



Minutes of EGSA DD Committee Spring Conference – March 20, 2017

Start: 3:00 PM Eastern - End: 5:10 PM Eastern

Location: Kissimmee, FL

Organizer: Lyndon Risser, Kurt Summers, Al Powers

Attendees: Per Roster

Minutes Respectfully Submitted By: Chad Youkers

Volunteers

- Set up a system to better engage those interested in volunteering
- Email Chad Youkers at cyoukers@sunbeltusa.com for volunteer consideration

Agenda

- First Timer Welcome
 - Went around room recognizing 1st timers and providing introductions
- Committee Logistics
- Sign in sheet passed around
- Ground Rules, Mission and Vision
- Goals: YTD performance
- TAP Updates
- TOYA Updates
- Hot Topic – Demons in our Fuel

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 park your ideas and suggestions to better serve our members with excellence

EGSA Mission

- Under the leadership of its Board of Directors and operating through its various committees and staff
 - o EGSA strives to:
 - Educate
 - Provide networking opportunities
 - 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
 - o 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.

2015 – 2016 DD Goals

75 / 300 / 1500

50 - Conference Attendees – 42 in Sacramento

300 - DD Members YTD – 276 – Down from 293 in the Fall of 2016

1500 - LinkedIn Industry Professionals – 1,542

TAP

- Chad Youkers gave a short presentation on TAP
- The Team was introduced:
 - o Chad Youkers – Chair
 - o Al Powers – Vice Chair
 - o Bob Piske – Advisor
 - o Tyler Van Dyke – Advisor
- Tap Objectives:
 - o *Provide an EGSA sponsored and clearly designed path that will attract students that are attending, or planning to attend, a Trade or Technical School, to choose the Onsite Power Industry as their Career.*
 - o Compliment the Education Committee's efforts for Tech Apprenticeship and Journeyman Certification.

- Promote the Onsite Power Industry as a very viable and lucrative career path that has limitless possibilities Worldwide
- Provide a mutually beneficial path for up and coming talent to work with EGSA Member Companies to fill our ever-expanding void
- Allow all EGSA member companies a chance to participate
- TAP Progress to Date
 - Board approved the website TAPP for 2017 implementation
 - Short question and answer session

TOYA

- The WHY
 - Increase awareness of generator technician career track by recognizing industry talent
 - Promote and award excellence
 - Member Tool – For EGSA Members to reward top performing technicians
 - Member Tool – Creating an industry standard for us to measure Tech performance and behaviors
- What’s in it for you?
 - More engaged workforce. If we reward excellence – will get more of it !
 - Increase our talent pool
 - It’s a way to give an “Atta boy” to your Top Techs
 - Some really great PR for the winners company
- TOYA – Where are we going ?
 - We will continue to build on our past successes to enhance this program. We appreciate any suggestion to improve this program.
 - We are soliciting EGSA members to serve on the jury. See me to get on this list.
 - We are exploring ways to expand the program to recognize Techs at different levels.

Hot Topic – Audience Participation / Round Robin Discussion

- Today’s Diesel fuel challenges
- <https://www.youtube.com/watch?v=JtJn5xytXqQ>
- Goal: Create an engaging audience discussion on current industry challenges (diesel fuel) that are threatening the reliability of our nation’s Emergency Power Reliability

Audience Participation

- Bob Piske
 - o Fuel's changing
 - o Think about all the standby power installations in the US
 - o Starting with ULSD (ultra-low Sulphur diesel)
 - o Government has allowed the introduction of up to 5% of biodiesel without divulging this
 - o Fuel is unstable right out of the pump
 - o Lifespan of diesel is in months – not years
 - o Recipe for disaster
 - o Emergency power is actually the fuel in the tank (via conversion, etc.)
 - o What can EGSA do to fix this issue ?
 - o Hungry for information
- Audience comment
 - o Manufacturers are allowing up to 5 – 10 % of biodiesel usage – based on automotive type usable – not standby
- Bob Piske
 - o Standby Power Generation market inherently does not use fuel regularly, hence the problem
 - o Hospital failure due to check valve sticking, etc.
- Mark Stellmach -
 - Good news, this issue is not insurmountable
 - Today's fuels – ULSD has an affinity for moisture
 - Higher solvency characteristics
 - Lack of Sulphur loss of its inhibition ability
 - New fuels are different and need managed differently
- VIDEO showing some of the issues of water infiltration, etc.
- Lyndon: Break down to three separate parts
 - o Challenges / Issues
- Dan Bigelow
 - o Storage with ULSD / Biodiesel is not new
 - o The new engines with their higher pressures, etc. exacerbates the issues – shorter lifespan, quicker degradation, etc.
- Steve Belcher
 - o Large wireless company allowed for trends, etc.
 - o Concerns about ULSD came up very early on
 - o Fuel management, being on the lookout for issues – check valves, systems losing prime, etc.
 - o Service opportunities with fuel polishing, etc.
- Phillip Kurt
 - o Agrees with Bob and Dan
 - o Much of this is because of the manufacturer
 - o Cutting corners are part of the problem, education, technicians discussing with facility managers, etc.

- Discussion with maintenance personnel via technicians / service sales have a responsibility to educate the maintenance directors, etc.
- Audience Member
 - Differences between cylindrical and rectangular tanks
 - Sub-base tanks much more prevalent to moisture than cylindrical tanks
- Audience Member
 - Fuel spec.
 - 7500 gallon tank – up to 3 ½ gallons of water!
 - 15000 gallon tank – up to 7 gallons !
 - People don't realize that these amounts of water can be delivered, not to mention what is developed onsite
- Bob Piske
 - 2011 – Biodiesel produced over 1 billion gallons
 - 2015 – over 2 billion gallons
 - Sargel / Paste – for water testing
 - Focus on maintenance shifting to what is in the tank vs. the unit
- Kurt Summers
 - Fuel supplier won't provide biofuel blends for the standby generator market in his local market (Austin, TX)
- Greg Larsen
 - Had a conversation with the Technical director for the National Biodiesel Board. Summarized below:
 - “Biodiesel and biodiesel blends can be stored for at least as long as regular diesel fuel”
 - Antioxidants used to combat this
 - Be sure to keep moisture out and dry
 - Longer than 6 months – frequent testing
 - Any modifications to older diesels ? Hoses, gaskets, etc. If an engine is old enough to contain rubber, there will be issues
 - Interested in speaking at the Fall conference ?
- Dan Bigelow
 - Fuel cost a consideration when Kurt's fuel supplier changed to non-blended fuel ? No – although he was told it was
- Michele Hilger
 - JCHAO – Fuel testing nationwide ?
 - Educating end users, etc. is key
- Brian Ponstein
 - Not possible to buy non-blended fuel
 - MN requires 10% minimum
 - EGSA needs to be active with policy makers – exemptions for nuclear and forestry
- Brad Holmes
 - Retail end of business – seeing failures / coffee ground type material
 - EPA has a study done talking about problem – tank manufacturers, OEM's, etc. very concerned
 - Vents allow air / moisture in. Spill containment basins allow water infiltration

- DEF – Daily maintenance challenge in some cases
- Bob Piske – Is there or is there not a problem? YES
 - o How to we use EGSA to create change ?
- Audience comment
 - o Believes manufacturers are going to be the ones creating change. That’s not going to happen though
- Steve Belcher
 - o Maintenance procedures and education
 - o NFPA has no legislative authority but they have the ability create the standards
 - o State of NJ for example – only allowed to perform maintenance and startups due to “clean air days” – Legislative mandate designed for prime power, etc. vs a 4 – 8 hour commissioning load bank test
- Audience Member
 - o Primary solution in his opinion is education of technicians, end users, etc.
 - o NJ CAT Dealer – Service Manager was commissioned to perform discussion on topics learned from Sandy. #1 primary shutdown (if not flooded, etc. was because of fuel contamination)
 - o Large amount of customers think it won’t happen to them but they are most likely the ones that haven’t had to experience an extended outage.
- Rick Hodgkins
 - o Opportunity knocking for service providers, etc.
 - o Economic issue for fuel polishing on the front side. Real opportunities lie with fixing the issues, not trying to change something that isn’t going to change
- Keith Heid
 - o Smaller rural facilities – farming / tax incentive activities may have an unsuspecting customer receiving something that they might not understand
- Audience member
 - o Hospitals require 6 month testing
 - o Going to E15 like Biodiesel
 - o Generators will likely be the last to get hit
- TOC (Technical Oversight Committee)
 - o Youtube is a large part of platform
 - o 5 videos to be released regarding biodiesel
 - o 90 second videos
 - o White Paper / Technical Paper to be written
 - o Looking for authors, etc. to work today to educate and bring understanding of issues
- RJ
 - o Opportunity:
 - ULSD in underground installations – 83% of tanks have problems
 - 25% of the owners knew there was an issue
 - 75% of customers don’t know what is going on. Education is key for all involved – Techs, Sales People, etc.
- Dan Bigelow
 - o Echoes the opportunity availability

- Government relations – Biofuel isn't going away
- Audience comment
 - Mining companies, etc. don't want to invest in recirculation, etc. High efficiency filters are a band aid in the long run
 - Management plan – retrofit is always much more difficult than it is during design phase
- Bob Piske
 - Pics on screen earlier were on a new system. Heat is enemy
- Glen Howard
 - Opportunities with 3 guys / crews every day. It's not a liability for the supplier, etc. it's basically the customer's issue. We're there to service their equipment, etc.
- Audience member
 - Engineers need to be educated on new systems because there are systems that can be installed on the front side, not the back
- Steve Belcher
 - 5,500 units under contract
 - Goes back to education
- Audience comment
 - Be careful about what additives especially with Tier 4 final engines
- Bob Piske
 - Manufacturer's don't allow additives
 - Manufacturers are un-educated
 - Suggest dotting I's and Crossing T's
- Dan Bigelow
 - Testing, use of an additive, bypass filter, fuel polishing
- Lyndon Risser
 - Join Linked In DD page – leverage it !
- Kurt Summers
 - Taking care of customers and helping them through the problem
 - Thank you for the participation / etc.

Seemed like everyone liked the format of the meeting

Next Meeting ?

- Communication topics of interest?
- Topics for Fall?
 - Security / Hacking / etc.
- Glen suggested being involved on the monthly call to help steer the topics for the next meetings
- IT / Security seemed
- Remote Radiators – Rick volunteered for remote radiator discussion

Load Bank Certification

- DACUM panel for load bank testing
- Two (2) 100 question tests
- Pilot test takers are being compiled sometime in April
- Summer pilot test with hands on portion
- Testing centers scattered through US

Meeting adjourned at 5:10 PM