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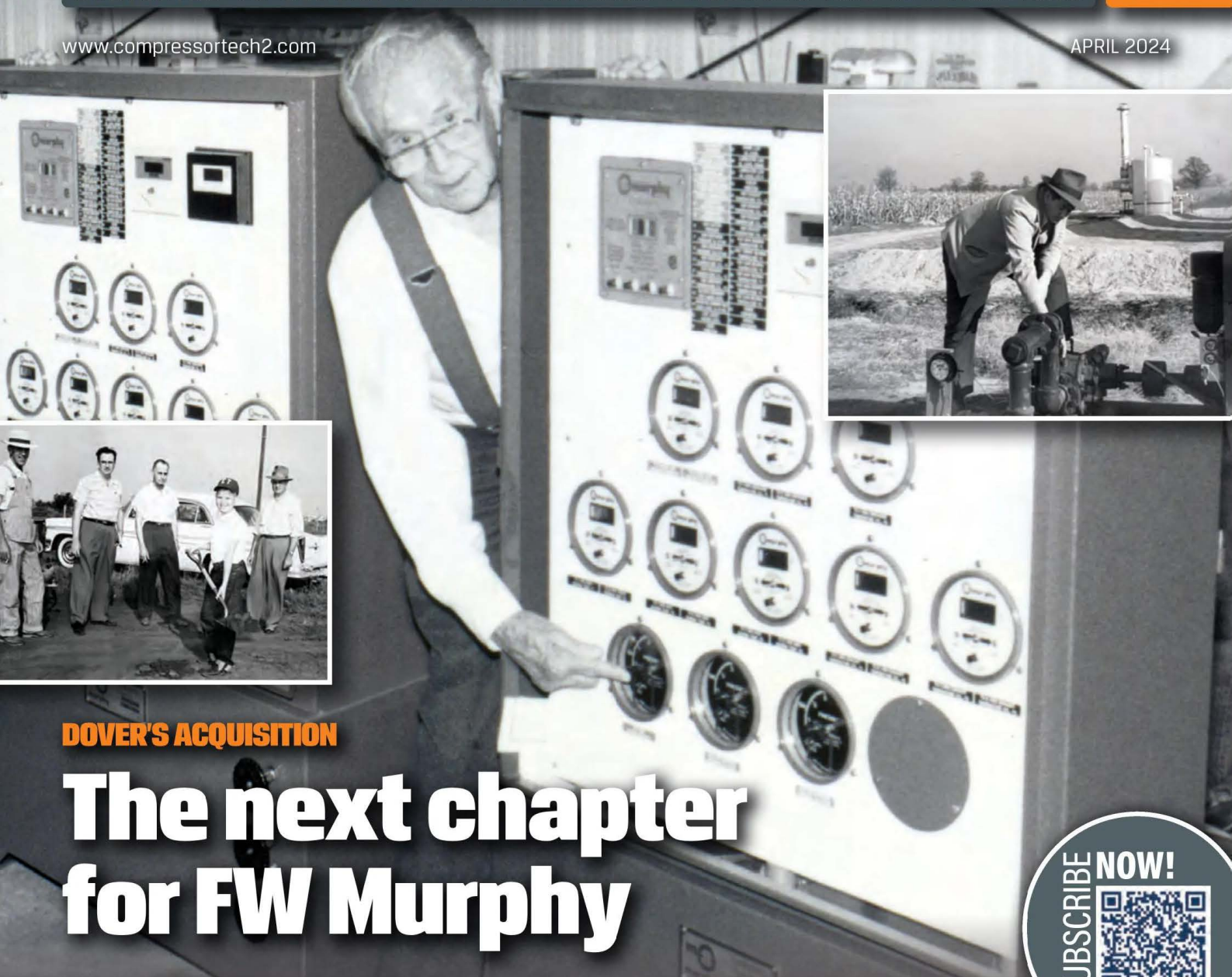
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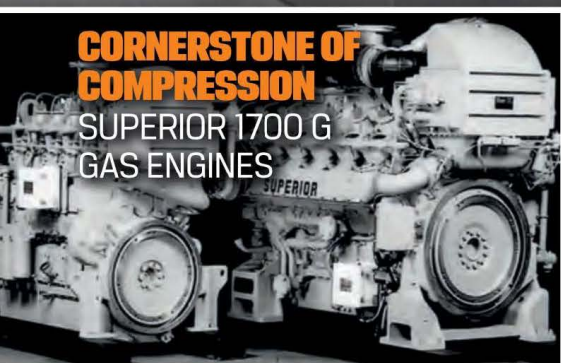
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## DOVER'S ACQUISITION

# The next chapter for FW Murphy



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**TAKE FIVE**  
MARCELL ULRICHS

**Marcell Ulrichs**, president of Dover Precision Components, discusses FW Murphy acquisition and what comes next. By **Jack Burke**

# A venerable company gets a new home

**F**W Murphy Production Controls was founded by Frank W. "Pat" Murphy in 1939. The company's first products were built on Murphy's kitchen table in Mt. Carmel, Ill.

Murphy's idea was to combine an indicating gage with a switch that would stop an engine when low oil pressure or high coolant temperature existed. It was a simple design, easy to understand – and it worked well. Fast-forward through the decades and the company went on to develop hundreds of products that monitor and control compressors, pumps, generators and other equipment.

Late last year, the venerable company was acquired by Dover Corp., a global manufacturer that is the parent company of many well-known brands, including Cook

Compression, Waukesha Bearings and Inpro/Seal, to name just a few. FW Murphy is now part of the Dove Precision Components operating unit of Dover Corp.

**COMPRESSORTECH<sup>2</sup>** reached out to Marcell Ulrichs, president of Dover Precision Components, to learn about the FW Murphy acquisition and what it means for the company and the industry.

**WHAT DID DOVER AND DOVER PRECISION COMPONENTS (DPC) SEE IN FW MURPHY THAT MADE IT AN ATTRACTIVE ACQUISITION?**

FW Murphy is a growing business with an industry-leading position offering

solutions highly complementary to those offered by DPC's Cook Compression brand. FW Murphy is a recognized technology leader in specialized instrumentation and control solutions for the natural gas compression and engine space. Their differentiated products are designed to improve the performance and lifespan of natural gas compressors and their engines while helping customers reduce emissions. FW Murphy has developed a strong brand and customer loyalty over many decades of leading the industry with its deep expertise

**Dover Precision Component's Innovation Lab in Houston is site of the company's test rigs for hydrodynamic fluid film bearings and reciprocating compressor components and brings together the research and product development teams.**



**FW Murphy's Centurion Configurable Control Panel is a fully integrated control and monitoring system for a variety of applications.**

in the control and optimization of reciprocating compressors and engines. The addition of FW Murphy enhances

the DPC product portfolio with smart and digital control, monitoring, and optimization solutions, demand for which is growing rapidly in the industry.

**WHAT IS DOVER TELLING FW MURPHY CUSTOMERS TO EXPECT REGARDING THE ACQUISITION?**

FW Murphy, like other Dover Precision Components brands, has a long history and proven track record of helping customers maximize the efficiency, reliability, and emission compliance of their most critical assets. To continue providing high-quality products and services to our customers, FW Murphy will remain a standalone business unit, similar to our other brands, within the Dover Precision Components operating model. No immediate changes in the

operation of FW Murphy are anticipated. We will continue to deliver our products with FW Murphy's traditional focus on high quality and excellent customer service. In the future, we envision great potential to bring new solutions to the market that utilize the strengths of FW Murphy and other Dover Precision Components organizations to the benefit of our customers.

**THE NEWS RELEASE ABOUT THE ACQUISITION MENTIONED HOW THE MOVE HELPS POSITION DPC FOR LEADERSHIP IN COMPRESSION TECHNOLOGIES IN CLEAN ENERGY. CAN YOU EXPLAIN THAT IN MORE DETAIL?**

Regulations are prompting many customers and operators to fast-track their plans to transform maintenance schedules from a time-based or reactive failure-based process to a proactive performance-based process. For example, new EPA regulations require companies to monitor leakage rates and replace rod packing when leakage rates exceed 2 scfm (standard cubic feet per minute). For our customers, this means that within the next 5 years, every compressor in operation



**The FW Murphy MLink is an IoT gateway that allows operators to leverage technology to equipment utilization.**

**"FW Murphy is a recognized technology leader in specialized instrumentation and control solutions for natural gas compression."**

**MARCELL ULRICHS, president, Dover Precision Components.**



***Experience, Reliability, Integrity...***

The AXH manufacturing complex consists of six plants, totaling 572,000 SF on 79 acres.





## TAKE FIVE MARCELL ULRICHS

must have the capability to monitor leakage rates and remain within the regulated leakage allowance. Cook Compression developed the COOK CLEAN Sealing System, which helps reduce fugitive emissions to near-zero levels, to assist our customers with tackling evolving regulations. The COOK CLEAN® Sealing System also perfectly complements the monitoring and diagnostic capabilities of FW Murphy products. Dover Precision Components now has a comprehensive solution that provides both monitoring for proactive maintenance and best-in-class compressor components to help minimize future leakage rates.

### IT ALSO TALKS ABOUT HYDROGEN AND CARBON CAPTURE TECHNOLOGIES. DO YOU SEE THOSE AS GROWTH AREAS? WHY OR WHY NOT?

Hydrogen and carbon capture have come into prominence in the last few years as companies around the world focus on reducing their carbon footprint. Governments are encouraging investment in cleaner energy sources through significant funding, such as the hydrogen hubs recently introduced by the U.S. government. As a result, we see this as an area with significant growth potential.

Like with any early-stage technology and market, there are many differing growth forecasts, which vary from 200 metric tons to above 500 metric tons for global hydrogen demand in 2050. Among the uncertainties behind such dispersion of forecasts are technological challenges in hydrogen production and transport. Hydrogen compressors operate at higher speeds and

**FW Murphy's Engine Integrated Controls System (EICS) combines many products into a complete integration package pre-calibrated specifically for an engine.**



**Frank W. "Pat" Murphy with an FW Murphy panel in 1987.**

higher temperatures than natural gas compressors, necessitating components that can withstand this type of operating environment. At Dover Precision Components, we view these challenges as opportunities and are leading the way



**Groundbreaking at a FW Murphy facility in 1954.**

by developing new materials and new components that can meet and exceed the requirements of hydrogen compressors.

### TALK ABOUT THE COMPLEMENTARY NATURE OF FW MURPHY'S PRODUCTS.

Both companies have a long history of innovating to create components and systems for reciprocating compressors to help operators stay in step with evolving emission regulations. Cook Compression, with its industry-leading COOK CLEAN

Sealing System, offers

proven technology that helps reduce fugitive emissions to near-zero levels. FW Murphy's Engine Integrated Control System – EICS – helps run engines in compliance with the emission standards with minimal effort from users while alerting to potential problems. This proven system with advanced diagnostics, robust

components and a fully integrated approach is the leader in the industry for optimal engine



**TAKE FIVE**  
MARCELL ULRICH'S



**"Both companies have a long history of innovating to create components and systems for reciprocating compressors."**



**ARE THERE PLANS TO EXPAND/INCREASE INVESTMENT IN FW MURPHY AND ITS PRODUCTS?**

No material immediate changes to FW Murphy's strategy and operations are anticipated following the acquisition. Our focus now is to continue to provide best-in-class products and services to FW Murphy customers while identifying new or improved product innovations to support our customers through ever-changing market conditions. We at Dover Precision Component and at our

**Cook Compression rod rings.**

parent company, Dover Corporation, always look for opportunities to invest in strong growing businesses and FW Murphy will be no exception to this proven strategy that has been driving our success for many decades.

**CT2**

performance. Cook Compression together with FW Murphy solidifies Dover Precision Components' position as a technology leader and prime supplier of emission-reduction solutions in the natural gas space.

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## ***YOUR PARTNER FOR THE HYDROGEN TRANSITION***

For over 100 years, Cook Compression has partnered with OEMs and end users to design innovative solutions for the gas compression industry. This includes a long history of engineered products with proven success in refining, petrochemical, and industrial hydrogen applications.

Today, we're leveraging this experience and investing in the research and testing capabilities needed to develop the next generation of products for renewable hydrogen applications.

**See how we can help you with the coming hydrogen transition at [www.cookcompression.com/hydrogen](http://www.cookcompression.com/hydrogen).**



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