

Header: Getting you back on the road

Sub-header: Premier Cryogenic Services, LLC says quick turnarounds have been vital in 2020

By Nick Parkinson

Eighteen months after its founding, Premier Cryogenic Services, LLC (PCS) is busy, backlogged and building for the future. Despite the challenges presented to businesses by the global coronavirus (Covid-19) pandemic, PCS has been working hard to provide essential rehab, retests and repair of cryogenic equipment from its facilities in La Porte (Houston), Texas, and Slidell, Louisiana. “We have been fortunate that the pandemic has not negatively impacted us,” Mark Morreale, CEO/Co-Founder of PCS told **gasworld**.

“Earlier this year when all this started, liquid oxygen transports were in high demand. Keeping them on the road was our number one priority. We were getting them in and out as quickly as we could so our customers could continue making crucial oxygen deliveries. And we still do. We inspected and repaired a number of ISO containers, portable tanks, and mobile stations which went to the Javits Center, a temporary hospital treating overspill Covid-19 patients in New York. Since the first wave, we haven’t seen anything like the demand we saw early on in the pandemic. But oxygen trailers and ISO container repairs still receive our top priority”, emphasized Morreale.

“It costs customers to be down without their equipment. We make it our mission to get their equipment in and out of our shop as quickly as possible. With Covid-19, turnaround has been even more important,” Morreale said from the company’s headquarters in La Porte.

And the focus has not been solely on oxygen. “There’s definitely been a shortage of carbon dioxide (CO₂) this year. We help this situation by getting CO₂ transport trailers in and out of our shop and back on the road,” Mark Morreale pointed out.

“Our dedicated liquid hydrogen trailer shop in Slidell, LA has a scheduled backlog. We have taken the overflow from our Louisiana location to our La Porte shop where we are also doing liquid hydrogen rehabs, retests and repairs,” Morreale continued. “Our detail-oriented staff thoroughly goes through them.”

PCS inspects, repairs, and rehabilitates all types of cryogenic equipment, and claims to be the largest such service provider of liquid hydrogen trailers and ISO containers in North America. PCS, which also sells, and leases rehabilitated equipment, offers liquid hydrogen rehab, retests and repair from its two locations.

PCS has strengthened its in-house capabilities by adding a new sandblast and paint facility that came online in October. Morreale said, “It was an existing building at our facility which we reconfigured and added a blast booth and blast media recovery system, along with a heated paint booth. We now have more control of our blasting and painting needs which makes us more competitive and more efficient, along with providing better scheduling and turnaround times.”

Back in business

The decision Mark Morreale and brother and COO/Co-founder, Joe, made last year to get back into the industry has been vindicated by robust business growth in 2020. Joe and Mark Morreale were original and former owners of WesMor Cryogenic Companies, which they sold to Trinity Industries in 2014. “Being restless at home made it clear when our non-compete ended that it was time to get back in the game and provide a quality service outlet for our customers. We had done it before, and we knew that we could do it again,” Joe Morreale said.

PCS was launched in July 2019 to offer inspection, retest, repair, and rehabilitation of cryogenic UN Portable Tank and IMO 7 ISO containers and transport trailers, including but not limited to liquid nitrogen, liquid oxygen, liquid argon, CO₂, LNG, and liquid hydrogen. A month later PCS acquired former employee, Richard Lassere’s company, Slidell, Louisiana based Elite Cryogenics LLC, which specialized in liquid hydrogen transport trailer retest, repair and rehabilitation.

“Originally, we had divisions in LaPorte and Slidell and we do again,” commented Joe Morreale. Things are going well and Mark Morreale says that PCS is considering a third repair facility in another region of the country. From the time the Morreale brothers decided to get back into the cryogenic equipment business, their current business model has closely resembled their original approach. Mark Morreale told gasworld, “as for manufacturing new equipment again, I wouldn’t rule it out when we are ready. We have always planned to fabricate new cryogenic equipment, just like we did before.”

After recent upheaval in the US cryogenic tank and trailer landscape, neither Morreale foresees any more major developments in the near future. They do see liquid hydrogen equipment demand growing. “We retest and repair those units and we see them all of the time. We have seen for some time that there is definitely an increasing demand for equipment in the hydrogen world”, remarked Joe Morreale, “which is one of the reasons we decided to get back in business”.

What makes PCS stand out among the crowd? “We are a service-oriented company, focused on the customer and on quick-turn-arounds. We feel we are the best in the country,” Mark Morreale said. “Treating each customer as priority No 1, providing quality and service, and doing it with a quick turn-around are our goals. If a customer comes in with a leaky pump seal, we are going to get the job done. If another customer comes in for a rehab we will treat them the same way. Whether it’s a \$100,000 job or a \$1,000 we will treat all of our customers the same.”

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