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POLARIS LABORATORIES® expands North American sales team

Michael Wells will serve as national account manager handling key account management and acquisition

INDIANAPOLIS - POLARIS Laboratories® is pleased to announce an addition to its national sales team. Michael Wells has re-joined the company as National Account Manager. Based out of Houston, Texas, Wells will concentrate his efforts on national accounts within North America.



Wells returns to POLARIS Laboratories® with more than 30 years of industrial fluid analysis experience and account management – including eight years at POLARIS Laboratories®.

“Michael has generated proven results helping companies increase equipment uptime and reduce maintenance costs,” said Brett Minges, POLARIS Laboratories® vice president of sales. “I’m confident Michael’s knowledge, experience and timely insights will continue to improve and grow our customers’ fluid analysis programs.”

Before re-joining POLARIS Laboratories®, Wells served in sales and business development roles at BureauVeritas and AllFuel Services and previously was a territory sales manager at POLARIS Laboratories®.

To learn how fluid analysis reduces your equipment maintenance costs and drives overall business performance, contact mwells@polarislabs.com.

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POLARIS Laboratories® is an independent fluid analysis company headquartered in Indianapolis, Indiana, and also operates laboratories in Houston, Salt Lake City, Edmonton, Guatemala City and Poznan (Poland). The company analyzes oil, fuel, coolant and water-based fluids to provide maintenance recommendations that reduce maintenance costs, improve equipment reliability and minimize unscheduled downtime for companies in the transportation, oil and gas, construction, mining and power generation industries. The North American locations are ISO17025:2005 accredited by A2LA and all six labs worldwide use the same test methods to ensure consistent results. The company serves more than 165,000 customers in 90 countries directly and through more than 150 private label fluid analysis programs, such as Chevron, Phillips 66, Ingersoll Rand, MTU and Cummins Filtration.

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