



Customer : Oil field equipment and service company
Product group : Flange Gaskets, Static Sealing Elements
Market : Oil and gas
Application : Custom consignment program tubing heads

ERIKS DESIGNS CUSTOM CONSIGNMENT PROGRAM FOR MORE STABLE PRICING

Tubing heads for oil field services company



CHALLENGE

A rapidly growing oil field equipment and service company in Texas with facilities scattered throughout the state was having trouble keeping up with customer demand for tubing heads. The tubing head is a vital component of the wellhead assembly providing the mounting point for the entire Christmas tree assembly. Due to the high demand for their products and services, they found themselves having to source from multiple vendors causing them to deal with a logistical nightmare and erratic pricing from multiple vendors.

SOLUTION

The company has been a longtime customer of ERIKS, purchasing API 6A ring joint gaskets (RTJ's) and multiple standard and custom elastomer products. On a regularly scheduled visit to this customer, the ERIKS representative presented a solution that utilized the vast supplier network of ERIKS. Sample tubing heads were delivered to the customer's facility to undergo detailed inspections and testing. In addition, ERIKS designed a custom consignment program that allowed for more stable pricing and let them get back to focusing on serving their customers.

OTHER BENEFITS

- Cost reduction

FURTHER COMMENTS

Not surprisingly, the quality of the parts far exceeded the customers' expectations. The customer immediately placed an order for several hundred units to cover their existing demand.