

Short Delivery Time for 3000 HP Mainline Crude Pumps Met Thanks to Creative Thinking

A Texas pipeline company issued a request for three large mainline Model 3610 units for a crude pumping station. However, they needed them in just 36 weeks after receipt of order. The usual approach to shipping and aligning the pumps and motors at the factory was completely rethought by ITT Goulds Pumps in order to successfully meet this tight deadline.

The Problem

Pipeline companies operate under short timelines because every day of delay means a loss of production and revenue. The pumps are tailor-made to each application and it takes time to design and manufacture the pumps. In order to deliver the units cost-effectively, Goulds Pumps decided to manufacture the pumps at our Korean facility (GPK). The motors were required to be sourced from a manufacturer in the USA with delivery of 32 weeks. With the time it would take to ship the motors from the U.S. to GPK and mount and align them, and then ship them back to the US, the delivery requirements would have been impossible to meet. Clearly, a new strategy was needed.

The Solution

Goulds Pumps innovated a strategy to source the pumps from GPK and ship the motors directly from the manufacturer to the customer's jobsite. Goulds Field Service Technicians drilled the baseplates and mounted and aligned the motors right at the jobsite. By employing some creative solutions and utilizing our field service team, Goulds Pumps was able to deliver the completed units within the stringent timeframe.

The Benefits

By utilizing Goulds Pumps production facilities in Korea, we realized substantial cost benefits. Additionally, by mounting the motor on site, we met the delivery requirement which would not have been possible by shipping the motors to Korea.

