



LEADING THE WAY IN COMPRESSOR TECHNOLOGY

An interesting interview with Vito Notari from Enerproject in Switzerland.

Enerproject are a leading compressor packager based in Switzerland. Over the past years Enerproject have been steadily growing their presence throughout the World, and in particular Asia, where patience and a reliable local network are critical.

Over the years, they have focused on proving their competence as a reliable and effective compressor packager supplying some 400 packages Worldwide, with 35 in operation throughout Asia, showing in turn the great confidence the market has on the product and of course its reputation.

Enerprojects growth in Asia has been a great example of patience, building on references and a reliable

and dependable network. The brand has grown substantially in the region, with many people now recognizing the brand at the shows it visits. Vito Notari, head of sales said *"It's great for how far the company has come, and whilst many existing customers were present, we are making constant contact with lots of potential customers."*

The SPP projects have been a hallmark for Enerproject in Thailand, receiving a remarkable number of orders, 15 in the last two years, with packages including inlet gas scrubber, compressor in addition to filtration and drying systems at the discharge.

The relationships and now subsequent references that Enerproject have developed with major contractors puts them in a very strong position moving forward, and whilst most of the work to date has come from Thailand, they have had contracts in Indonesia, Malaysia and also recently travelled to Taiwan to meet with a leading EPC.

Vito was keen to talk about some of Enerprojects strengths as a European company doing successful business in Asia, *"Every package that we produce is configured individually, allowing us to be extremely flexible in giving the best possible solution for the specifications, whereas other packagers do not have that kind of adaptability."*



The modern compressor package has to meet a stringent set of specifications from the gas turbine manufacturer, which is becoming tighter on newer models to conform in emissions and efficiency. The importance of separating liquids and contaminants to deliver dry gas to the turbine is of paramount importance but with such vast experience, Enerproject fully understand and comply with the requirements.

Vito continued *"Enerproject are in constant communication with the turbine OEM's, we have many references with them, understanding and configuring our packages for the requirements of each model."*

Presently, Oil lubricated screw compressor's are emerging as one of the most popular products for the

dry low emission gas turbines and Vito told us of the desirable performance capabilities, with flexibility being the key word. *"The major advantage of this technology is flexibility! Inasmuch that our compressors packages are able to automatically follow the variations of the inlet and discharge conditions, and this enhance the flexibility of the product. Furthermore, screw technology, being axial compression, does not need a pulsations absorber of the gas flow, saving the user money and importantly space."*

The requirement for reduced outage periods is another vital procurement consideration, with most users wanting just one scheduled outage a year after 8,000 hours. Many systems will not deliver this dictating the need for an additional standby compressor to maintain performance in accordance with turbine intervals, fortunately with the Enerproject system a synchronized maintenance interval with the turbine can easily be met. Vito stated that the *"Enerproject skid concept is extremely compact ensuring a small footprint"*

required for modern power plants, it is almost a plug and play concept easily transported by roads, which is an important factor for some of the challenging project locations in Asia."

We were keen to understand the development path of the products being manufactured in Switzerland, discovering that one of the key advances incorporates a complete package in terms of compressor, gas treatment systems in addition to the analysis instrumentation. A recent project in Nigeria was testament to this where three compressors with the complete system were delivered for two GE LM6000 gas turbines,

"Enerprojects growth in Asia has been a great example of patience, building on references and a reliable and dependable network."

a significantly large installation demonstrating the competence of the Enerproject solution. There are also a number of projects and references in this configuration for Enerproject in the Eastern European market. This again provides a distinct advantage over packagers that are typically limited to just the compressor.

The organic growth the Enerproject has undertaken in Asia has been an admirable achievement. With an increasing number of small power plants coming rapidly online, their tailored compressor solutions and impressive deliveries to date will ensure an enviable standing in the market. Vito mentioned in closing *"We have some very exciting developments taking place that we are going to release in the near future, this will be sure to open up even more projects in Asia and around the World."*

For more information on the Enerproject compressor solutions please contact their sales team **+41 91857 5688** or **sales@enerproject.com**

