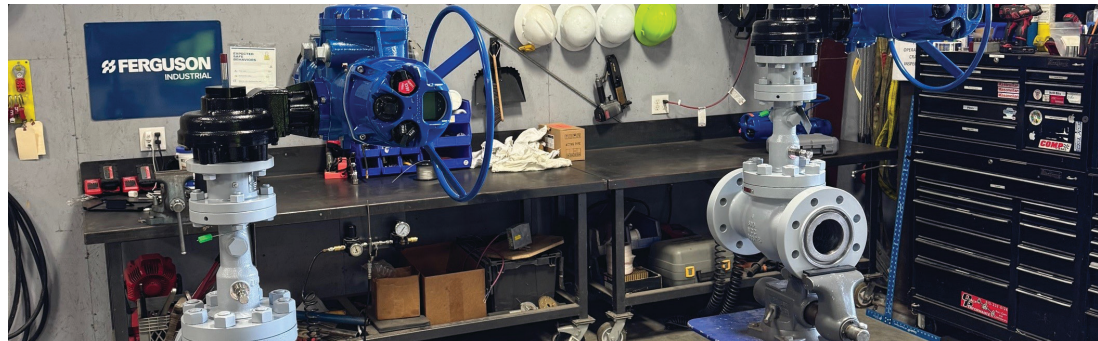


CUSTOMER CASE STUDY

Expediting a Molecular Sieve Upgrade



PROJECT OVERVIEW

CUSTOMER:

Oil and Gas Refinery

PRODUCT(S):

Union Tech Z-Series rising-stem ball valves

Limitorque® electric actuators

CHALLENGE:

Lead times on previously approved flow control products for a molecular sieve application were incompatible with the refinery's operation timelines.

SOLUTION:

An extensive in-stock flow control product offering that meets or exceeds quality standards for oil and gas applications.

KEY RESULT:

Customer avoided significant downtime of gas drying process, maintaining optimal operating capacity.

OUR ADVANTAGE:

- Expert associates with robust engineering and automation capabilities and deep knowledge of industry specifications
- Extensive inventory of automated valve products from trusted vendors
- Valve automation capabilities supported by a national footprint

PROJECT SUMMARY

CHALLENGE

During work on the refinery's molecular sieve process, the customer identified requirements for new severe service automated valves. Previously available products meeting the customer's quality standards could not be sourced, automated and delivered without risking a temporary outage at this crucial point in the refining process.

SOLUTION

As a partner for the oil and gas industry, we maintain a vast inventory of quality products that meet or exceed specifications for petrochemical applications. Because our associates are well-trained on industry specifications, the Ferguson Industrial Refining Team was able to pinpoint alternative products that would perform as needed.

The proposed products were manufactured by two of our strategic partners, Union Tech and Limitorque, enabling us to obtain documentation, drawings and wiring diagrams for the customer's review on an expedited timeline.

Once the customer had approved the technically acceptable alternatives, we delivered the automated valve packages in line with the customer's required lead time.

THE FERGUSON INDUSTRIAL DIFFERENCE

Our partnerships with trusted manufacturers and our team's expertise streamlined communication about the application and product options. This ensured minimal lead times and compliance with quality control standards, offering peace of mind during the transition to new valve and actuator manufacturers.

