

FROM THE DESK OF THE CEO

Written By Bruce McFee



A lot has happened at Sullivan-Palatek over the last few months. We continue to make engineering innovation one of our highest objectives and we have weekly progress meetings to review new developments.

More than one dozen of our staff attended the American Rental Association trade show in New Orleans in late February. We were pleased to display our new D375PHKR portable with multiple pressure options. Also on display was our popular D-185DPKR that also has an option available to operate at multiple pressures. Our popular D185 utility of Isuzu engine rounded out the equipment on display.



Again, engineering innovation is a key goal at Sullivan-Palatek. In addition to the D375PHKR, we introduced the SP-13 series industrial compressors last year as more isentropic efficient compressors in the 40-60 horsepower range. There are many more projects in the works, and we expect to be making more announcements soon.

While the last two years have been filled with supply chain delays, Sullivan-Palatek has gradually refilled its finished goods inventory and we now have fast delivery on more models. The finished stock inventory started with selected industrial models and has now expanded to a small number of portable models.

2023 was a major year for capital investment. The highlight was installation of a new Holroyd rotor grinder that doubles our capacity while providing new state-of-the-art features to machine the most modern rotor designs. In support of the grinder, we also installed a Mazak CNC turning center to machine more rotor blanks. On the people side, we added six offices in the purchasing wing to employ additional staff and better manage our supply chain. Sullivan-Palatek has gradually refilled its finished goods inventory and we now have fast delivery on more models. The finished stock inventory started with selected industrial models and has now expanded to a small number of portable models.



Another key company objective is providing quality support to our distribution network. We have worked diligently to bring in and train new people in inside sales, parts sales and the warranty/technical support department. Additionally, there is a higher quality staff to support product marketing, literature, and the website. Combining this with formal training of our outside sales staff, I believe we have the best employee base in the history of our company.