



ARIEL GLOBAL DISTRIBUTION NETWORK

Advanced Logistics. Global Fulfillment.

Genuine Ariel Parts

Genuine Ariel Parts are more than “aftermarket” replacement parts – they are the exact same parts used to build Ariel compressors. Each part is expertly designed and manufactured to Ariel’s high standards, guaranteeing precision, quality, and long service life. Genuine Ariel Parts keep your compressors running like new, year after year.

Ariel has shipped more than 53,000 compressors since 1966. To support this growing compression fleet around the world, Ariel is leading the industry with the development of its Genuine Ariel Parts Global Distribution Network. Our Global Distribution Center in Mount Vernon, Ohio is the heart of this advanced system. With the latest technology coupled with the decades-long experience of the Genuine Ariel Parts team, you can trust Ariel to pick the right part, package it securely, and ship it to your job site ready to install.

Alex Wright, Chief Operating Officer, and Joe McDonald, Manager of Aftermarket Operations, oversee the Genuine Ariel Parts network from the Ariel Global Distribution Center.



“ One of the founding principles of this company is that if it has our name on it, we take care of it. It doesn’t matter if it’s frame 48 or 48,000. **Our commitment to provide the right parts and expert support to every Ariel operator drove the development of a global distribution center** flexible enough to meet the changing needs of the compression industry, while maintaining the highest standards of quality at every step. ”

*Alex Wright
Chief Operating Officer*



Pick-Pack-Ship: Fulfillment Process

Delivering the right parts at the right time starts with Ariel's World-Class Global Distribution Center that operates with innovative supply-chain practices. Behind the delivery of every Genuine Ariel Parts order is the Pick-Pack-Ship fulfillment process.

- The same trained personnel who build Ariel compressors expertly assemble components such as piston-rod and cylinder assemblies, ready to install on-site at no additional cost.
- Our flexible and efficient Valve Assembly Group builds the right valves for your application – on demand.
- Ariel's dedicated team members pick, pack and ship parts – ensuring a quick turnaround of even the most complex order.

Expert assembly, ISO 9001:2008 certified processes, and ISPM 15 International packaging standards make Ariel your reliable aftermarket partner.



Expert Sub-Assembly

The Ariel Global Distribution Center offers sub-assembly of selected components:

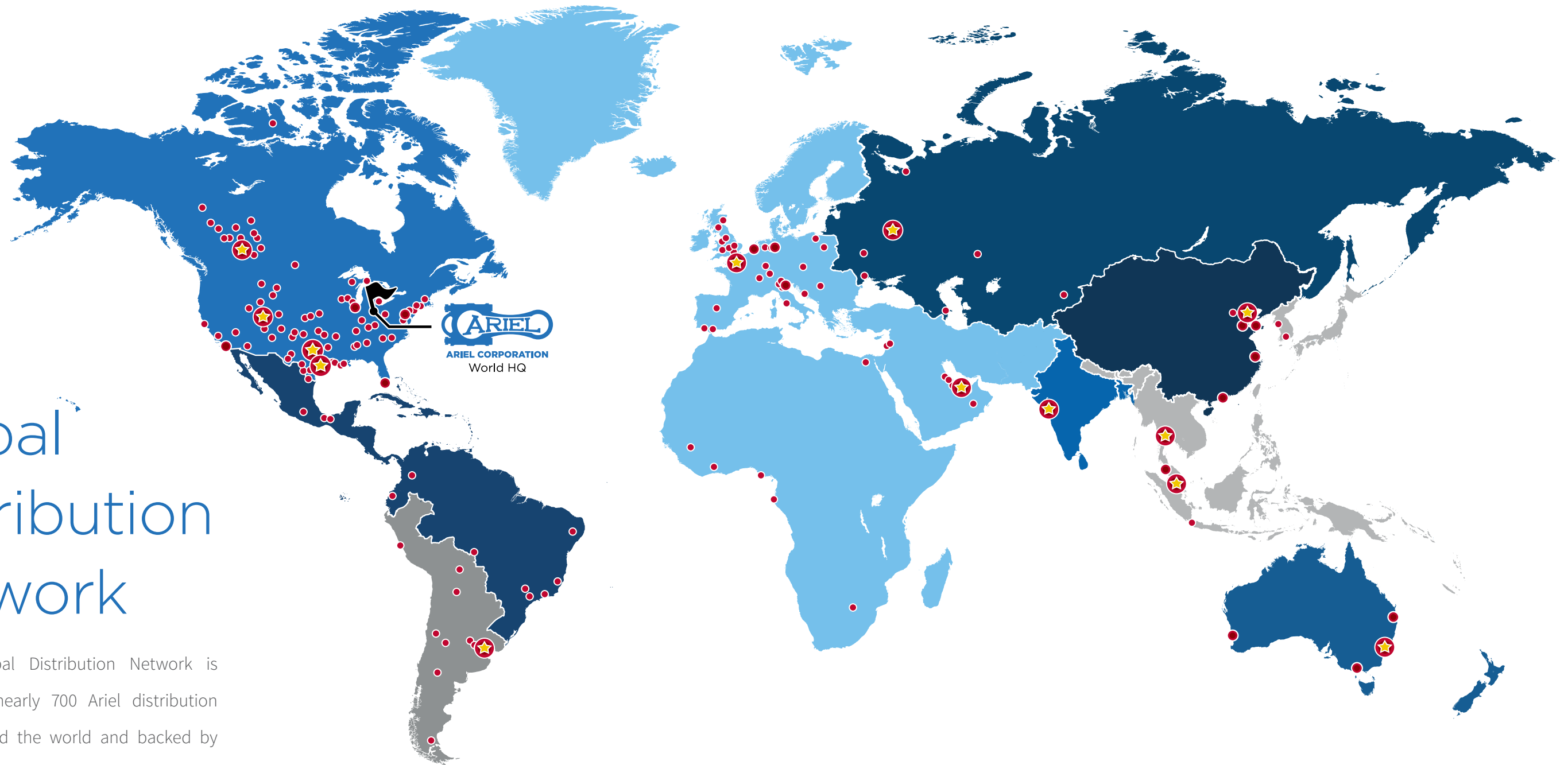
- Valve and packing assemblies
- Piston and rod assemblies
- Cylinders, frames, crosshead guides and crankshafts

Choosing Ariel-assembled parts ensures that your new parts will be assembled according to the same high standards applied in all of Ariel's manufacturing facilities.







Global Distribution Network

The Ariel Global Distribution Network is comprised of nearly 700 Ariel distribution locations around the world and backed by Ariel's manufacturing facilities and the Ariel Global Distribution Center. This network is more than just locations; the network's workforce includes expert aftermarket professionals who work closely with the Ariel Aftermarket Regional Managers covering more than 100 countries.



Legend

-  Ariel Corporation World Headquarters
-  Regional Sales and Support Offices
-  Distributor Location
-  Multiple Distributor Locations

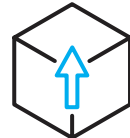


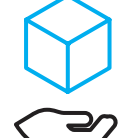
Remote Location?


The mission of the Ariel Global Distribution Network is to assure parts availability for our customers around the world. Most Ariel Distributor locations stock not only common "consumables" such as piston rings and valves, but also more specialized parts like crankshafts and piston rods. If a part is not readily available in Ariel Distributor inventories, Ariel will procure what you need from its manufacturing facilities and will ship it to you at the job site.

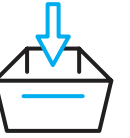



ARIEL GLOBAL DISTRIBUTION CENTER

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1,000,000
Cubic Feet of Vertical Storage
- 

720,000+
Pieces of Inventory Handled Per Week
- 

57,500
Square Feet of DC Space
- 

13,200
Total Storage Locations
- 

24/7
Around the Clock Operation

The **Ariel Global Distribution Center** is a modern facility offering nearly 60,000 square feet of space dedicated to parts inventory, packing, shipping, and sub-assembly cells. The Ariel Global Distribution Center is equipped with the latest technology and is fully integrated into Ariel enterprise applications ensuring efficient and accurate communications between manufacturer, distributor locations, and customers.

- 1** Genuine Ariel Parts are packaged with care throughout the pick-pack-ship process. Essential shipment information and international documentation is sent in real time to your chosen carrier and Genuine Ariel Parts Distributor.
- 2** Genuine Ariel Parts managers and team members work diligently to minimize any risks by ensuring all packages are ISPM 15 certified.
- 3** Ariel provides expert on-demand assembly for a variety of precision parts such as valves, packings, and pistons. Built to the same exacting Ariel Engineering specifications that go into any new unit, these assemblies can be prepped for same-day shipment.
- 4** Utilizing digital scanners, Ariel has a 99.5% parts fulfillment accuracy rate – ensuring you get the exact part you need and avoiding potential downtime.
- 5** Equipped with modern tools, specialized team members pick parts accurately and efficiently. In conjunction with smart-storage locations, where high-volume parts are the easiest to access, Ariel is always focused on efficient and accurate order fulfillment.
- 6** Received, inspected and warehoused in temperature-controlled locations, Genuine Ariel Parts are preserved and packaged in accordance with ISO 9001:2008 standards.

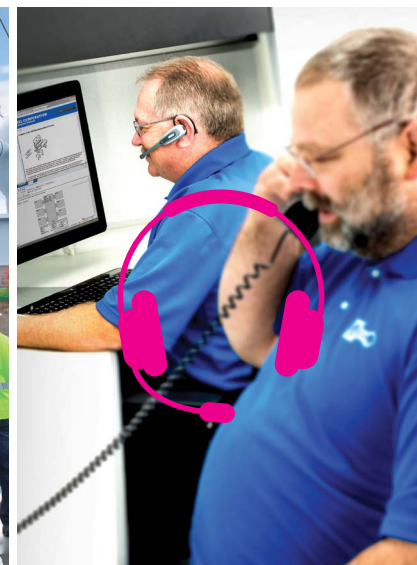
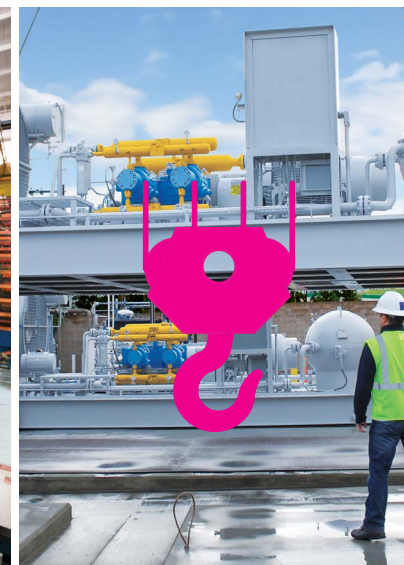
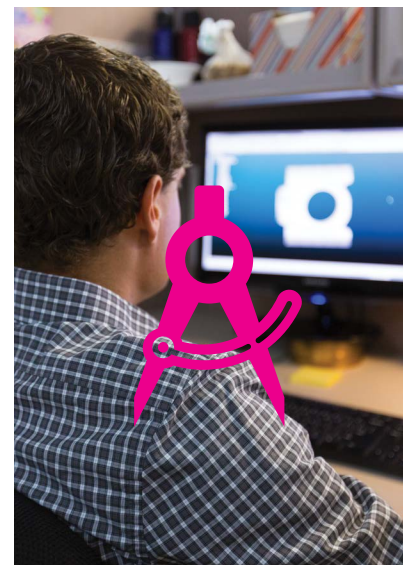


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Genuine Support

Ariel Corporation and Ariel distributors form the Ariel Global Distribution Network. This responsive network has nearly 700 locations in more than 100 countries around the world. Ariel Inside Account Representatives and Aftermarket Regional Managers work directly with Ariel Distributor personnel to assess your needs and to provide access to the latest technology and innovations in the Ariel parts inventory. The Ariel Distribution Network's mission is to provide the right parts at the right time, no matter when your compressor was built or where it is in operation.



Ariel Advantage

Ariel wants you to understand your options when you need parts and service. The truth is, there are a lot of companies that want your aftermarket business, companies who promise quality and precision at a lower cost. Let the buyer beware. A recent case study illustrates the Ariel Advantage:



“ A rental fleet operator had a cylinder failure due to operational issues. A local “will-fitter” offered to fix the cylinder with a metal spray and bore refinishing, claiming that a new Ariel cylinder would cost twice the amount of his proposal. *Luckily, the fleet operator called the Ariel distributor who had packaged the unit.* The distributor, working directly with Ariel, ordered a new Ariel cylinder body for less than half of the will-fitter’s price, had it shipped to site, assembled and installed in just four days! *Make the right choice – Genuine Ariel Parts selected and installed by an Ariel distributor.* ”



Ariel provides ongoing support to end-users in a wide range of applications. Here, an Ariel Field Service Engineer and Ariel Aftermarket Regional Manager meet with an operator of an Ariel JGD-6, which is utilized in a high-pressure CO₂ application in Southern Utah.

Ariel’s “Unit-Down” Parts Procurement Process



If something happens to your Ariel compressor, whether a warranty issue or other event, Ariel and its Distributors will work together to determine the best plan of action to get your unit back in operation.



Ariel and its distributors will find the part you need by searching inventories throughout our network. If necessary, Ariel will locate and allocate what you need from our manufacturing facility.



Ariel and our distributors will work to deliver you the parts and will assist, if needed, at the site to do whatever is necessary to get your compressor back on-line.



“ We pride ourselves on being able to exceed your expectations for aftermarket service, 24 hours a day. A knowledgeable sales and service group, with representatives in all major oil & gas basins, supports you the way we would expect to be supported. ”

Greg Bailey
Director of Aftermarket Sales



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