



Edmonton Tours Successful

FOR IMMEDIATE RELEASE

POLARIS Laboratories™ was host to 58 prospective and existing fluid analysis customers who attended the laboratory's complimentary luncheon presentations last month at its location in Edmonton. The company launched this facility last fall and has been processing samples there since September.

“These events were a big first step to obtaining new customers in Canada,” Vice President of Sales, Brett Minges, said. “We have a tremendous sales and laboratory staff in Edmonton who are paving the way for our success there.”

The POLARIS staff invited guests to enjoy a short company presentation on the benefits of doing fluid analysis with POLARIS as they had lunch. They were then taken on a personal tour of the laboratory by POLARIS CEO, Bryan Debshaw.

“Now, more than ever, companies are looking to reduce maintenance costs and extend equipment life,” Debshaw said. “Companies in the oil and gas, mining, construction and transportation industries have been using our tools to manage maintenance costs for more than 10 years. We offer much more than quality testing — we help customers maximize their fluid analysis results with innovative data management solutions, training and extensive field services at a competitive price.”

POLARIS Laboratories™ offers oil, fuel and coolant testing programs designed to pinpoint equipment problems — before they become failures — that can have a catastrophic effect on production. An efficient business model and an accredited Quality System allows POLARIS to deliver high quality test results within 24 hours while offering these programs at **20-30% less than those of its competitors**. With POLARIS Laboratories, you receive:

- A highly automated, ISO 17025 A2LA accredited production facility that sends you completed test results in 24-48 hours
- Actionable maintenance recommendations with each report that allow you to make well-informed, cost-saving decisions that have a positive affect on your bottom line
- A common database shared by all POLARIS facilities — you call one number for answers no matter which facility processes your samples
- Innovative IT solutions with easy-to-use reporting tools for managing your entire fleet
- Competitive pricing

PRESS RELEASE



POLARIS™
Laboratories

POLARIS Laboratories™ currently supports more than 60 private label fluid analysis programs for customers that include Chevron, ConocoPhillips, Kendall, Ingersoll Rand, Terex, MTU, and Cummins Filtration. It services more than 60,000 customers in 53 countries worldwide, with additional laboratories located in Indianapolis, Houston and Salt Lake City.

For additional information on POLARIS Laboratories, its testing capabilities, fluid services and training opportunities, contact Jacque Powers, Director of Marketing and Communications, at jpowers@polarislabs.com.

PRESS RELEASE