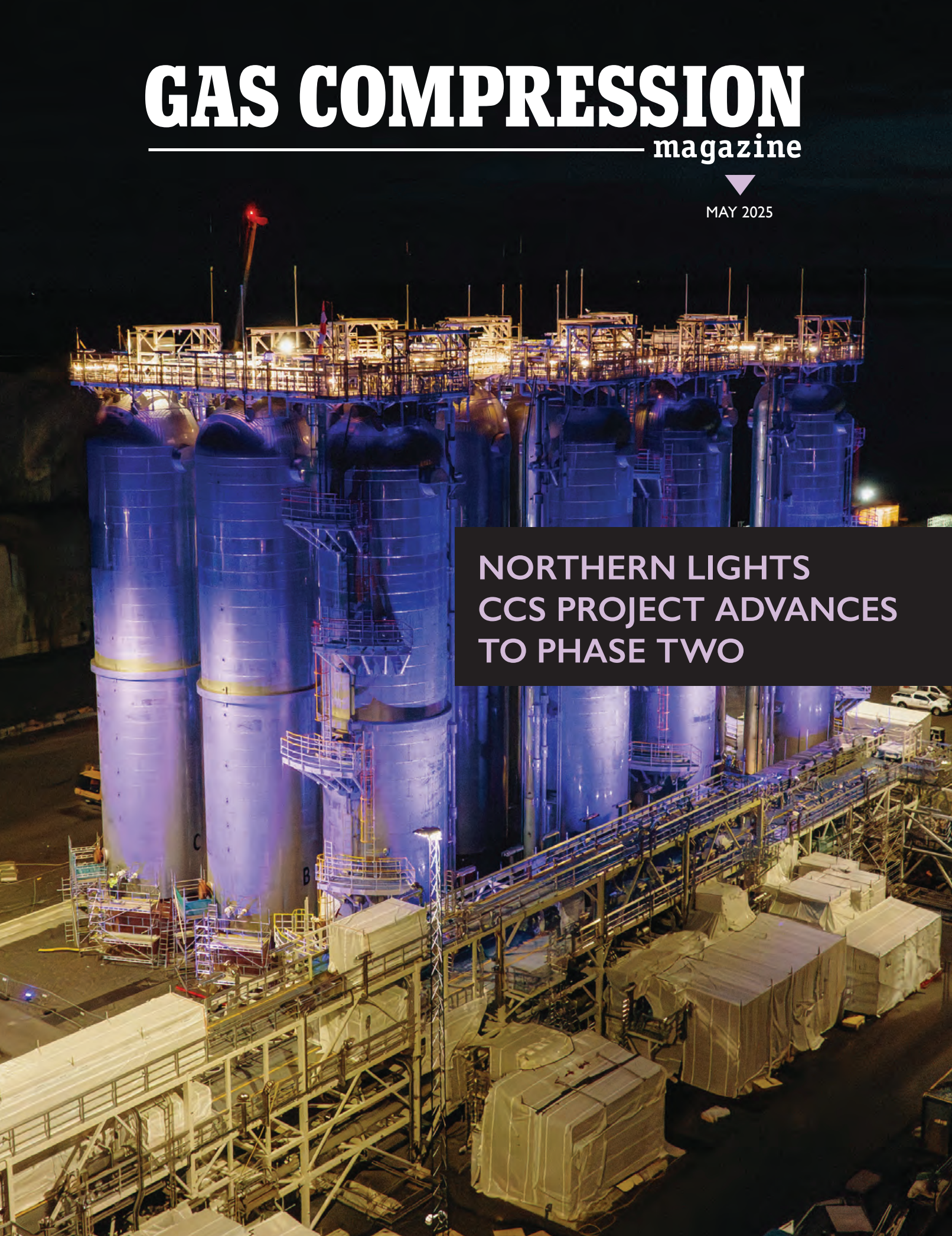


# **GAS COMPRESSION**

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**NORTHERN LIGHTS  
CCS PROJECT ADVANCES  
TO PHASE TWO**




A technician is using ProBalance with a tablet to balance an engine.

MMS is wasting no time, already working on expanding its portfolio to meet downstream opportunities. The company recently unveiled a localized version of its MachineryRx application. This local version of MachineryRx benefits customers who have information technology/controls limitations on sending data to the company's web application.

"MachineryRx is a cloud-based application residing on Amazon Web Services (AWS). It's a simple-to-use website that provides a single location for operators to upload engine balancing results. Management with the proper credentials then have access to all the engine balancing data/reports at the station, division, region, and corporate levels," said Follmar.

"Downstream applications often have greater limitations on what can and cannot be transmitted. The local version of MachineryRx is installed on a network server within the customers' walls, meaning no data leaves the premises," continued Follmar. "This is an upgrade from our original system, which communicated to the customer's distributed control system and business network. Sending data to the web proved to be problematic for many downstream customers."

#### CONTINUED GROWTH AHEAD

The MMS team prides itself on its ability to evolve as the needs of its customers change and new opportunities are created. As a privately held company, MMS can focus on product innovation instead of Wall Street expectations. "We are constantly looking for new technologies and strategic partners to benefit the needs of our customers," said Follmar. "To be truthful, when you look at the monitoring of industrial machines, the downstream market segment is a significant growth opportunity for us." 



## RESTORE YOUR COOLING SYSTEMS TO ZERO HOUR

### CC-300 COOLER CLEANER

Improve Cooling Efficiency

Enhance Operation

Increase Uptime



We Don't Make Engines,  
We Make Engines Cooler.



ultimatechemicals.com  
We Measure Success In Degrees

# ULTIMATE CHEMICALS EXPANDS ITS REACH

NEW INTERNATIONAL DISTRIBUTORSHIP BRINGS ULTIMATE CHEMICALS TO THE MIDDLE EAST



Ultimate Chemicals' products are available in sizes up to 250-gallon (946-liter) totes.

SUSAN MARDELE

A new relationship with Allies Investment Group (AIG) is opening up markets for Ultimate Chemicals in the Arab Republic of Egypt, Libya, Iraq, Kuwait, Qatar, Oman, Kazakhstan, Saudi Arabia, United Arab Emirates, and Uzbekistan. With the extreme temperatures in the area and the limited availability of high-performance flushing and cooling system products, Ultimate Chemicals' industrial cleaning products, designed for effective cleaning while preserving equipment life, are a natural fit for AIG's customers.

## PRODUCTS THAT TAKE THE HEAT

AIG is a value-added reseller, or central distributor, across Egypt and the Middle East, with offices and warehouses in Cairo, Egypt, and Ras Al Khaima, United Arab Emirates. The company began in 1988 as a team of agency and commercial consultants. In 2005, it evolved into managing small engineering, procurement, and construction projects, providing engineering services and technical support to local customers in Egypt.

AIG's core business has been energy and petrochemicals, including acting as a strategic channel partner and distributor for gas compressors, gas turbines, gas and diesel engines, and other original equipment manufacturer equipment.

"Ultimate Chemicals was attractive because they offer US-designed and manufactured technical solutions for engine performance decline under hot or cold operating conditions — in our case, hot weather conditions," said Hassan El Hariry, deputy managing director of AIG.

"Since we offer service-level agreements and long-term supply agreements to our market, Ultimate Chemicals' products and services align perfectly with our customer success journey and offerings.

"Our focus is on power generation and oil and gas customers; however, we believe that all customers operating generators and gas compressors will benefit from Ultimate Chemicals' products and solutions," said El Hariry.

## OVERCOMING CHALLENGES

Building a distributor relationship across thousands of miles, even a highly advantageous one, has its challenges. El Hariry sees three main challenges the two companies will resolve over time: long delivery times from the United States; customer resistance to changing from local cost-effective products; and customer education on auxiliary system maintenance, rather than just engine and compressor performance.

## BUILDING RELATIONSHIPS ACROSS THE WORLD

For Ultimate Chemicals, international expansion began naturally. The company's first international distributor, Charms Agencies Pvt. Ltd. India, approached them, saying, "We think you have something we need," and became Ultimate Chemicals' first international distributor.

The relationship with AIG began with a friendship. "Our relationship with Ultimate Chemicals developed based on an introduction by a personal business reference," said El Hariry. "The owner of Ultimate Chemicals is a close friend of a friend I've worked with for 25 years. We started communicating on Microsoft Teams in July 2024 and were personally introduced in Texas in January 2025."

A side-by-side comparison of compressor valve restoration using Ultimate Chemicals' Valve Treatment Removed (VTR). Soaking valves for 60 minutes in the concentrated VTR solution then rinsing them off with water can improve valve performance. VTR is readily biodegradable, environmentally friendly, non-caustic, and will not damage aluminum, steel, copper, brass, or seals.



## SOLUTIONS FOR CUSTOMER PROBLEMS

Ultimate Chemicals doesn't develop chemicals and then look for a market. It creates solutions to real challenges customers experience in the field. For instance, a customer may use an over-the-counter degreaser to clean equipment, which can damage metal engine parts, ultimately leading to costly repairs or equipment replacement.

When a customer comes to them for a solution, Ultimate Chemicals determines the problem to be solved and formulates a product that cleans effectively without degrading the equipment. Customers have found that, after cleaning their equipment with Ultimate Chemicals' products, the equipment lasts longer and runs significantly cooler and more efficiently.

Ultimate Chemicals' customers have run products such as household cleaners, dishwashing detergents, and harsh degreasers through a cooling system, resulting in clogs in the radiator, heater core, and other components. The deposits can cause overheating, reduce efficiency, and ultimately cause equipment failure.

Detergents and degreasers are not explicitly designed for cooling systems and can cause myriad issues, including metal component corrosion, leaks and coolant loss, foaming, pH imbalance, seal and gasket damage, and inefficiency (see "Dish Soap Kills," September 2023 *Gas Compression Magazine*, p. 18)

## ACHIEVING TOP PERFORMANCE

Ultimate Chemicals' core aim is to save its customers money by demonstrating the significant difference preventive care can make in reducing costs.

"Let's say you've got a Caterpillar 3516 driving a JGT Ariel gas compressor, and you're moving 10 million cubic feet of gas a day," said David Vannostran, president of Ultimate Chemicals. "If the temperature rises above 90°F (32°C), you may need to derate your engines, which means operating at about 80% capacity. That means you're leaving two million cubic feet daily in the pipeline. That's just one engine. We have customers with over 400 engines. Cleaning an engine properly can lower the temperature by 10 to 20 degrees. When that happens, not only do you avoid coolant breakdown, but you also have lower emissions, and your ESG [environmental, social, governance] score improves," said Vannostran.

Fin-fan tubes before and after CC-300 external cooler cleaning application. The CC-300 improves efficiency, maximizes system output, reduces downtime and maintenance, and helps engines and cooling systems operate at lower temperatures.



He added that some customers may have older equipment and don't have the hundreds of thousands of dollars it would cost to replace it. Regular cleaning with the proper chemicals ensures the equipment operates optimally for as long as possible.

To make his point, Vannostran will propose cleaning a customer's coolers twice a year, testing and flushing when needed, and swapping the coolant seasonally without charge. In return, the customer pays him 10% of the extra gas they move. The customer always responds that they can't afford that, to which Vannostran counters, "Well, then you can't afford not to do it yourself."

## RETURNING TO ZERO HOUR

In January 2025, Ultimate Chemicals announced its Zero Hour Certified Cooling System Program. It is a maintenance protocol that restores equipment to its original, factory-like performance specifications, minimizing downtime, maximizing lifespan, and enabling the system to operate reliably under non-ideal conditions. Ultimate Chemicals can perform the protocol, or the customer can do it.

"Just like going to the doctor, you do some blood work, take your blood pressure, temperature, and pulse rate to evaluate your health," said Vannostran. "We get the specifics about this problematic engine and get it tested. When we get the report back, we know exactly what needs to happen if, say, the iron levels are too high. It empowers our customers to make the right decisions."

According to Vannostran, zero hour means the following:

- Cleanliness: All contaminants are completely removed.
- Efficiency: The cooling system is functioning at optimal heat transfer efficiency.
- System integrity: Worn or damaged parts are replaced or repaired.
- Chemical balance: The coolant chemistry is balanced with correct pH, inhibitor levels, and no contaminants.
- Preventive readiness: Protocols are in place to maintain zero-hour conditions.

## THE BUSINESS IS THE PEOPLE

Ultimately, people are the factor that makes a business successful. Owner Kevin Heidebrecht founded Ultimate Chemicals in 2010, and Vannostran joined about 9 years ago. They've never had a cross word.

"It's like a puzzle," said Vannostran. "What I do is different from what he does. You put those together, and we have taken off. We've developed many products where people say, 'Hey, I've got a problem, and I don't know how to take care of it.' We get a sample, break it down, and Kevin gets into his laboratory like a mad scientist, goes after it, and solves the problem."

Vannostran continued, "We're always on the same page. We grew up in the same area with the same values and thank God we have the same sense of humor. Everybody I work with in the industry... they're just real hardworking, honest people who put in hard work and have dirty hands and clean money."

The connection with the people also brought the AIG relationship together. "When we met Ultimate Chemicals' leadership (David Vannostran), we could tell how much he has dedicated his life and career to the company," said El Hariry. "AIG leadership values owners and managers who give their heart to the job. We did not cross-check other manufacturers." 