

SLOAN SIGNS DISTRIBUTION AGREEMENT WITH COOPER

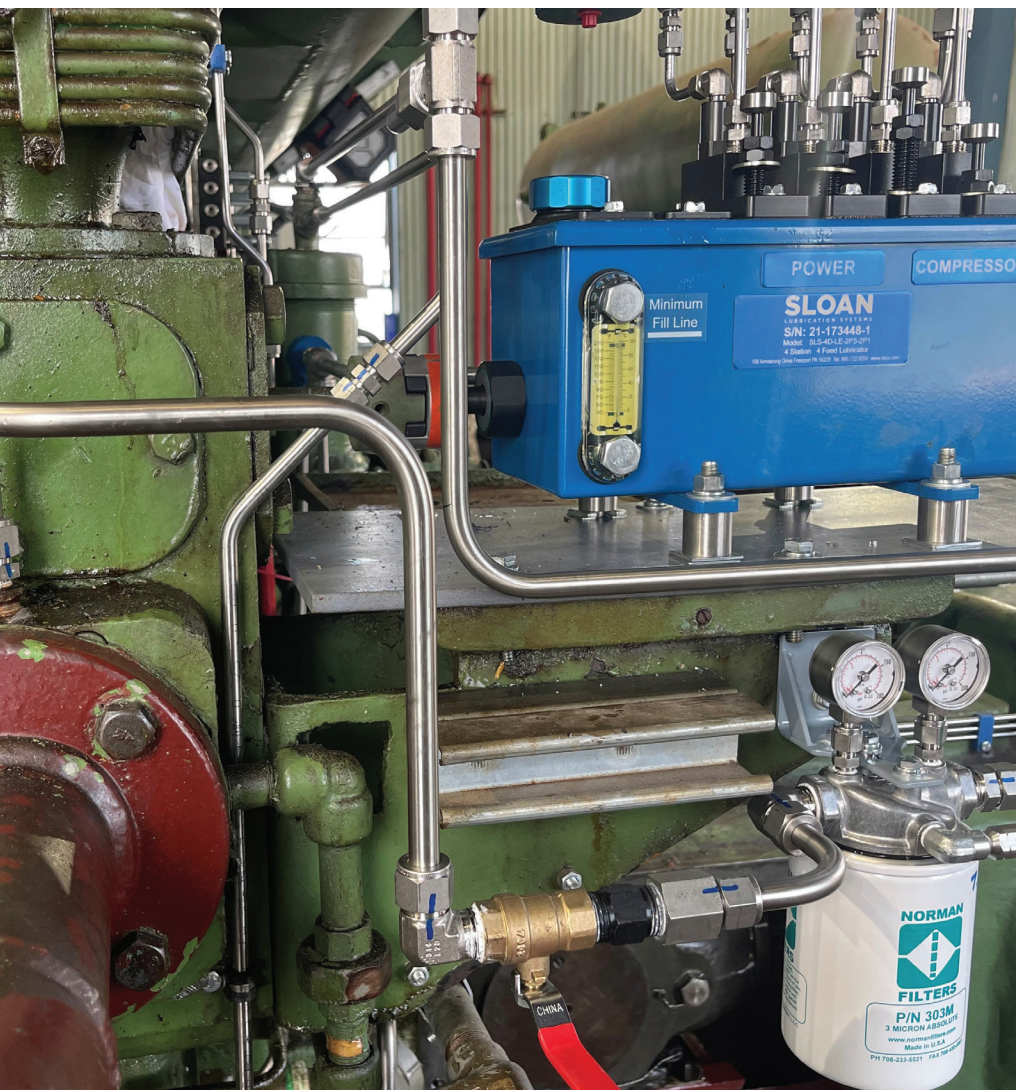
NEW AGREEMENT HIGHLIGHTS
THE IMPORTANCE OF INCLUDING
RECIPROCATING COMPRESSOR
LUBRICATION SYSTEMS DURING
COMPRESSOR OVERHAULS

BY BRENT HAIGHT

Sloan Lubrication Systems (Sloan) has signed a distribution agreement with Cooper Machinery Services (Cooper). The global agreement gives Cooper access to Sloan's engineering, design, and optimization capabilities and its portfolio of compressor lubrication systems and components.

"Lubrication systems hold critical influence on the health of a reciprocating compressor. Regular preventative maintenance is needed to avoid catastrophic outages and expensive repairs," said Matt McCarthy, director of national accounts at Sloan. "Sloan and Cooper were looking to grow mutual business opportunities, and both recognize that lubrication systems are typically overlooked when doing a compressor overhaul. It's a win-win scenario to combine Sloan's lube systems design expertise with Cooper's field service capabilities on critical compression equipment."

In addition to offering its array of lubrication technology, Sloan will train Cooper's field service team on how to recognize lubrication system issues and how to articulate the importance of those systems in the overall health of the compressor.



"In the grand scheme of a compressor rebuild, a new lubrication system is a small expense. Given the cost of damage a faulty lubrication system can cause, it is smart to address it when it is down for overhaul," said Steve Spotts, vice president of sales at Sloan. "A new lubrication system is a small price to pay for peace of mind."

This agreement provides Sloan an additional path to market and expands its selling efforts for lubrication systems and tubing installation beyond its own sales force. Headquartered in Freeport, Pennsylvania, Sloan has been manufacturing, installing, and servicing compressor lubrication systems and products since 1922. The company was named as an Ariel distributor in 2021 (see "Sloan Named Ariel Distributor," April 2021 *Gas Compression Magazine*, p. 38) and expanded its product portfolio to include a tube spacing and support system (see "A New Tool For Tubing Installation," August 2021 *Gas Compression Magazine*, p. 42).

The addition of Sloan's products and systems portfolio gives Cooper protection against lubrication failure on its overhauls and general maintenance and repairs. "It is a natural fit and protects their post-sales warranty exposure by keeping critical assets operating as expected," said McCarthy.

Headquartered in Houston, Cooper is the original equipment manufacturer (OEM) and supplier of parts and after-sales services for brands such as AJAX, Cooper-Bessemer, CSI, Enterprise, Gemini, Superior, TSI Turbochargers, and

Texcentric. It is also a supplier of after-sales support for non-Cooper engine-compressor brands such as Clark, Caterpillar (3600 engines), Ingersoll Rand, Waukesha (VHP engines), and Worthington. The company has been in growth mode since 2019, when BHGE sold its reciprocating compressor business to Arcline (see "A Return To Independence," September 2019 *Gas Compression Magazine*, p. 62). In the years following, Cooper has acquired such companies as TrueRock (see "Cooper Acquires TrueRock," November 2021 *Gas Compression Magazine*, p. 10), Sinor Engine Company, Hoerbiger's Engine Legacy Solution Business (see "4 In 4" February 2020 *Gas Compression Magazine*, p. 34), Epic International's Energy Services Business, and Reciprocating Technology Services Corp. (see "The Guys On The Wrench," December 2019 *Gas Compression Magazine*, p. 20).

"With its focus on legacy equipment with names like Cooper-Bessemer, Clark, Ingersoll Rand, Waukesha, Worthington, and Superior, working with Cooper is a good fit with our core business," said Eric Sloan, manager of marketing communications at Sloan. "When a compressor operator hires Cooper to tear down their unit to rebuild it with the latest and greatest technology, it makes sense to replace old OEM or suboptimal aftermarket systems that limit the performance of the compressor and risk damage to the upgraded components." 