



**POLARIS
Laboratories**

POLARIS Laboratories® Expands into Central America

FOR IMMEDIATE RELEASE

GUATEMALA CITY, GUATEMALA – Leading North American fluid analysis provider POLARIS Laboratories® is again extending its global reach with a new laboratory in Guatemala City. The expansion supports the company’s global strategy for continued growth and is indicative of the strength and potential of the Central American market.

POLARIS Tribology Laboratory Central America, S.A., the sixth facility POLARIS Laboratories® has opened since it began operations in the U.S. in 1999, will provide oil analysis products and services throughout Central America, parts of Mexico and northern South America. Its customer base is diverse serving road transport, power generation, industry, mining and construction as well as the agricultural applications that support the region’s thriving sugar cane industry.

According to Bryan Debshaw, POLARIS Laboratories® CEO, oil analysis can provide multiple benefits to Central American companies looking for ways to maximize equipment reliability and increase production. “Sending regular oil samples to the laboratory for analysis monitors equipment and lubricant condition and will allow customers to identify and correct small problems before they cause major catastrophic failures,” Debshaw said. “They will also have access to extensive field support and training to help them develop and implement a successful oil analysis program.”

Once testing is complete, the company’s highly skilled team of lubricant specialists analyze and interpret the data and add actionable maintenance recommendations to each test report. Customers will then have 24-hour access to the reports and extensive data management tools – in Spanish – through HORIZON®, the company’s web-based reporting application.

Debshaw added that the Guatemala opening is an extension of the company’s “one lab, multiple locations” business model. “Using multiple testing facilities that share one database gives global companies the ability to manage large equipment maintenance programs around the world from virtually anywhere,” Debshaw said. “This new facility will also expand the services and support we currently provide to our existing customers and Private Label Programs with a presence in Central America.”

POLARIS Laboratories® is headquartered in the United States in Indianapolis, IN. Its North American laboratories are located in Houston, TX, Salt Lake City, UT, Atlanta, GA and Edmonton, AB, Canada.

PRESS RELEASE



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Each facility is ISO 17025 A2LA accredited, the highest level of quality attainable by a testing laboratory backed by the most stringent accrediting body in the industry. The Guatemala facility will operate according to the requirements of the POLARIS Laboratories® Quality System.

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