts and how to tweak your operations so you can extend their life as long as possible."

Focused on training

The partnership also helps CPI and Windrock expand their reach in each other's marketplaces. CPI has a strong global presence and a sound reputation in the downstream market, while Windrock has a good hold on the midstream and upstream markets, Parisi said.

While the partnership remains in its infancy, the two companies have already begun laying the groundwork to set

themselves up for success. Both companies are training their employees on each other's products, helping them become more specialized beyond "the first two questions," Parisi said.

"There's going to be a lot of investment in training over the next two to three months," he said. "Without that, we can't succeed."

When everything is in full swing, Windrock associates will be able to sell CPI products and vice versa. The key for both companies is getting these associates to sell both sets of products as a package. For example, CPI's ProFlow EOS and Windrock's Spotlight for compressors are already being paired and sold together. The ProFlow EOS will provide the proper lubrication to a compressor while Spotlight gathers the data and sends it back to the users, creating opportunities for better component efficiencies, said Omar Medina, CPI's vice president of strategy.

By selling these two types of products together through the partnership, customers can stay informed on the health of their products and also be ready for forthcoming failures, Favnesi said.

"With this solution (Spotlight) predicting when something is going to happen, the consumable product could already be made and ready to go to the customer before it needs to be replaced," he said. "So they won't have that unexpected failure or downtime to worry about."

CPI and Windrock don't foresee this pairing as a short-term exercise. The two companies intend to keep the partnership going indefinitely to further improve the products coming out of each company. **CT2**