



SLOAN NAMED ARIEL DISTRIBUTOR

ARIEL DISTRIBUTOR AGREEMENT AND RESTRUCTURED SALES TEAM
POSITION SLOAN LUBRICATION SYSTEMS FOR CONTINUED GROWTH



BY BRENT HAIGHT

Sloan Lubrication Systems (Sloan Lubrication) has been named as a SUS lubrication system parts and service distributor for Ariel Corp. (Ariel). Under terms of the agreement, Sloan Lubrication will work with Ariel's regional distributors and end users to provide maintenance, service, and optimization on Ariel compressor lubrication systems.

"The deal was officially inked in late 2019 and we quietly started with a few customers local to our office in Freeport, Pennsylvania, to build our process prior to an official nationwide launch," said Brian Sloan, CEO of Sloan Lubrication. "COVID-19 and market conditions put the brakes on expansion until now, and we are officially rebooting the project with a nationwide scope and Ariel's backing."



Pressure Testing A Divider Block



Setting Cycle Time

According to Sloan, compressor lubrication systems are often overlooked during preventative maintenance and overhauls. “Ariel has specific guidelines for service and replacement of these components that are not always met because of the complexity of this work. This has a significant impact on end users. Operators of Ariel equipment will benefit from Sloan Lubrication’s expertise by realizing improved reliability, efficiency, and lower operating costs,” said Sloan. “Sloan Lubrication Systems has been at this for nearly 100 years, and our primary focus is compressor lubrication. We can help Ariel end users and distributors diagnose and solve recurring issues related to lube system function.”

“It’s an industry belief that there is a tradeoff between protecting components and reducing lubrication,” said Gordon Erndt, marketing supervisor at Ariel. “When optimizing lubrication systems through an experienced service provider like Sloan Lubrication, a compressor owner can dial into their system so they don’t have to make that tradeoff. The right components and proper calibration for real-world conditions will minimize lubrication costs without sacrificing compressor health.”

“The distributor agreement gives Sloan Lubrication direct access to Ariel’s compressor lubrication system components and gives Sloan Lubrication the opportunity to provide Ariel-authorized compressor lubrication system service and optimization work.”

“With full access to Ariel’s top-of-the-line compressor lubrication system components, coupled with Sloan Lubrication Systems’ century of exemplary service, we are in a unique position to help Ariel operators maximize the performance of their compressor lubrication systems,” said Sloan. “This optimization goes beyond just verifying the integrity and function of components to include implementing Ariel’s ER-125 protocol.”

ER-125 is an intensive step-by-step lube rate reduction program designed to guarantee the exact right amount of lubricant is delivered to the compressor while preventing all the harmful effects of over-lubrication such as sticking valves and oil carryover.

“A problem in the natural gas industry that has been pervasive, really since its inception, is over-lubrication,” said Sloan. “The more lubricant you put into the process, the more you are going to have to take out later. ER-125 is a unique solution for Ariel operators that enables significant savings.”



Lubrication Pumps


SLOAN LUBRICATION SYSTEMS RESTRUCTURES SALES TEAM

Matt McCarthy, a 28-year sales veteran at Sloan Lubrication, has been promoted to the newly created position of director of national accounts. In his new role, McCarthy will focus on providing service and support to refining and natural gas transmission companies across their national footprints. McCarthy also sits on the board of directors for the Eastern Gas Compression Roundtable, where he has served for 25 years in different capacities, including as chair of several committees.

To facilitate McCarthy's promotion, Sloan Lubrication has restructured its regional sales force.

Harry Andrews has been hired as regional sales representative – east. Andrews has over 20 years of experience as a regional sales manager in industrial automation. He has a background in markets that include steel, metals, plastics, power, chemical, pulp and paper, natural gas, and oil refining.

Michael LeDoux remains the regional sales representative – central, but his area has been expanded to include the north central states of North Dakota, South Dakota, Nebraska, Minnesota, and Iowa. LeDoux has 24 years of experience in compressor lubrication, working in sales, service, production, and operations.

Steven Rooney has been hired as regional sales representative – west. Rooney has over 30 years of experience in the oil and gas industry, focusing on engineered sales of oil, gas, and refining equipment, and pipeline, process, and compression equipment design. 



Pictured Top To Bottom: Matt McCarthy, Harry Andrews, Mike LeDoux, and Steven Rooney