

# Standardization

At AIC, standardization is not just a goal—it is already designed into the equipment.

For example, a single control unit controls one to ten analyzer systems, having any combination of thermal conductivity, flame ionization or flame photometric detectors.

Other examples are the MC-502 and the MC-503 Control Units which are custom designed to fit your specific requirements. If your requirements change

later, you may upgrade the units simply by plugging in additional boards. Units tailored to specific systems differ only in the numbers and types of plug-in boards. In fact, one wiring diagram applies to all MC-502's and another to all MC-503's. Every unit of a given model is wired in exactly the same way.

These are but two examples of the truly modular application that makes standardization routine at AIC.

## Equipment, Systems and Services

1. Modular equipment and systems that may be upgraded as user needs change.
2. In-house capability for design of microcomputer-controlled process systems.
3. Free trouble shooting on the telephone with operation personnel at system site.
4. Most spare parts and components delivered in the U.S.A. within 24 hours from receipt of verbal purchase order.
5. Updating of existing analyzers.
6. Complete system package responsibility.
7. Modular approach with standard design allows quick response time. The following are typical:
  - a. System quotations within a few hours.
  - b. Chromatograph system delivery within 30 to 45 days.
  - c. Microprocessor-based control unit delivery within 90 to 120 days.

### Partial List of Users

#### Domestic Users

Amarillo Oil  
Aminoil  
Amoco Production  
Atlantic Richfield  
B&C Associates\*  
Becon Construction\*  
Buckeye Gas Products  
Cabot  
Calgas  
Catalytic\*  
Celeron  
Champlin Petroleum  
Chapman Engineers\*  
Chevron Oil  
Cities Service Oil  
Coastal States  
Comsip Custom Line\*  
Continental Oil  
Cosden Oil and Chemical  
Delhi Pipeline  
Delta Engineering\*  
Dorchester Gas  
Dow Chemical  
Dresser Engineering\*  
El Paso Natural Gas  
Enterprise Products  
Evanstown Gas  
Exxon  
Fish Engineering\*  
Fluor\*  
R.L. Frailey\*  
Getty Oil  
W.R. Grace  
Gulsby Engineering\*  
HNG Petrochemicals  
Helix Process Systems\*  
Hercules  
Hudson Engineering\*  
Hunt Oil  
Institute of Gas Technology  
Intralax Gas  
K.R.W. Energy  
Kansas Nebraska Natural Gas  
M.W. Kellogg\*  
Koch Hydrocarbons  
Lone Star Gas  
Lo-Vaca Gathering  
C.E. Lummus\*  
Marathon Oil  
Mesa Petroleum  
Mid America Pipeline  
Mitchell Energy  
Mobil Oil  
Modular Engineering\*  
NASA  
National Flow  
Natural Gas Pipeline Co. of America  
Northern Gas Products  
Northern Illinois Gas  
Northern Petrochemical  
Northern Natural  
Oasis Pipeline  
Olin Matheson  
Ortloff\*  
Oxirane Chemicals  
Ralph M. Parsons\*  
Pioneer Gas Products  
Production Operators  
Process Equipment  
Randall\*  
T.H. Russell\*  
Schenectady Chemicals  
Shell Oil  
F.F. Smith & Associates\*  
Sohio Petroleum  
Southern Gas  
Sun Gas  
Tenneco Oil  
Texaco  
Texas Eastern

#### Foreign Users

Texas Oil and Gas  
Tonkawa  
Trend Construction\*  
Trentham\*  
Tulsa Pro-Quip\*  
Union Oil  
Union Texas Petroleum  
United Controls\*  
U.S. Industrial Chemicals  
Valero Hydrocarbons  
Warren Petroleum  
Weatherby Engineering\*  
Western Gas  
Westinghouse  
Wil Gas  
Williams Gas Liquids  
American Process\*\*  
Associated Natural Gas\*\*  
Eland Energy\*\*  
Enron\*\*  
Ensearch\*\*  
NGC Energy\*\*  
Oryx\*\*  
Phoenix Park Gas Processing\*\*  
Trident NGL, Inc.\*\*  
Union Pacific Resources\*\*  
Alberta Natural Gas  
Aquitane  
Asahi Chemical Industry\*  
Berolkemi A.B. Sweden  
Bufete De Ingenieria\*  
Bufete Industrial\*  
Celanese  
Cities Service  
Chevron Standard  
Delta Projects\*  
Dow Chemical  
Esso Chemical  
ENAP. Chile  
Fish International\*  
Gas Del Estado, Argentina  
Imperial Oil  
Impexim, Romania  
Instituto Mexicano del Petroleo\*  
Lagoven, Venezuela  
Mobil Oil  
Petroleos Mexicanos  
Shell  
Texaco  
Techint-McKee & Co., Argentina  
Western Co-op  
West coast Transmission

\*Indicates Engineers and Contractors

\*\*Indicates Change in Name

**Inquiries Are Welcomed.** Contact the sales department in Houston or an office nearest you. AIC has foreign representatives in Canada, Argentina, India, Mexico, Trinidad and Venezuela.

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