

# PACKAGER PROFILE:

BY BRENT HAIGHT

## ALEGACY EQUIPMENT

Waller, Texas, USA

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Website: [www.alegacy.biz](http://www.alegacy.biz)

Year Founded: 2013

Number of Employees: 60+

Geographic Territory: USA

### COMPANY OFFICERS:

Will Reyes, Managing Partner

Bob Nickles, Principal

Bo Pierce, Principal

TYPE OF COMPRESSION: Reciprocating

TYPES OF DRIVERS: Reciprocating Engine, Electric Motor

### CAPACITY RANGE:

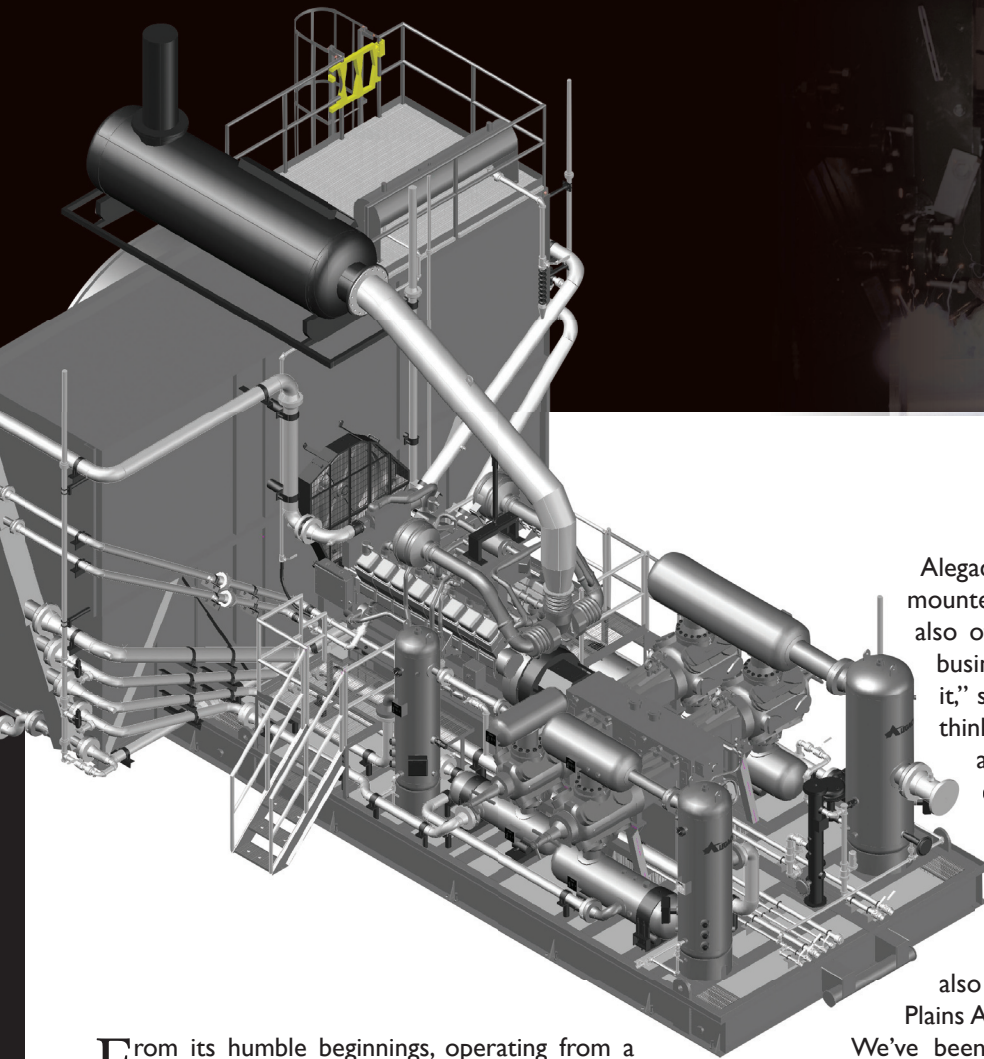
100 hp min. (74 kW min.)

10,000 hp max. (7460 kW max.)

### SERVICES OFFERED:

Fabrication and packaging of new gas compression equipment; revamping the gas compression package; upgrading gas compression equipment


Located in Waller, Texas, USA, Alegacy's 20-acre (8-ha) campus includes a 60,000-sq.ft. (5574-m<sup>2</sup>) assembly shop, a 30,000-sq.ft. (2787-m<sup>2</sup>) fabrication shop, blast and paint cells, and office space.



From its humble beginnings, operating from a Holiday Inn Express hotel, Alegacy has grown into a world-class packager of gas compression equipment. Founded in 2013, Alegacy specializes in the fabrication and packaging of engine and electric motor-driven reciprocating compression equipment from 100 to 10,000 hp (74 to 7460 kW). To date, the company has packaged natural gas compressors and related equipment in excess of US\$250 million.

“Our early days were very humbling, but also filled with the purpose of wanting to build ‘a legacy,’” said Bob Nickles. Nickles, along with Bo Pierce, serve as principals of Alegacy. “We keep customer needs at the center of everything we do and maintain a responsibly managed growth environment.” Today, Alegacy is located on a 20-acre (8-ha) campus in Waller, Texas, USA, complete with a 60,000-sq.ft. (5574-m<sup>2</sup>) assembly shop, a 30,000-sq.ft. (2787-m<sup>2</sup>) fabrication shop, blast and paint cells, office space, and room to expand.

“The total square footage under roof is 100,000 sq.ft. (9290 m<sup>2</sup>),” said Nickles. “When we designed this campus, we started with a clean sheet of paper. We decided where the road was going to be, the building heights, the building widths, placement of the paint shop — every aspect was well thought out before we began construction. The assembly shop was purpose-built around a Caterpillar 3516/Ariel JGT4 compressor package. The bay doors, the crane capacity ... everything was designed to accommodate large-horsepower gas compression.”



Alegacy’s focus is the fabrication and packaging of skid-mounted natural gas compression equipment. While it also offers package revamp and upgrade services, its business model is clear: “We build it and ship it. That’s it,” said Nickles. “We don’t want to be the fleet. We think that those who come in that environment are kind of competing against their own customers and will create an identity crisis at some point. “Our focus has always been the compressor package,” said Nickles. “When we began, we focused exclusively on building units for compressor fleets such as USA Compression and Kodiak Gas Services, among others. Today, we also build product for end users such as Anadarko, Plains All American Pipeline, Rice Energy Inc., and more.

We’ve been involved in some first-generation, innovative projects with companies like HICOR and Mission West Inc., for example. We have already built the prototype unit for HICOR that is in field test now. We have another emerging technology project in development with Mission West. The prototype unit is scheduled to be built in Q2-2017. We are absolutely looking for emerging technologies, improvements, and strategic developments. We want to build the next generation of products, not just what’s in our portfolio today.”

Having weathered the unprecedented market challenges of 2016, Nickles sees a brighter forecast for Alegacy in 2017.

“We saw the market shrink in 2016 over 2015, but thanks to one extremely strong customer, Kodiak Gas Services, we only retracted about 20% year-over-year. Given everything that has happened within the industry last year, we are thrilled with that number. Our crystal ball for 2017 is far more bold. Our conservative forecast is that we will more than double last year. Orders are already coming in.”

Nickles attributes the success of Alegacy to a company-wide attention to detail lead by Managing Partner Will Reyes. “Our attention to detail separates us in the marketplace,” said Nickles. “It’s not something you see on a resume. It’s not something you see in a bio. You begin to see it the moment you see the equipment lined up in our yard, the moment you see the cleaned and buffed shop floors, the moment you see the quality of our work. We take great pride in every aspect of what we do.” 