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VAPOR SOLUTIONS

➔ **HY-BON INC.**
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THE WORLD.



In the last 10 years, HY-BON Inc.'s leadership has shifted focus to turn the company into a solutions-focused organization.

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NATURAL GAS

• *Prices continue to drop as cooler temperatures are predicted for summer.* •

Vapor Recovery Leader

As a global industry leader and problem-solver since 1952, HY-BON specializes in identifying, quantifying and capturing low pressure gas streams.

BY KECIA BAL





It has been a decade of positive momentum for HY-BON Inc. The Midland, Texas-headquartered company currently is working successfully in over 30 countries – from desert sites to offshore production – improving profits and reducing major greenhouse gas emissions. ¶ Though HY-BON has been an industry player since the 1950s, company leaders launched a new approach over the past 10 years, according to Inayat Virani, vice president of sales. The company is now more solutions-focused, he says. ¶ In-house research and development have been key for the company over the past decade, too. ¶ “We have been the longest-running player in this particular market niche,” Virani says. “About 10 or 12 years ago, we decided we really needed to take the mantle as a leader in the industry. That wasn’t something that was going to happen by doing the same things over and over again. We really started looking at what we could do differently, what we could do better.”

About a dozen new products – client solutions – have been explored as a result of the internal research and development.

“We brought several new offerings to the market as a result of those projects,” Virani says.

One example of a positive outcome: The NK line of rotary-screw compressor vapor recovery units that capture gas off storage tanks. Those now are built with an integral well-gas separator that connects to a vapor recovery system.

“One of the advantages is that it handles very wet gas coming off these tanks very well,” Virani says. “It keeps the cost low by having an integral oil-gas separator.”

It also helps producers maintain a small footprint and keeps the cost down.

“It’s extremely robust in this wet gas,” Virani says.

HY-BON brought the line to market about five years ago, and already about 1,000 have sold.

“A lot of it had to do with customers faced with the cost issues associated with capturing this gas,” Virani adds.

“Many of them went to the direction that it was just cheaper to burn it. We needed to find a way to make it cost-effective from a capital equipment standpoint,

capture it and actually put it in the pipeline.”

A Broad Scope

The company’s range of products includes a variety of total solutions, with the services to make them efficient.

Vent gas management offerings include vapor recovery units, vapor recovery towers and vapor combustor units. The company also sur-

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veys to identify emissions sources, quantify tank vapors and offer options to rectify the situation. That has become particularly important under recently enacted federal EPA Quad O regulations, which have caused the industry to reassess the way storage tank facilities are configured and maintained. HY-BON’s solutions address the regulations – and recapture lost revenues in the process.

The company also sells:

- Cold-weather compressor packages;
- Flow-measurement systems;
- Conservation vent filters;
- Engine packages;
- Plunger lifts;
- Oil industry compression equipment;
- Wastewater gas compression; and
- Other biogas applications.

Other Signs of Growth

The company also has gone through two sales in the past 10 years and is a Regal Beloit Corp. brand as of 2014.

The corporate office remains in Midland, along with two of

three manufacturing facilities where employees assemble components from other vendors and build the packages that solve vapor problems. Another manufacturing facility is in Belpre, Ohio, a result of a decision in May 2012 to acquire Electronic Design for Industry, which designed and manufactured controllers, systems and replacement parts used in production of oil and natural gas. Products included plunger lift systems, automated natural gas engine packages and engine drive vapor recovery units.

In the same time span, HY-BON’s revenues multiplied rapidly and it also grew from 20 or 30 employees to more than 230 this year.

“We’ve grown almost exponentially over the last 12 years,” Virani says. “We went from a mindset of simply an equipment supplier to a solutions provider.”

That philosophical shift has made all the difference, he says.

“The customer has a fundamental problem: dealing with this gas that they’re normally venting or burning,” Virani says. “The regulations seem to be getting stronger and tighter every year, and the customer’s fundamental business is finding oil and gas and trying to get that oil and gas to market. These side streams tend to be a bit of a nuisance and they need to find a solution.

“We positioned ourselves as the guys who will come along and solve the whole thing and then you have an incremental revenue stream,” Virani adds. “That approach has resonated with our customers.” ☺

