

# Rapid Response and Strategic Coordination: Delivering Pressure Regulating Skids on a Tight Schedule for Guangzhou Gas

## RESULTS

- **Cost Accelerated Delivery:** Successfully met expedited schedule for two critical pressure regulating skids, overcoming challenges like long lead times and power shortages.
- **Innovative Solutions:** Engineered and delivered a temporary skid solution that allowed the customer to proceed with their power plant commissioning on time, while designing the equipment for future reuse.
- **Cross-Functional Excellence:** Achieved seamless project execution through effective collaboration between Engineering, Procurement, Supply Chain, PMO, Quality, Logistics, and Operations teams, resulting in an uplift in sales and gross profit.



## APPLICATION

Pressure Relief Valves, Regulators, Flame Arrestors

## CUSTOMER

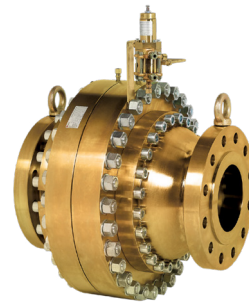
Guangzhou Gas

## CHALLENGE

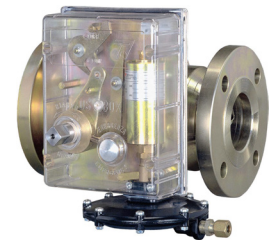
Guangzhou Gas engaged us to design, procure, and deliver four pressure regulating skids, crucial for their client's downstream power plant commissioning. The project faced high stakes due to the potential 20% Liquidated Damages (LD) for delays and the customer's critical reliance on our timely delivery.

- **Urgent Delivery Schedule:** The customer required an expedited delivery schedule for two of the four stations.
- **Long Lead Equipment:** Some critical equipment had long lead times that threatened project timelines.
- **Power Limitations:** Power shortages in Chengdu Province due to low water levels affected production.
- **Supply Chain Disruptions:** Ongoing global supply chain issues further complicated timely delivery.

*"We are extremely impressed by the team's ability to overcome challenges, accelerate delivery, and provide innovative, reusable solutions through seamless cross-functional collaboration, resulting in timely project completion and increased profitability."*



Tartarini™ Type FL Series  
Pressure Reducing  
Regulator



Tartarini BM5 Series  
Axial Flow  
Slam-Shut Valve

## SOLUTION

- **Product Development:** Successfully launched the low temperature version of the regulator FLA1 and SSV BM5A to meet technical requirements. Collaborated with marketing, R&D, and supply chain teams to finalize engineering drawings, BOM, and material procurement.
- **Advance Procurement:** Issued letters of intent to long lead equipment suppliers to expedite production.
- **Material Tracking:** Coordinated with the Supply Chain and Operations departments for effective materials tracking and production scheduling.
- **Power Contingency:** Rented external generators to counteract power shortages and support factory production.
- **Stakeholder Communication:** Maintained close communication with the customer and key stakeholders to ensure alignment and acceptance of plans. Ensured smooth project execution through close collaboration among Engineering, Procurement, Supply Chain, PMO, Quality, Logistics, and Operations teams.
- **Daily Tracking:** Monitored key deliverables daily by the project and procurement teams.
- **Certification:** Engaged the Chinese National USM Certification Lab to expedite the certification process, typically a 4 to 6-week wait.

The project was successfully completed within the stringent timeline, despite the challenges. The customer received the skids on time, enabling their downstream power plant commissioning to proceed as planned.

This project highlights our ability to manage high-stakes deliveries under pressure, effectively resolve challenges, and deliver exceptional value to our customers through cross-functional teamwork and innovative solutions.

### Emerson

#### Americas

T +1 800 558 5853

T +1 972 548 3574

#### Europe

T +39 051 419 0611

#### Asia Pacific

T +65 6777 8211

#### Middle East / Africa

T +971 4811 8100

© 2024 Tartarini™ is a mark owned by a subsidiary of Emerson Electric Co. The Emerson logo is a trademark and service mark of Emerson Electric Co. All other marks are property of their respective owners. The contents of this publication are presented for informational purposes only, and while every effort has been made to ensure their accuracy, they are not to be construed as warranties or guarantees, express or implied, regarding the products or services described herein or their use or applicability. All sales are governed by our terms and conditions, which are available upon request. We reserve the right to modify or improve the designs or specifications of such products at any time without notice. Neither Emerson, nor any of its affiliated entities assume responsibility for the selection, use, or maintenance of any product. Responsibility for proper selection, use, and maintenance of any product remains solely with the purchaser and end user.