

# A conversation with Kip Bolon and Pat Duffy of COT-PURITECH

Originally founded in 1988, COT-PURITECH in its current incarnation is the product of a 2001 merger between companies owned by Pat Duffy and Kip Bolon. Both Duffy and Bolon, along with their respective teams, brought years of experience in lubricants, oil reclamation and high velocity oil flushing. Today, COT-PURITECH sustains growth on a consistent basis and performs a variety of services in 47 states, four Canadian provinces and Mexico, along with drilling rigs in the Gulf of Mexico and a recent major project in New Zealand.

BIC Magazine recently visited with Duffy and Bolon to gain insight into how COT-PURITECH has become a recognized leader in lubrication services.

**BIC : What surprised you most about your company once it took off?**

**DUFFY :** The first thing was the sheer momentum a company gains by being honest, doing exactly what you promise and standing up to your promises when things don't work out well. Some of our best customers today are ones where a project didn't go as anticipated, yet we worked out any issues and did not

hesitate to admit mistakes. Momentum is also built up from simply staying in business year after year. It is amazing how your company's relationship network grows over the years.

**BIC : When did you know the company would make it?**

**BOLON :** This is an interesting question. There certainly have been challenges along the way. Particularly when building a business from scratch into an organization with 80 or so employees. I don't think that I ever, even for a minute, become complacent and don't worry about our survival or what the next big growth initiative will be. Our company looks entirely different from the way it did a few years ago and we look forward to the changes we will see over the next few years. So, even though our business is "making it" we live every day as if we have to keep up the fight for continued success.

**DUFFY :** There were two major events that made me believe we were going to be a stable company well into the future. The first was when Kip and I merged our companies. We each brought different skill sets that truly complemented each other.

The second was when we established the Integrated Lubrication Services Program with ExxonMobil. Having the largest company in the world as your marketing partner is pretty comforting!

**BIC : Are the ideals and culture of your company what you initially envisioned?**

**DUFFY :** Both Kip and I try to embody our ideals into our company's culture. Our annual business plan, which lists our company's vision, mission and values, is shared with all of our employees every year. Our values include integrity, which must pervade every facet of our business without exception, and quality, which is mandatory in all materials, services, programs, operations and planning. Our customers and employees are our most important assets. We always strive for fairness, "win-win" situations and the long term in all relationships. Employee empowerment must be encouraged and practiced at all levels. Finally, we embrace change, look for opportunities and encourage creativity and innovation in thinking.

**BIC : When you retire, what do you want to be remembered for?**



**Kip Bolon and Pat Duffy**  
Founders  
COT-PURITECH

**BOLON :** I've never really thought about that question, and I'm not driven by recognition. Over the last couple of months four or five of our young employees have become first time homebuyers. It gives me a great deal of pride to see people develop both professionally and personally. So to answer the question, I hope it would be that I have helped people find their own strengths and provided them the freedom and empowerment that enabled them to achieve success in their own lives. ●

For more information on COT-PURITECH, visit [www.cot-puritech.com](http://www.cot-puritech.com) or call (888) 478-6996.

NEWS UPDATE

## Free downloads available to help optimize pump systems

PARSIPPANY, N.J. — In an effort to encourage pump users to optimize their pumping systems and realize significant energy efficiency and ensuing economic benefits, Hydraulic Institute and Pump Systems Matter have made available informative, state-of-the-art learning materials on optimizing pumping systems. Considered to be essential information on optimization, the content is presented as four separate-topic Web downloads. Each download is offered free of charge to all interested pump users.

Downloads offered include:

- The Pump System Improvement Modeling Tool™ (PSIM), which is focused on helping pump users better understand the hydraulic behavior of pumping systems so that they may evaluate the design of their overall pump system.

- The Life Cycle Cost Guide, an executive summary of the guidebook "Pump Life Cycle Costs: A Guide to LCC Analysis for Pumping Systems." This provides useful highlights on topics

detailed in the guide, including improving pump system performance, definition of life cycle cost, explanation of why organizations should care about life cycle cost and more.

- An executive summary of the popular guidebook "Variable Speed Pumping: A Guide to Successful Applications," which highlights topics including introduction to variable speed pumping, pumping systems overview, selection process — new systems and more.

- An executive summary of the book "Optimizing Pumping Systems, A Guide for Improved Energy Efficiency, Reliability & Profitability" highlighting topics like how optimizing both existing and new pumping systems and purchasing based on life system costs will lead to increased profitability.

To access the complimentary downloads, visit [www.pumpsystemsmatter.org](http://www.pumpsystemsmatter.org) and click on the education/tools menu.

**For more information, visit [www.pumpsystemsmatter.org](http://www.pumpsystemsmatter.org) or call (973) 267-9700. ●**

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