



Minutes of EGSA DD Committee Spring Conference – March 19, 2018

Start: 3:00 PM Eastern - End: 5:15 PM Mountain (Networking until 5:30 PM)

Location: Albuquerque, NM

Organizer: Kurt Summers, Al Powers, Michelle Hilger, Jim Landis, Andy Briggs, Bob Piske, Lyndon Risser, Steve Belcher, Lee Newton, and Dane Olson

Attendees: Per Roster

Minutes Respectfully Submitted By: Michelle Hilger

Agenda

- Welcome
- Review of 2018 DD Team
- Review Ground Rules, Mission, Vision, and Goals
- TAPP Update
- TOYA Update
- Tech-Talk Update
- Fuel: Fact or Fiction Update
- Featured Event – Fuel: Fact or Fiction Panel Discussion
- Volunteer Program Update
- Important News on major EGSA initiatives from other committees

Meeting Ground Rules

- We agree... to leave our EGO's at the door!
- We agree... to create value for Generator Dealers and Distributors to grow EGSA products and services
- We do not... use this platform to sell anything but EGSA value and services
- We are committed to... stick to our agenda and strive to provide all attendees a beneficial experience

Kurt Note – Trying to end a bit early to encourage networking and engagement providing 15-20min at the end of the meeting to ask questions and learn about being involved as a volunteer

EGSA Mission

- Under the leadership of its Board of Directors and operating through its various committees and staff
- EGSA strives to:
 - o Educate
 - o Provide networking opportunities
 - o Share relevant knowledge and trends with Industry Professionals including manufacturers, distributor, dealers, engineers, manufacturer representatives, contractors, integrators and others who serve the Industry.

To provide an environment where

- On-Site Power Generation Industry Experts Unite and Share knowledge to drive the Industry to higher levels of Service and Performance.

EGSA Goals

- Provide... the On-Site Power Generation community with education and industry enrichment
- Maintain... financial viability to ensure a strong EGSA future
- Develop... programs that promote long-term membership value.

Introduction of Working Groups

- Provided by Al Powers at 3:06pm

TAPP – Technician Apprenticeship Placement Program

- New Working Chair – Dane Olson with Gen-Tracker (began at 3:07pm)
- Short Overview & Current Status
 - o What is TAPP?
 - A relationship with EGSA and education facilities to develop exceptional power generating Apprentice Technicians and path to Journeyman
 - An exclusive web-based platform to connect graduates and returning military with hiring EGSA member companies for new opportunities
 - o Basic Structure & Development
 - Students and Military members must pass the EGSA Apprentice Certification Test
 - Like the Technician Certification, this is a paid test
 - Certified Apprentice can then access the TAPP job site
 - EGSA Member Companies will pay an additional fee to have access to this elite talent pool and post job openings
 - o Completed Development
 - Website Wireframes
 - Introductory Copy / Body Material
 - Application Process for both Apprentice and Company
 - Close to BETA implementation
 - Apprenticeship Test
 - o Showed Basic Wireframe outline as well as basic flow of online appearance
 - o Development Year 1 (Next Steps)
 - Roll out BETA site
 - Site testing and feedback
 - Working with EGSA Staff and Education Committee
 - Apprenticeship test
 - Test curriculum to share with schools
 - Web Class / Pre-Test
 - Solicitation of Schools with ready materials
 - Insight, Suggestions, & Volunteers – EMAIL Dane – dane@gen-tracker.com

TOYA – Technician of the Year Award

- New Working Chair – Lee Newton with Bay Diesel (began at 3:12pm)
- Vice Chair – Bob Cain
- Overview of 2018 Updates
 - o No more essay = no more excuses!
 - Nominate a tech
 - Participate in a 30 MINUTE interview with EGSA staff
 - Scripted Questions – all candidates get same questions
 - Jury will evaluate answers and score them
 - Applications will start being accepted late Spring, strict cut off July 15th
 - Introduce winner at Fall 2018 Conference
 - Principles & Service Managers – WE NEED YOUR HELP!!!

Tech Talk

- New Working Chair – Steve Belcher with FM Generator (began at 3:14pm)
- Vice Chair – Greg Linton

- 2 Open Seats
- Overview of Tech Talk
 - o Present technical information on subjects of interest to Techs and our Dealers
 - o Use various social media and print files that can be shared during tech meetings i.e. “Tail Gate Presentations”
 - o Create synergy between committees such as TOC – bite size video clips, handouts, library of information to share with techs
 - o Requesting single page, 2-3 paragraphs on a single subject reflective of EGSA’s On-Site Power Guide and other industry Best Practices
 - Coolants
 - Fuel
 - Emissions
 - NFPA Guidelines
 - Emerging Technologies
 - o Open to any topics of interest to DD Members
 - o Send all suggestions, questions to Steve Belcher @ sbelcher@fmgenerator.com

Fuel: Fact or Fiction

- Working Chair – Michelle Hilger with GEN-TECH (began at 3:19pm)
- What is Fuel: Fact or Fiction
 - o Purpose – to follow the vision of the EGSA by providing a reference and source for members to engage in anything and everything diesel fuel
 - o Goal – to create awareness and educate power generation personnel on the current status of diesel fuel within the industry so that our customers have proper maintenance programs in place in the event of an emergency
- Update to Working Group Team
 - o Michelle Hilger – Chair
 - o Jeff Poirier – Vice Chair
 - o RJ Johansen – Codes & Standards Liason
 - o Jerry Dawson – Codes & Standards Liason – NFPA 110
 - o Dan Bordui – Advisor
 - o Loren Semler – Advisor
 - o Harry James – Advisor
 - o Brian Porter – Advisor
 - o Brad Holmes – Advisor
 - o Ted Olszewski – Collaborator
- Synergy with Codes & Standards Committee
 - o Update to adding fuel testing and maintenance as TIA to NFPA 110 by June 2018 deadline
 - o Received two sponsors for TIA support – Steve Sappington & Dean Weigand
- Power Gen Brainstorm Meeting
 - o Focus on Solutions
 - o Develop Tangible Materials and Support for our industry
 - o Collaborate with outside resources
- Google Public Forum
 - o Public invite to join our Google Forum which will be posting updates and materials for use on a regular basis, provide business card at end of meeting
- Introduction of Special Guest – Ted Olszewski with RW Beckett Corporation
 - o Ted introduced himself
 - o Mentioned similar struggles between heating oil fuel storage and power generation fuel storage
 - o Legislation for labeling of tanks for remote fill stations

- Panel Discussion
 - o Introduction of Raffle & Prizes to encourage interaction between panel & audience
 - 4 prizes to be given away at the end of the panel discussion
 - Every time you participate Harry will give you a raffle ticket
 - Example Question:
 - “You are a responsible facility manager, responsible for a worldwide data center, hospital, or elderly care facility... diesel generators are standing by... the utility fails! Where is your emergency energy/power located? Is it in a state of readiness?
 - Mitch with Assurance Power Systems answered and received first raffle ticket
 - o Overview of Fuel Panel Topics
 - Why contamination and degradation occurs
 - Effects of Contamination
 - Solutions and best practices
 - o Introduction of Panelists
 - Dan Bordui – Bell Performance
 - RJ Johansen – Fuel Management Services
 - Jerry Dawson – Keystone (KMT) Laboratories
 - Loren Semler – Semler Industries
 - Lee Newton – Bay Diesel & Generator
 - o Moderator – Jeff Poirier – AXI International
- Transitioned to Jeff Poirier to start Fuel Panel Discussion

Fuel: Fact or Fiction PANEL DISCUSSION

- Jeff reviewed (3) slides from Power Point to introduce the panel
- Each panelist gave 15-30 second introduction
- Comments / Questions from Committee Members & Panelists
 - o Steve Belcher – How are you relaying this info to customers?
 - o Bob Piske – When you get microbial growth, how fast does it grow? Does it double overtime?
 - Dan – 1 microbe grows to 246,000 microbes in 6 hours!
 - o Bob Piske – It’s about how you preach, matter of education over upsell. Today’s diesel fuel is the biggest risk and our government totally ignored our industry – need auto sensor to address and show customer
 - Jeff – the goal is prevention, every 5% Bio leads to 20% growth of microbes
 - o Bob Bono – Why would we not see fuel failure at weekly/monthly generator tests
 - RJ – the generators are not a full load and so it doesn’t turn over all of the fuel
 - Bob Piske – you’re not fluid testing monthly, just load testing monthly
 - o Loren – Some not having problems, or so they think? Often the customer pays someone to look at the generator, but they say the fuel supplier handles the fuel
 - o Jeff – Tank configurations, does it have baffles – areas don’t often see flow
 - o Dan – ASTM standard on how to pull samples, test is only as good as the sampling process and handling
 - o Audience – Is there a treatment to treat biofuel and protect engines and injectors?
 - Bio / ULSD / Cold Weather / Bacteria / Etc...
 - When choosing an additive, ask what is the developer’s main goal? How many industries do they touch?
 - o Panel – oxidation adds to the aging of fuel
 - o Audience – we preach exercising the machine with no additive, new bio in fuel, and when you exercise heating and cooling occurs... does this practice accelerate the aging of fuel?
 - RJ – YES!
 - o Audience – so you’re saying they really need to redesign tanks
 - o Audience – Rise in temps, water gets sucked in from the atmosphere which then settles into the fuel

- Dan – Higher temps are more conducive for diesel as most use fuel to cool, however a 7 degree change in temperature introduces water
- Audience – Based on current tank design, additives, should they be added at the time of an initial fill of fuel?
 - They could be, as additives are anti-corrosive
 - EPA report – best practice is a corrosion inhibitor
- Bob Piske – Before putting additives in the fuel, what types of additives are allowed by the manufacturer?
- Audience – How do consumers know the additive is going to work?
 - Dan – This is the elephant in the room
 - Dan – Start Vetting the Company
 - History of Company
 - Request references
 - EPA registration is HUGE
 - Ensure additive is chemically similar to fuel, like a hydrocarbon (alcohol based in not preferred)
 - Won't hurt / harm equipment to which it is designed
 - Ratios & Condensation
 - Solution specific to the problem
 - Limitations to chemical space, so there is no one size fits all additive
 - Filters should be designed to complement the additive, not complicate
- Water is the enemy!
 - Engine Tolerance is 0 PPM
 - Need separator / absorbing filter
 - ULSD attracts more water
 - If draining tank, should filter as well
 - NO additive is going to remove water
- Bob Piske – Before putting in additive, get manufacturer's buyoff, that the additive fits our regulations
- Audience – Is there any risk of mixing additives?
 - Biocides
 - Biomass & Sludge
 - Dispersants
 - Contradict each other?
 - Trinity – Stability, Anti-gels, Cetane Boosters
 - Biodiesel – specific additive, gels for a different reason "FAT" not "Wax/Parafin"
 - If it's EPA registered and approved, it shouldn't interfere
 - Film Forming Needs – Coats inside of tank to prevent corrosion by microbes
 - Winter additive should be dual soluble fuel and water
- Audience – With a side loop kidney filtration, can an additive render the filter?
- Audience – What's a good resource when you are not a chemist?
 - We can be your reference
 - Before anything, you must get samples and ID the problem to figure out how to solve the problem
 - Engage with your resources
- Audience – Who sets the minimum standards for fuel?
 - Jeff – this is what we are working on as a group with Codes & Standards is to set up a consensus of standards
- Audience – Wait, if there's no standard, then how do I know I can even trust my lab and the results?

- Michelle Question – There may not be a certain set of tests that are standard for testing, but is there a reference that all labs must follow for their testing procedures?
 - Jerry – yes, that would be ASTM D975 specifications, under D975 there is a list of test methods that should be performed to deliver standard results. ASTM D975 is the standard for refinery specifications, but ASTM also has additional test methods to be followed for all types of fuel testing
- **Herb Whittal – came up to Michelle during the panel and said we need to create a 2-3 page summary and put it in Power Line**
- Audience – Are labs willing to work with us on trending?
 - Jerry - Historical data is going to show quality, parameters should be fairly constant
- John Kelly – I am very confused! Is off road / on road diesel the same? We used to do mobile fuel polishing with a system by Algae X
 - Jeff – Algae X is now AXI after re-branding
 - Loren – Yes! The dye is in there for tax purposes only on off-road fuel
- Concluded panel discussion at 4:45pm to have 5 minutes for the raffle
- Michelle pulled raffle numbers and Harry passed out the following prizes:
 - 1) Diesel Fuel Spill Kit
 - 2) \$15 Home Depot Card
 - 3) \$25 Amazon Card
 - 4) \$50 Darden’s Restaurant Card

Volunteers Update

- Volunteers provide EGSA value
- The more you are involved the more you get out of the experience
- Volunteer table in the back with information on how to get involved
- Lyndon Risser is our volunteer coordinator

EGSA Initiatives

- Michael Pope – Updates to Education
 - Complements to the group on fuel education
 - Tech Certification – Current 1,950 in Field, 2,000 within the next month
 - Load Bank Certification School & Test
 - 75% complete
 - Faris State University – School has been developed
 - 3 Day School
 - 2 Day Class
 - 1 Day Workshop
 - Take Test for Load Bank Certification
 - First Load Bank Certification in North America
 - Idea all came from one individual – your input matters!
 - There will be a dry run in August
 - 4-5 schools per year in different states throughout the country
 - Online Learning
 - LMS is a complicated process
 - LMS is now in place
 - 2 programs are loaded
 - School test loaded online – CEU’s possible
 - Safety Course NFPA 70E
 - 30 Minute Intro to On-Site Power Generation for new employees, expose big picture on how the business is run on a very general basis