

Case Story



Used Incinerator Retrofit for a New Client's Site

Client:

The client is a mid-sized, privately owned oil and natural gas company based in Calgary, Alberta. The company's operations are primarily focused in Western Canada and maintains a balanced oil and natural gas asset base.

Challenge:

The client has a long history of supporting TCI Incinerators, acquiring numerous units over the years. In their latest project, budget constraints became a significant concern. However, the client remained committed to TCI's renowned reliability and was hesitant to explore cheaper alternatives with frequent service requirements.

During discussions, Total Combustion Inc. introduced the idea of considering the used equipment fleet, built up through the buyback program. TCI's commitment to using high-quality materials had solidified its reputation for delivering the most durable equipment in the industry. The equipment is known for its extended lifespan, allowing TCI to consistently repurchase and retrofit older units to tailor them for new applications and meet future clients' needs.

TCI Solution:

After a thorough assessment of the client's site requirements and a comprehensive review of TCI's available used equipment inventory, Total Combustion identified a unit originally sold in the United States in 2014 that aligned perfectly with the client's needs. The old unit was a custom-built dual inlet system capable of accommodating high-pressure gas at 6,000 m³/day and a low-pressure stream of 28 m³/day, effectively meeting the client's needs for seven years. However, when the U.S. client's well was shut-in, the unit ended up in storage, and TCI repurchased it, subsequently returning it to Canada.

Upon obtaining detailed information from the long-standing client, it became evident that this old unit was an ideal fit for their new application. Notably, Total Combustion was able to offer the used unit at a price point that aligned with the client's budget and pleased their operational teams, who had consistently expressed a strong preference for TCI equipment.



REDUCED COSTS



INCREASED OPERATIONAL RELIABILITY






Total Combustion Inc.



A Partner in Your Success

- Over 25 years of experience
- High Quality Materials = Highly Reliable in the Field
- 365 days of reliable uptime.
- A dedicated service delivery team supporting your entire project.

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