

POWERLINE



The Voice of the On-Site Power Generating Industry



Preview:

EGSA Celebrates 50 Years in Denver, CO

High Time for

POWER

EGSA Fall Conference • Denver, CO • September 13-15, 2015

EPA Requirements for Diesel Standby Engines In Data Centers

Time Capsule Interviews

Vantis Life Ensures Business Continuity and Customer Service

Fairbanks Morse Engine Member Profile



PSRST STANDARD
U.S. POSTAGE
PAID
FORT LAUDERDALE, FL
PERMIT #1956

ELECTRICAL GENERATING SYSTEMS ASSOCIATION
1650 South Dixie Highway, Suite 400
Boca Raton FL 33432

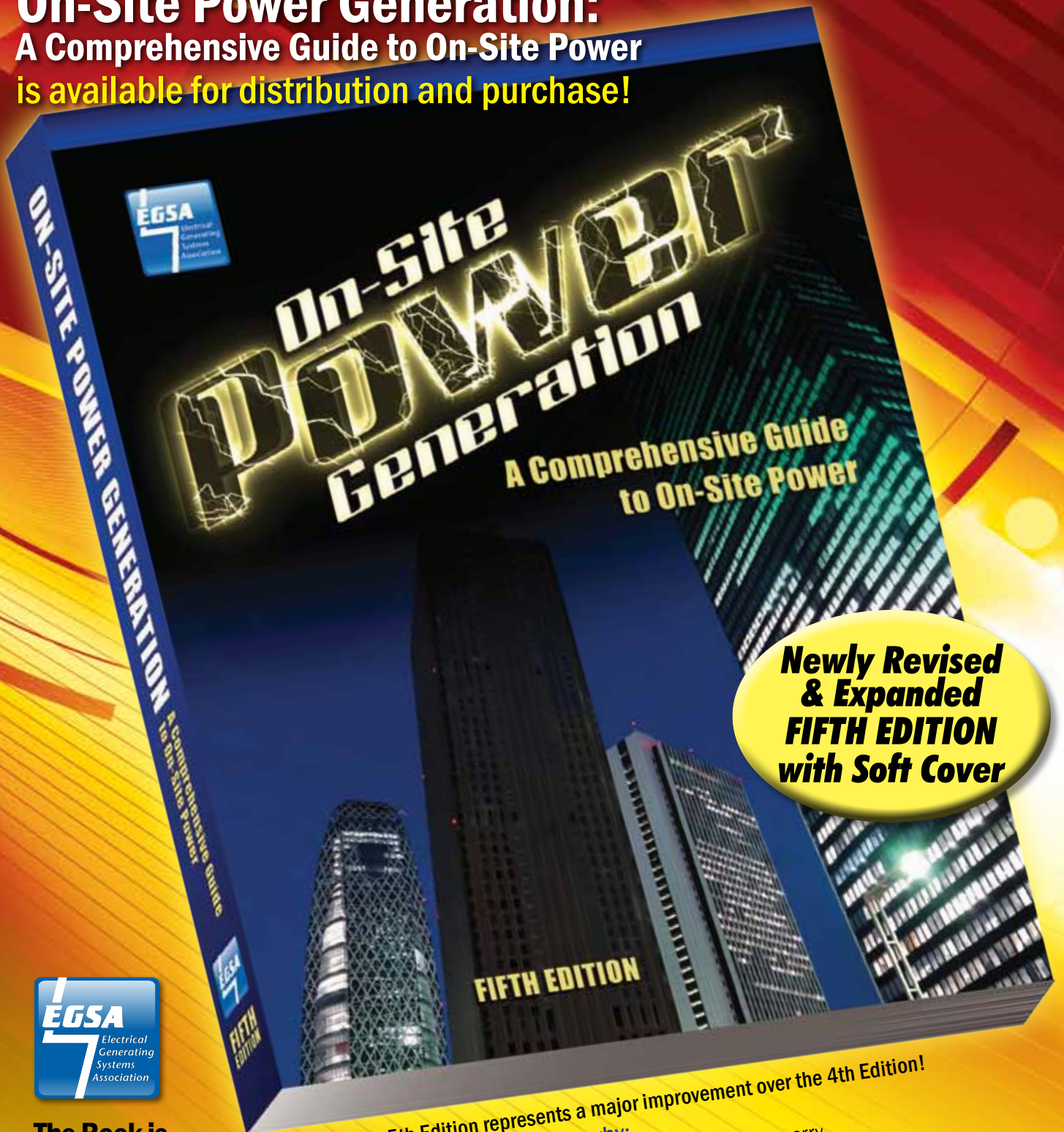


The long-awaited 5th Edition of

On-Site Power Generation:

A Comprehensive Guide to On-Site Power

is available for distribution and purchase!



**Newly Revised
& Expanded
FIFTH EDITION
with Soft Cover**



**The Book is
in Stock!
Order Your
Copy Today!**

Published by the Electrical
Generating Systems Association

The 5th Edition represents a major improvement over the 4th Edition!
Here are a few reasons why:

- Soft cover vs. hard cover - lighter and easier to carry
- Over 700 pages vs. 600 pages (more than 100 pages added since the 4th Edition)
- 47 chapters vs. 39 chapters (10 new subjects!)

If you are in the business of On-Site Power, you should own a copy!
This is THE On-Site Power Generation book. It is all there. It's all in one place.
Call (561) 750-5575 or visit EGSA.org to download an order form.

CONTENTS

Volume 50, No.4 • July/August 2015

Columns

From the Top	7
Benchmarking 50 Years! Maintaining the Focus.	
Education	8
Education Update.	
Codes & Standards	10

Features

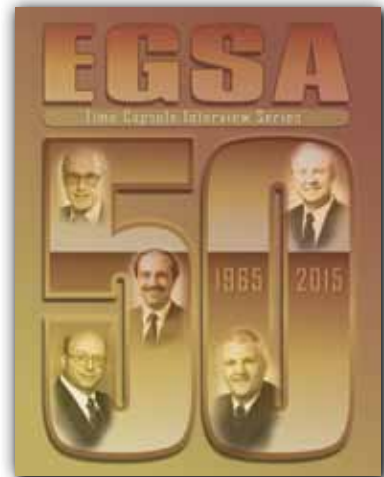
It's 'High Time for Power' this September in Denver!	12
Won't You Join EGSA as We Continue the Celebration of Our 50th Year?	
EPA Requirements for Diesel Standby Engines In Data Centers	16
EGSA 50th Anniversary Time Capsule Interviews	24
Looking Back on 50 Years.	
Vantis Life Ensures Business Continuity and Customer Service	38
2015 TOYA.	42
Fairbanks Morse Engine Member Profile	48
Another in our series of EGSA Member company profiles.	

Departments

Events Calendar	5
Association and Industry events.	
Index of Advertisers.	6
Who's Who in this issue of <i>Powerline</i> .	
Association News.	44
Updates from EGSA.	
EGSA Membership Application.	45
It pays to be a Member of EGSA. Join now!	
EGSA New Members.	47
Who has joined EGSA in the past few months?	
Job Bank	50
Looking for a new job?	
Industry News.	55
The latest reports.	



On the Cover:
It's 'High Time for Power' this
September in Denver!; Page 12



EGSA 50th Anniversary
Time Capsule Interviews:
Looking Back on 50 Years; Page 24.

13TH AVE SW

STOP

*Data Centers, Hospitals, Critical Care Centers,
Nursing Homes, Grocery Stores, Climate-Controlled
Storage Facilities, First Responder Facilities...*

Increase your generator run time by as much as 400%

BECAUSE YOU NEVER KNOW WHEN YOU'LL NEED STANDBY POWER.

HOERBIGER
GTI Bi-Fuel® — A Product
of the HOERBIGER Group

Limited diesel fuel storage and irregular re-supply can often cut emergency generator run time to 24 hours or less. The GTI Bi-Fuel® System can increase your run time by as much as four times that of conventional, all-diesel operation.

GTI BI-FUEL IS THE SOLUTION

This patented system draws low-pressure natural gas into your diesel engine as supplemental fuel. It can substitute up to 70% of your diesel fuel requirement, extending generator run time and reducing your dependence on diesel fuel re-supply. Proven in thousands of installations, GTI Bi-Fuel® is an easy retrofit requiring no engine modification.

*Find a distributor near you or learn more about
GTI Bi-Fuel® at www.gti-altronic.com.*



altronic
GTI Bi-Fuel®

EVENTS CALENDAR

Conferences

EGSA 2015 Fall Conference

September 13-15, 2015; Denver, CO

Join us as we continue EGSA's 50th Anniversary celebration at the Annual Fall Conference. EGSA's Annual Fall Conference features educational sessions on a broad range of issues impacting today's On-Site Power Industry. More information is available at www.EGSA.org/fall or by calling (561) 750-5575.

EGSA 2016 Spring Conference

March 20-22, 2016; San Antonio, TX

EGSA's Annual Spring Conference features educational sessions on a broad range of issues impacting today's On-Site Power industry. More information will be available at www.EGSA.org or by calling (561) 750-5575.

EGSA 2015 George Rowley Schools of On-Site Power Generation

The most complete overview of an On-Site Power Generation System available. Gain valuable Continuing Education Units (CEUs) by applying today! For information, visit www.EGSA.org or call (561) 750-5575.

Basic Schools

February 10-12.....Scottsdale, AZ
 June 2-4.....Charleston, SC
 August 11-13.....Minneapolis, MN
 December 7-9.....Las Vegas, NV*

*To be held concurrently with POWER-GEN International 2015

Advanced Schools

April 20-23.....Austin, TX
 July 13-16.....Atlanta, GA
 October 19-22.....Salt Lake City, UT

Industry Trade Shows

POWER-GEN International 2015

December 8-10, 2015; Las Vegas, NV

The world's largest show for power generation, featuring the EGSA On-Site Power Pavilion. For exhibit information, contact EGSA at (561) 750-5575, ext 206 or e-mail Liz Bustamante at l.bustamante@EGSA.org.



QUALITY IS NOT OPTIONAL

Hennig Enclosure Systems is committed to quality in every process, from sales through engineering, manufacturing, and service.

We believe that our customers want a partner that...

- > **Is Attentive From "The Get Go"** - Our total commitment to customer service is unmatched in the industry. Our sales quotes are turned around at lightning speed with full attention to detail and at a price that can't be beat.
- > **Provides Innovation & Customization** - With our experienced degreed engineers, Hennig can design anything you need from basic enclosures and tanks to fully customized models with every imaginable option.
- > **Believes That Quality Is Not Just "A Given"** - Hennig is ISO 9001 certified, and our stringent quality standards must be met or exceeded for every process.
- > **Won't Leave "Em Hanging** - Our service and follow-up is unlike any other, with service centers strategically positioned throughout the United States and Mexico.

Give us a call today and experience why Hennig Enclosure Systems should be your number one partner for your power packaging needs.

1-888-HENNIG6 (1-888-436-6446)
www.hennigencllosuresystems.com





ADVERTISERS INDEX

Aaron Equipment Company	54
Altronic, LLC (GTI Bi-Fuel)	4
Anna, Inc.	47
ASCO Power Technologies	56
ComAp	54
Diesel Gas & Turbine Publications	50
EGSA.	2
Enercon Engineering, Inc.	41
ESL	41
Generator Solutions, Inc.	53
Hennig Enclosure Systems	5
Hilliard Corp.	18
Phoenix Products	40
Power & Compression Sales	20
Power-Tronics, Inc.	52
Pritchard Brown	18
Ring Power Corp.	11 & 47
Robinson Enclosures	19
Russelectric, Inc.	9
Showmen Supplies Inc.	18
Thomson Power Systems.	20
United Alloy, Inc.	17
VDO	44

Disclaimer

Powerline Magazine is wholly owned and operated by the Electrical Generating Systems Association (EGSA) and includes advertising, press releases, editorials, and other materials and information submitted by third parties and gathered by EGSA, its publisher, and its agents and from contributors. This information is passed along by EGSA for the interest of its members only. With regard to products, services and information mentioned, advertised, or printed, EGSA, its publisher, and its agents, do not investigate the merit, accuracy or value of the material or information, and make no representations, warranties or endorsements of any kind, and hereby disclaim any responsibility to parties using such products, services or information. Readers' activities are at their own risk.

With regard to editorials, letters to the editor, columns and any other opinions expressed herein, EGSA, its publisher and its agents, do not ratify, adopt, endorse or verify such opinions, and hereby state that any opinions, express or implied, are solely those of the speaker. No information is to be regarded as legal advice and reliance thereon and accuracy of statements is hereby disclaimed.

With regard to information contained herein generally, EGSA, its publisher and its agents, do not guarantee, represent or verify the accuracy of any information. EGSA, its publisher and its agents, endeavor to provide accurate information, but cannot guarantee the accuracy and hereby disclaim liability for any reliance on the information contained herein.

EGSA, its publisher and its agents, make no representations, warranties or endorsements of any kind of the information, opinions, and advertisements contained herein, do not assert the accuracy of any statements and all reliance thereon is hereby disclaimed.

2015 EGSA Officers

President

Ed Murphy, Power Search, Inc.
ed@powersearchinc.com

President-Elect

Bob Hafich, Emergency Systems Service Company
bobh@emergencysystems-inc.com

Vice President

Charlie Habic, Gillette Generators Inc.
chrabic@gillettegenerators.com

Secretary-Treasurer

David Brown, Collicutt Energy Services Inc.
david.brown@collicutt.com

Immediate Past President

Vaughn Beasley, Ring Power Corporation
vaughn.beasley@ringpower.com

2015 EGSA DIRECTORS

Katie Evans, Diesel & Gas Turbine Publications, Inc.
Ole E. Haaland, Anna Inc.
Bill Kaewert, SENS (Stored Energy Systems LLC)
Rick Morrison, Nixon Power Services Company
Dennis Pearson, Woodward
Walter Petty, Atlantic Power Solutions, Inc.
Lanny Slater, GFS Corporation
David J. Stringer, ComAp
Tom Wein, Generac Power Systems Inc.

EGSA STAFF

Jalane Kellough, Executive Director
Liz Bustamante, Manager of Membership & Technology
Peter A. Catalfu, Manager of Communications
Herb Daugherty, Manager of the Rowley School
Kim Giles, Marketing Manager
Michael Pope, Director of Education
Carla Powers, Manager of Conferences & Meetings
Debby Amaral-Robinson, Accounting Manager
Herbert V. Whittall, Technical Advisor
Kelly Wilson, Office Manager

SERVICE INFORMATION

For Subscriber orders, change of address, reprints, and back issues (when available), contact:

Editor, *Powerline* magazine
1650 S. Dixie Hwy, Suite 400 • Boca Raton, FL 33432
561/750-5575 • Fax 561/395-8557
e-mail@egsa.org • www.EGSA.org

Powerline is published six times per year on a bi-monthly basis. Articles and information submitted for publication should be forwarded to the attention of the Editor at the address above 30 days prior to publication. Technical articles and articles of general interest to the electrical generation industry are actively sought and encouraged. *Powerline* reserves the right to limit information appearing in its pages to that which, in its sole discretion, will reflect positively on EGSA and the industry which it serves.

Throughout every issue of *Powerline*, trademark names are used. Rather than place a trademark symbol at every single such occurrence, we aver here that we are using the names in an editorial fashion only. EGSA has no intention of infringing on these trademarks.

Electrical Generating Systems Association

1650 S. Dixie Hwy, Suite 400 • Boca Raton, FL 33432
561/750-5575 • Fax 561/395-8557
e-mail@egsa.org • www.EGSA.org





Ed Murphy
2015 EGSA President
ed@powersearchinc.com

Benchmarking 50 Years! Maintaining the Focus

We have reached the halfway point of 2015, and like those before me, I'm certain there is a level of benchmarking that goes along with this job, but especially, in our 50th year! Here is a snapshot of some of the important things that I would like to update you on and create a 'call to action' for a few member topics...

First, EGSA Membership...Staff advises me that we are just a few subscribers shy of 7000 contacts in our *Powerline* Magazine database, and that list is growing every day! With that in mind, I'd like to ask all 7,000 of you to consider the following...WHO in your list of colleagues and contacts would benefit THE MOST from membership in EGSA? If that person (or their organization) is not an EGSA Member, how about doing them (and us) a favor, by making a formal introduction?

I'd like to suggest a few additional considerations regarding making that EGSA introduction. Do you need a few introductory slides on membership to include in a presentation? EGSA Marketing has that! Would you like to show your prospect a video that showcases some of the highlights of member value? Our EGSA YouTube Channel can provide you with that. Are you LinkedIn with us and this colleague? How about inviting him/her to join the conversation that occurs every day on our various committee LinkedIn Groups?

You have nothing to lose, with everything to gain in adding a colleague to our global trade association. If everyone "within reach of my voice" contacted at least one prospect, EGSA would soar during our golden anniversary year! Let's gauge how impressive our collective word of mouth actually is, let the numbers speak volumes.

EGSA Technician of the Year Award (TOYA)

For several years, the EGSA Distributor Dealer Committee has been eager to showcase the work of our unsung heroes...the on-site power "first responder" in the field...a generator technician.

By developing this program on behalf of the EGSA Board of Directors and rolling it out in 2014, we have opened the nomination process for 2015 just last month (June).

EGSA will continue to take online applications until the end of July, and then we are turning the nominations over to our impartial jury for the scores. Consider the benefits of having one of these award-winning technicians on your team and then do your part

by talking about the TOYA Program, making sure that those worthy technicians get recognized. Let's TOYA!

The EGSA Raymond G. Russell Education Grant for Veterans

Also in our sophomore year of another worthy program, EGSA, along with Russelectric, are giving back to our United States and Canadian Armed Services Veterans with an education grant. Those applicants who meet the criteria will be provided with additional education in the field of On-Site Power.

The objective of these annual grants is to provide qualified veterans with a full ride on all costs associated with attending one of our EGSA Rowley Schools (either Basic or Advanced course material). Ultimately, we wish to provide additional education in on-site power to improve a worthy candidate's skill set.

With that in mind, if you have contacts or ideas to help us reach further into the military branches with this message of free education to qualified veterans, our EGSA Staff is all ears! Contact Jalane Kellough, Executive Director, at J.Kellough@EGSA.org.

On-Site Power Reference Book – 5th Edition

Let me begin this final update with a special thanks to both Michael Pope and Steve Stoyanac for helping EGSA continue our great tradition with the 5th Edition of our Reference Book. It is also important to recognize additional EGSA Staff, such as Jalane (for her stellar Foreword in the Book) and Peter Catalfu (EGSA's in-house graphic design) for his work on things like the book cover and chapter color coding, and finally we had a team of people style editing and laying the book out for print that were also invaluable to the process.

Since the book has been released in March, sales are not as we had anticipated in these first few months...that is where you come in! Think of all of the clients that you have to educate, the managers who need a great resource, and the people that make your member firm superior...and now think of the BEST gift that you could give them in on-site power...tell me who in our industry couldn't use it? Your colleagues in engineering and the technician world will be glad you were "on it"!

Help EGSA today, by ordering one or more. There are discounts available for ordering in volume. Here is the link for more information, in case you need it: www.egsa.org/Publications/OnSitePowerGenerationBook.aspx ■



Michael Pope
EGSA Director
of Education
m.pope@EGSA.org

Education Update

My office contains “items,” some are permanent residents and others will have a home there for a year or two, maybe more. In the first category are things such as a model generator set, several sports car models of cars that I appreciate, a piston, a burnt Subaru exhaust valve, 3 SU carburetors (HD8s) on their aluminum manifold, that I thought I would have reinstalled on its engine by now, a picture of a Spitfire (the Warbird) and a menagerie of collectibles.

I have always taken notice of others peoples’ office “stuff” during the thousands of visits I have made during my career; I feel that one can learn a lot about the owner and that generally helps to foster a good business relationship. For example, a visitor to my office should notice that I am an unabashed gearhead that enjoys sharing my passion! During a cold call to the owner of a distributorship in Alabama, I noticed a great photo behind his desk: ‘Is that a Sherman Tank?’ I asked. ‘Sure is. It’s in the shop; I’m rebuilding the tracks along with its Ford GAA V8 engine. Wanna see it?’ ...Wow!

Back to my office...the second category of items in my office is on the bookshelf. My 2015 Diesel Progress Global Sourcing Guide arrived a few weeks ago and the 2014 Edition went into my recycling bin the next day. The 2015 EGSA Buyer’s Guide is there, along with several back issues. There are back issues of various industry (and other) publications that I think I might get back to some time, but never do and of course, the new 5th Edition of *On-Site Power Generation* is within easy reach. But what about the old 4th Edition of the Reference Book? Sorry, I won’t be reaching for it anymore. Would I still drive the old 2003 when a 2015, with an 8-speed transmission and all kinds of cool electronic technologies is sitting in the driveway?? I don’t think so. But the 4th Edition is too good to simply to throw out; it needs a suitable ‘new’ home. It seems to me that the best action would be to donate it to someone just entering the field of On-Site Power Generation.

Have you updated your bookshelf this year? To those of you that are still using their 3rd or 4th editions: Dude, it really is time to upgrade! Get the new 2015 Edition with all the new chapters and cool technologies. It’s all there, all in one book.

The EGSA David I. Coren Scholarship

This is the time of year that the applications for the David I. Coren Scholarship Program are pro-

cessed. EGSA will be awarding 8 scholarships to the most deserving of our 18 applications received. They were due by May 1st.

The David I. Coren Scholarship Program selection process was created by the late George Rowley, EGSA’s first Director of Education. It is somewhat complex, but the process ensures that everyone has a fair chance, all the stated requirements have been met and that the students with the most potential to succeed and to enter our industry will be selected for one of these eight \$2,500 scholarships. The final decision then lies with an ad hoc committee comprising:

- John Kelly, Jr. - Kelly Generator and Equipment, Inc.
- Bob Hafich, Emergency Systems Service Co.
- Chuck Gould, Western Branch Diesel, Inc.
- Herb Daugherty, EGSA
- Tom Wein, Generac Power Systems, Inc.

The winning students will, we hope, be hired by an EGSA member company after graduation. By the time of the Fall Conference in Denver, the Coren family and EGSA will have contributed \$263,000 to 110 students since the program started in 2003.

The EGSA Raymond G. Russell Education Grant for Veterans

The EGSA Raymond G. Russell Education Grant is an annual grant of \$10,000. The Grant is awarded to 4 individuals up to \$2,500 each. The EGSA Board of Directors also upped the ante, by adding a contribution of \$5,000, allowing for 2 additional grants, totaling a minimum of 6 grants annually, under the education grant’s terms.

The objective of the Raymond G. Russell Education Grant for Veterans program is to support our armed services veterans as they return from service, offer education in our industry and at the same time provide the opportunity to become engaged with our organization. This annual grant is designed to provide qualified individuals with a full ride on all costs (up to \$2,500) associated with the EGSA George Rowley School of On-Site Power Generation (Basic or Advanced). Travel expenses that meet our travel policy are also included. The goal is to provide additional education, through attendance at a Rowley School, and improve the veteran’s skill set to make them a more attractive candidate for hiring.

Continued on page 41

The best line of bypass/isolation switches offers a choice in bypass operation



Most bypass switch manufacturers offer switches with no-load-break bypass operation.

Only Russelectric, however, offers a full line of switches in a choice of no-load-break bypass operation (for bypass without load interruption) or load-break bypass operation (for fast, foolproof bypassing — regardless of the condition or position of the ATS).

Don't let a switch manufacturer make your choice of bypass operation for you... Insist on Russelectric.



www.russelectric.com

1-800-225-5250

An Employee-Owned Company
An Equal Opportunity Employer

Russelectric
POWER CONTROL PEOPLE YOU CAN RELY ON



Herb Whittall
EGSA Technical Advisor
HWhittall@comcast.net

Codes & Standards

UL 2200 – Standard for Stationary Engine Generator Assemblies is in the midst of revising Paragraph 41.1.3.3 to add: “Higher Pressure Flexible Fuel Tubing and Hose Types for Gasoline or Diesel Fuel”. This change has been circulated, voted on and is now in recirculation with votes due by July 13. One interesting note, the original vote was 10 for, 1 against, but 9 were not returned. Like many things going on in the standards world today, voting is not a high priority. Just like in the political arena, if you do not vote, you suffer the consequences of living by the results of those who did take the time to make their vote count.

This applies to similar subjects, as well. EGSA has a group working with UL to try and improve the UL standard UL 2200, above, for Enclosures and to harmonize UL 2200 and NFPA 37 as well. If this applies to you or your company please take the time to work with these groups led by Steve Sappington (Caterpillar, Inc.), Steve Oxtoby (Kohler Power Systems) and Jeff Jonas (Generac Power Systems) at the September EGSA Conference in Denver. Just attend the Codes and Standards Committee meeting on Monday afternoon.

Speaking of helpers, I received a call from Jason Knedlhans of UL and, I suppose because of the lack of US organization interest in the TC 70 meeting in San Antonio last Fall, he told me UL is joining the US TC 70 group to keep informed and have a vote on how the US votes on ISO and IEC Standards. Jason will also be attending, and is a featured speaker, at the EGSA Fall Conference in Denver. TC 70 is the Organization inside ISO that writes the ISO Standards on Engines and Generator Sets such as ISO 8528 Reciprocating Internal Combustion Engine driven Alternating Current Generating Sets.

Dr. Shirish A Shimpi, Chair of the US TC 70 Committee, has expressed interest in stepping down from this leadership role. If you would be interested in chairing this committee, please contact Dr. Shimpi at the Cummins Technical Center via phone (812) 377-7532 or email at shirish.a.shimpi@cummins.com.

One ISO proposed change that has generated controversy is a change to ISO 8528-1, or ISO 8528 Part 1. Application, Ratings and Performance. The change would be to add an additional rating to the 4 that are already listed: Continuous Power, Prime Power, Limited Time Running Power and Emergency Standby Power.

This proposed 5th rating is said to be needed for Data Centers, specifically proposed as “Data Center Continuous Power.” I am not sure how this rating differs from the already listed “Continuous Power.” Jean Michel Geiller of SDMO in France is the lead engineer on this. His email is jean-michel.geiller@sdmo.com. I understand SDMO is a subsidiary of Kohler Co.

Speaking of meetings, the NFPA 99 Health Care Facilities meeting is being held in Baltimore, MD from August 2-4 and NFPA 70 the National Electric Code Panel 13 meeting will be held in San Diego, CA from November 9 through November 14.

I received a notice from NFPA that the following will be NFPA policy “Where the NEC addresses the permanent installation of combustion engine driven generators, it is prudent to reference NFPA 37. Prescriptive requirements for generator exhaust is under the purview of NFPA 37 and any proposed changes should be directed to that committee.”

In the May issue of *Business Energy* (Pg. 16) there is an article titled, “The Sounds of Silence.” The article explores the noise levels emitting from generator sets and how to control that noise. The article also includes a list of typical sound levels that provided a nice range, from 40 dBA (for a quiet room or rain drops) to 140 dBA (for a gunshot, fireworks or a jet plane engine). With the increase in number of smaller generator sets in suburban locations where noise is a factor, this is an informative article. Also, I was happy to note that on Page 17, Pritchard Brown, as a member of EGSA, had proudly displayed the EGSA logo within their advertisement.

In the May/June issue of *IEEE Industry Applications Magazine* are two interesting articles. The first, beginning on page 40 titled “Grounding: Bonding to Earth” discusses the terms “Grounding” of systems versus the term “Bonding” of systems. I have always been somewhat confused by the nuances of these two terms in standards. I am sure we will hear more about these terms in future sessions concerning NFPA standards.

The second, starting on Page 58 titled: “Qualifying and keeping your employees qualified” concerns training your workers who work on or near energized circuits to meet OSHA Qualification Standards and how to keep them qualified to continue to do the job. ■

GENSETS AND GENERATOR ENDS

PRE-OWNED GENSETS

- 20 THROUGH 2500KW
- LOW-HOUR
- COMPLETE REBUILDS

GENERATOR ENDS

- NEW & PRE-OWNED
- 100 THROUGH 4000KW
- 50 & 60 HERTZ

- IMMEDIATE DELIVERY
- WORLDWIDE WARRANTY



We purchase surplus and pre-owned gensets and engines, too!

Call today for a complete listing of available generators, power systems & engines from Caterpillar & other leading manufacturers.

www.ringpower-systems.com

INQUIRIES PLEASE CONTACT

Lyndon.Schultz@RingPower.com..... 904.494.1278

Steve.Ferlita@RingPower.com 904.494.1268

Ring Power®





High Time for POWER

EGSA Fall Conference • Denver, CO • September 13-15, 2015



It's 'High Time for Power' this September in Denver! Won't You Join EGSA as We Continue the Celebration of Our 50th Year?

While it certainly shouldn't take much to convince you to join us in 2015, we have some great reasons, if you need them.

EGSA is hosting our 50th annual Fall Conference in Denver, Colorado from September 13-15th at the Hyatt Regency Denver at the Colorado Convention Center. We have locked in our speaker slate, coordinated and booked the entertainment and completed the finishing touches on our formal networking excursions. The only thing that we are missing is YOU!

Our Conference Planning Committee has worked hard to once again, bring a keynote speaker to both Monday and Tuesday morning during the General Session. Thanks to those over-achievers on the Committee, we have a very impactful speaker slate this Fall!



Monday – September 14, 2015: Keynote Speaker, Dakota Meyer, Accountability and Achievement

From growing up in a small town in Kentucky to joining the Marines, hear the story of Dakota Meyer, as he elaborates on courage, leadership and what happened the day in Ganjigal Valley that earned him the United States Medal of Honor.

Meyer earned his medal for his actions during the Battle of Ganjigal, which was part of Operation Enduring Freedom in Afghanistan. He is the first living Marine to have received the medal since 1973 and one of the youngest. He believes that anyone can achieve greatness, and he inspires his audience to do their best.

Tuesday – September 15, 2015: Keynote Speaker, David Avrin, It's Not Who You Know, It's Who Knows You!

Get ready to come away with some actionable items on how to build your business, by building your brand! Based on the lessons in his breakout book:

It's Not Who You Know, It's Who Knows You! (©Classified Press), David Avrin's engaging business marketing presentation will leave the EGSA audience with a different perspective of what it takes to stand out and become 'top-of-mind' with top prospects.



Our EGSA Member speakers offer compelling reasons for attending the Fall Conference. Take a look at what our Members will be bringing to the table to support our "High Time for Power" theme in Denver!

Tuesday, September 15, 2015: Joseph Fiorito, Caterpillar, Inc. – Mobile Generators: Supporting Today's Power Rental Needs

As a power generation professional, you are probably aware of how the power rental market impacts On-Site Power, but get ready for some 'real world' examples from Joseph Fiorito of Caterpillar Inc., who has collaborated with fellow EGSA Members to develop this EGSA-exclusive General Session presentation.

Joe will discuss important components of the North American rentals market, along with market trends, applications, technology and Tier 4 challenges.

He will present a comprehensive story from the OEM suppliers to the rentals market business, as well as the perspective from the rental power companies.



Register Today! egsa.org/fall



Monday, September 14, 2015:
Jason Knedlhans, UL LLC – **Global Standards Development: Influencing an Advancing Industry**

Having a voice in our industry activities is something that you will hear at every EGSA Conference and within the pages of *Powerline Magazine*. These aren't simply 'buzz words'...

they are a cornerstone of what EGSA has accomplished successfully for almost 50 years...

As the Industry evolves, the global standards that govern safety, ratings and installation of equipment must also continue to advance. Global standards are continuously being written and revised in order to accommodate advancements in technology and regional development. Join Jason Knedlhans of UL LLC and discover how you can positively influence those standards that define and shape On-Site Power.



Monday, September 14, 2015: Rick Farrell – President, Tangent Knowledge Systems – **Selling Has Nothing to do with Selling**

Our final speaker on Monday is Rick Farrell, President of Tangent Technologies. Rick will enlighten EGSA with his informative presentation called "Selling Has Nothing to Do with Selling!"

Learn what you need to do about the evolving role that salespeople play and how to stay relevant and current with the changing times.

Join us in Denver! Make your plans today to come to the 50th annual Fall Conference in September and help EGSA continue the year-long golden anniversary celebration. ■



Diesel Fuel Maintenance Panel

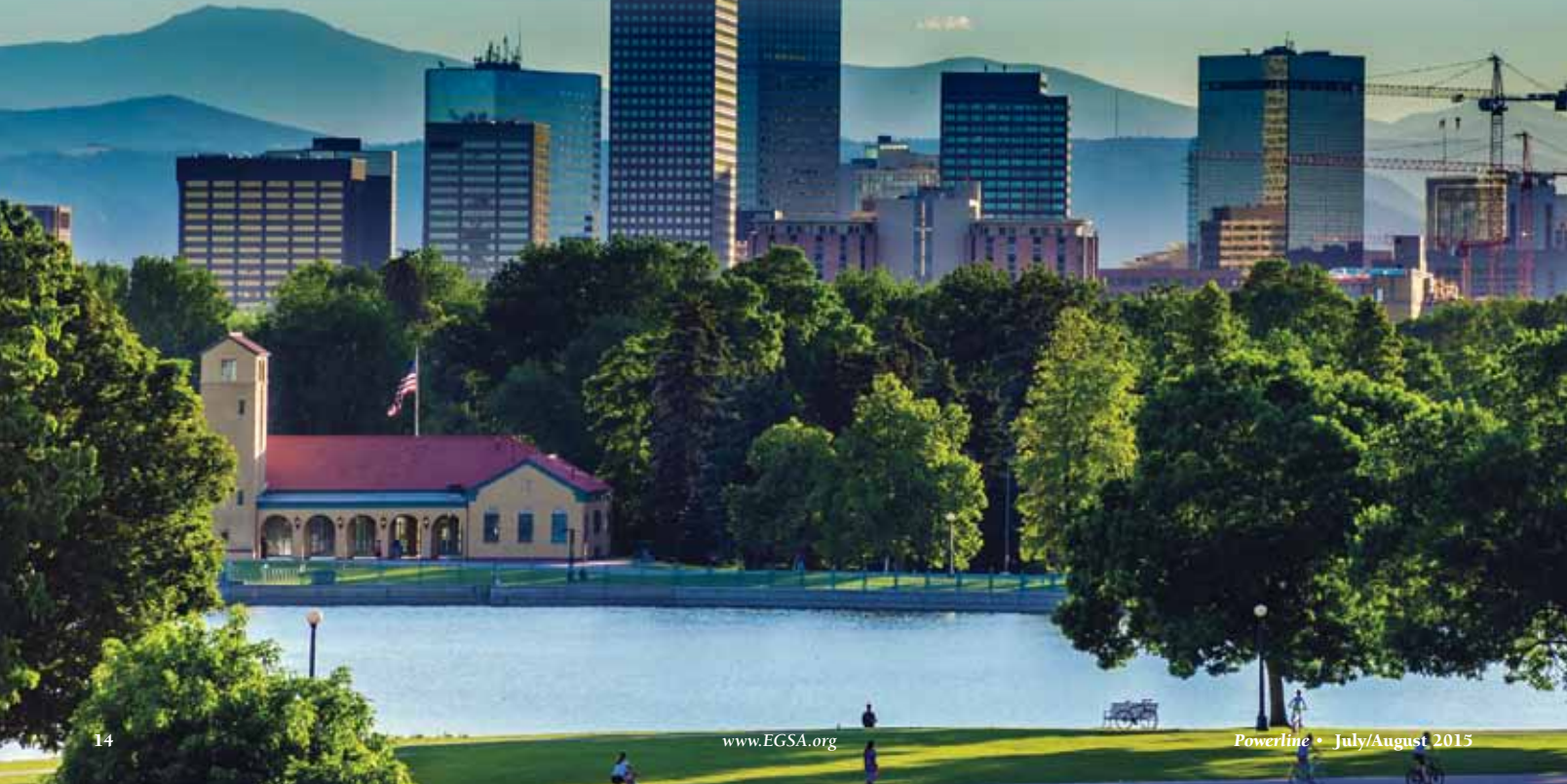
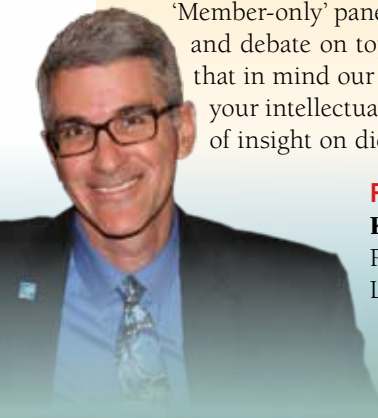
What do we mean when we talk about good fuel hygiene? Another great way that we support and promote EGSA Member value is by selecting an important topic and developing 'Member-only' panels of our internal resources to discuss and debate on topics important to the industry. With that in mind our panel in Denver is guaranteed to fuel your intellectual engine to achieve a "mile-high" level of insight on diesel fuel maintenance!

Panel Moderator
Kurt Summers,
President/CEO –
Loadbanks of America

Moderated by Kurt Summers (Loadbanks of America), we will hear from industry peers who will talk about diesel fuel problems and solutions. Come with your experiences and your questions. With reliability key to our Industry, you won't want to miss this session!

The EGSA Member panel will include these diesel fuel maintenance pros above (left to right):

- Dan Bigelow**, CEO/COO - Separ of the Americas, LLC
- Brian Boezi**, President/CEO – B3C Solutions
- Luke Jaynes**, Key Accounts Manager - United Alloy, Inc.
- Brian VenHorst**, National Accounts Manager - Tramont Manufacturing, a UCA Group Co.



SUNDAY, SEPTEMBER 13, 2015

- Noon - 6:00 p.m. EGSA Registration Desk Open
- Noon - 6:00 p.m. Exhibitor Showcase Set-up
- 5:00-6:00 p.m. First-Time Attendees/
New Members Reception
- 6:00-7:30 p.m. Welcome Reception

MONDAY, SEPTEMBER 14, 2015

- 7:00-11:45 a.m. EGSA Registration Desk Open
- 7:00-7:30 a.m. Exhibitor Showcase Set-Up
- 7:30-8:30 a.m. Exhibitor Showcase/Breakfast
- 8:30-8:45 a.m. President's Opening Remarks
- 8:45-9:45 a.m. **Accountability and Achievement**
- 9:45-10:15 a.m. Exhibitor Showcase/Break
- 10:15-11:00 a.m. **Global Standards Development: Influencing an Advancing Industry**
- 11:00-11:45 a.m. **Selling Has Nothing To Do With Selling**
- 12:00-1:00 p.m. Welcome Lunch
- 1:00-5:00 p.m. Committee Meetings
- 6:30-10:00 p.m. Awards Reception & Banquet/
Entertainment – Rat Pack
Jazz Performance featuring
Frank Lamphere

TUESDAY, SEPTEMBER 15, 2015

- 7:30 a.m.-Noon EGSA Registration Desk Open
- 7:30-8:30 a.m. Exhibitor Showcase/Breakfast
- 8:30-9:15 a.m. **It's Not Who You Know, It's Who Knows You!**
How to Build Your Business by Building Your Brand
- 9:15-9:45 a.m. Meeting of EGSA Members
- 9:45-10:15 a.m. Exhibitor Showcase/Break
- 10:15-11:00 a.m. **Diesel Fuel Maintenance Panel**
- 11:00 - 11:45 a.m. **Mobile Generators: Supporting Today's Power Rental Needs**
- 1:00-5:00 p.m. Golf Tournament –
Raccoon Creek Golf Course
- 1:00-4:00 p.m. Denver Culinary Walking Tour
- 1:00-4:00 p.m. Plains End Power Plant
"Gearhead" Tour
- 7:00-8:30 p.m. Closing Reception

Networking

Denver Culinary Walking Tour

Denver is the second fastest growing city in the US (second only to Austin, TX) – and fortunately for us, the population boom has brought with it an influx of innovative, chef-owned restaurants throughout the City.

Join your fellow EGSA foodies on this fun walking tour, as we eat and drink our way through the mile high City!

This 3-hour tour will entice your taste buds with behind-the-scenes access to 3 of Denver's top independent restaurants, all located within walking distance of the Hyatt. We'll start off with a family-style lunch at Stout Street Social, then move on to a beer tasting at Rock Bottom Brewery, and wrap things up with a tasty dessert treat at the historic Baur's Restaurant.

You won't be "Up a Creek" at Raccoon Creek Golf Course!

If Golf is your game, get ready to tee off from a stunning course, steeped in mountain charm! The EGSA Fall Conference Golf Tournament will take place this year at Raccoon Creek.

Raccoon Creek is a premier golf course built on the historic Grant Family ranch, located just outside of Denver in Littleton, CO. It features a par-72 that plays between 5130 and 7045 yards depending on tee location.

Designed by master architect Dick Phelps, the established landscape provides some challenging elevations and water hazards for the experienced golfer. Enjoy mountain views, excellent golf, and the company of your favorite EGSA colleagues.

Plains End Power Plant "Gearhead" Tour

You can also thank a Member once again for coordinating a local tour for our Gearheads! Tommy Arnett (Plant Manager – Plains End Power Plant) and Dan Johnson (Wartsila North America, Inc) at the suggestion of EGSA Board Member, Dave Stringer, of ComAp, have secured an EGSA "Gearhead Tour" of the Plains End Power Plant in Golden, CO.

With the integration of renewable power (wind and solar) into the grid, it is vitally important to have generating assets that can meet the constant fluctuations that these renewable assets impose on the power grid. Wartsila engine gensets meet this vital need at the Plains End Power Plant with 26 Wartsila 20V345G engine gensets, totaling 230 MW of quick-start load following simple cycle power for Xcel Energy's transmission system.

ComAp, is sponsoring the Gearhead opportunity in Denver, by being our transportation provider to and from the plant in Littleton. Expect a thorough tour of the facility.

Monday Night Entertainment: The Rat Pack is Back!

Just like EGSA, some things never go out of style...like the sounds of classic crooners Frank Sinatra, Dean Martin, and Sammy Davis, Jr. Let our Monday night entertainment after the Awards Banquet & Reception transport you back to a time when the so-called "Rat Pack" ruled nightclub concerts in Las Vegas and around the country.

Led by front man Frank Lamphere, who got his start singing in piano bars and jazz clubs around the Chicago area, we're excited to have his live, six-piece band perform for us and help us set the tone for a memorable evening and continue the celebration of EGSA's 50th in style!



EPA Requirements for Diesel Standby Engines In Data Centers

By Bob Stelzer, Chief Technology Officer, Safety Power Inc.

In order to get a stationary Air Emissions Permit for facilities that have diesel standby generators, it is necessary to comply with Environmental Protection Agency (EPA) and local regulatory requirements. Even though diesel standby generators do not operate for many hours per year, EPA requirements can have a significant impact on large data centers.

The EPA regulations are relatively complex and are constantly changing. This article provides an overview of the EPA regulatory framework with a concentration on those requirements for stationary diesel emergency standby generators that are greater than 500HP. This size range is commonly encountered in larger Data Centers. This article focuses on new installations only – it does not offer insight into the rules that govern existing retrofit installations.

This article attempts to identify some of the key EPA terminology such as National Ambient Air Quality Standards (NAAQS), New Source Performance Standards (NSPS), Reciprocating Internal Combustion Engine (RICE) National Emission Standards for Hazardous Air Pollutants (NESHAP), Tier 2,3,4 and put them in a framework that allows the Critical Power Engineer to understand the current regulations and how those regulations influence the design of new facilities.

2.0 What Emissions are of Concern?

A diesel engine generates certain emissions that the EPA considers “criteria” pollutants. “Criteria” pollutants are deemed to be serious health risks and are measured by the EPA throughout the US in geographic entities called “areas”. The key criteria pollutants associated with a diesel engine are: Nitrogen Dioxide (NO₂), Particulate Matter (PM) and Carbon Monoxide (CO). Figure 1 shows examples of these emissions.



Figure 1: Examples of Criteria Pollutants

3.0 Explaining the Regulatory Environment

The Clean Air Act forms the regulatory basis for all air compliance activity. It was originally established in the early 1970's. The most important recent major amendments to the Act occurred in 1990. These amendments recognized the need to con-

sider the available technology as a component in determining achievable standards. The EPA terminology for this is Maximum Achievable Control Technology (MACT). Cost effective technology advances in MACT have created the platform for the EPA to look at new emission requirements for diesel engines.

As part of its risk assessment, the EPA allows emergency engines to meet somewhat lower standards than non-emergency ones, because of the lower annual operating hours. The definition of emergency can be relatively complex. Clearly a utility outage is an emergency condition. There are specific definitions for voltage and frequency variations for electricity reliability that can also constitute an emergency situation. In general, a total of 100 hours per year is allocated to emergency generators for maintenance and testing. Of these 100 hours, the EPA currently allows up to 50 hours to be used for demand response programs in some jurisdictions – but, this aspect is currently under review and may be removed. There are no restrictions on the number of run hours for the engine, when it is being used under emergency conditions.

The overall EPA regulatory framework that can impact stationary diesel gensets is shown in Figure 2.

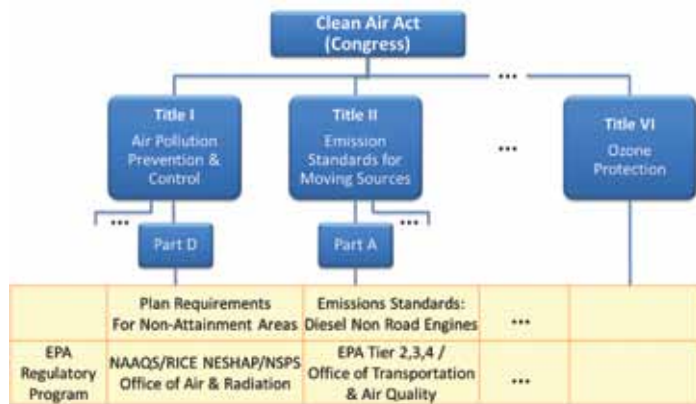


Figure 2: Overall Regulatory Framework

3.1 EPA Regulatory Framework NAAQS

Maintaining a National Ambient Air Quality Standard (NAAQS) is a fundamental concept of the Clean Air Act. NAAQS are based on limits that are designed to ensure healthy air quality of all citizens regardless of where in the country they live. As part of NAAQS the EPA defines 6 “criteria” pollutants. The modern lean burn diesel engine has improved dramatically in recent years but can still contribute significantly to 3 of the criteria pollutants – NO₂, PM and CO.

NO₂ is one of the constituents of NO_x. NO_x formation is largely a function of combustion temperature. Typically higher combustion temperature results in a higher level of NO_x formation. Particulate Matter (PM) is also a function of combustion

TANKS,
TRAILERS,
SKIDS & FRAMES
FOR

CONSTRUCTION EQUIPMENT
AGRICULTURE POWER GENERATION
HEAVY EQUIPMENT



Why do Fortune 500 OEM industry leaders look to United Alloy, Inc. (UAI) for certified metal fuel and hydraulic tanks, skids, frames, trailers, chassis and other products crafted to world-class standards?

We design, manufacture, powder coat, assemble, test, and deliver the highest quality products, on-time, every time.

Call us to experience the service, quality and savings firsthand.

Learn more at www.unitedalloy.com



UNITED ALLOY, INC.

engineered smart. built strong.

4100 Kennedy Road, Janesville, WI 53545
(608) 758-4717 • Fax: (608) 758-1272 • www.unitedalloy.com



CRANKCASE EMISSIONS CONTROL!

DON'T WAIT
Eliminate Crankcase Emissions*

ON STATIONARY ENGINES 300 HP+
***99.97% EFFICIENT AT .3 µm and BELOW**
4500+ HOUR CARTRIDGE-CHANGE INTERVALS



HILCO

www.hilliardcorp.com



protecting **technology**
 and the world



pritchard brown

- ISO-9001 Certified
- 70,000 ft² of manufacturing space
- Strategically located for domestic and worldwide markets
- Over 65 years of experience
- Turn-key systems available
- Available Certified IBC Seismic Compliance
- Professional sales and engineering staff
- High performance, maintenance free materials
- Unparalleled customer service
- Expertise in code compliance, extreme sound attenuation and challenging applications

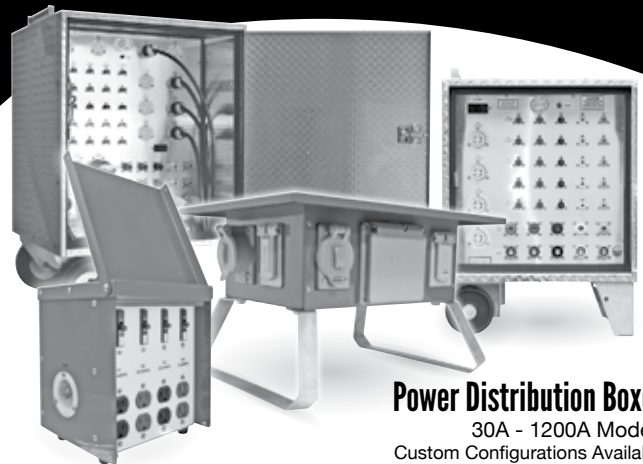


800.231.2258

BALTIMORE, MD

WWW.PRITCHARDBROWN.COM

IN THE TEMPORARY POWER BUSINESS IT'S ALL ABOUT CONNECTIONS



Power Distribution Boxes
 30A - 1200A Models
 Custom Configurations Available

Cam Connectors



Cable Assemblies



Generator Docking Panels



We're your connection for temporary power products. Call Today!

☎ 800-334-9630 🌐 ShowmenWeb.com

SHOWMEN SUPPLIES

temperature. Typically higher combustion temperature results in less PM formation. As a result undesirable NO_x and PM formation act in opposing directions when engine designers are looking at combustion temperature. Engine efficiency also typically improves at higher combustion temperatures, which is another important consideration for engine designers. Carbon Monoxide (CO) is often a reflection of incomplete oxidation of fuel in the combustion chamber. Most major diesel engine manufacturers have optimized their combustion processes to such an extent that often CO regulatory requirements are not a constraint.

The required targets and the timetable for NAAQS implementation are always changing and apply to each of the criteria pollutants. The EPA goes through a public consultation process to establish the required NAAQS levels for each criteria pollutant. The US is divided into a set of “areas” and the EPA performs measurements of the criteria pollutants in each area. Areas which do not meet the NAAQS targets for criteria pollutants are deemed “non-attainment” areas. For each non-attainment area the affected State is required to prepare a State Implementation Plan (SIP) to resolve the issue and achieve attainment. A special case is the US northeast (Maine to Northern Virginia). Because this air shed is highly populated, it has more stringent air quality standards. The EPA calls this area the Ozone Transport Region (OTR).

When seeking an air permit for a new diesel emergency generator, if there is a NAAQS issue, it will most likely relate to NO₂. In 2010, the EPA proposed limits that are based on an hourly worst case of 100 ppb (parts per billion). It is not uncommon, during certain times, for background concentrations in non-attainment areas to be high enough that very little NO₂ needs to be added to make an installation exceed the limit. Prior to 2010 the NO₂ limit was based on a yearly average.

By mid-2013, each State was to have submitted a SIP for its non-attainment areas with respect to NO₂. When a major data center, hospital or other installation installs significant capacity of new diesel standby generators the typical hourly worst case occurs during the full load test of the units. Modeling is done of the site, typically using the EPA’s AERMOD (Atmospheric Dispersion Modeling) System. AERMOD is a mathematical simulation of how pollutants will disperse into the atmosphere. The modeling takes into account the topography of the site, its major emissions sources, prevailing wind conditions and other factors that could lead to worst-case conditions.

3.2 EPA Regulatory Framework: RICE NESHAP and NSPS

The RICE NESHAP requirements from the EPA have received a lot of attention in the last few years, largely because of the impact these requirements have on existing non-emergency diesel and natural gas generators. These requirements have meant that many existing non-emergency diesel generators have had to add oxidation catalysts and other equipment to their engines. In keeping with the overall focus of this article on new emergency diesel generators, we will review RICE NESHAP and NSPS from this standpoint.

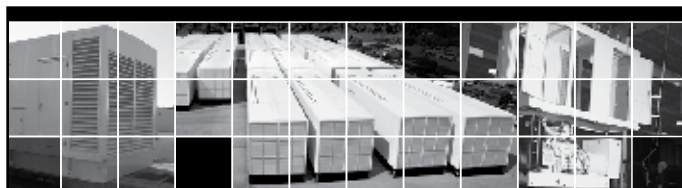
A facility is deemed by the EPA to be an “area” source if it has the potential to emit < 10 tons/year of any single hazardous air pollutant or < 25 tons/year of any combination of hazardous air pollutants annually. A “major” source has emissions greater than the “area” source levels. Typically major sources have more

stringent requirements.

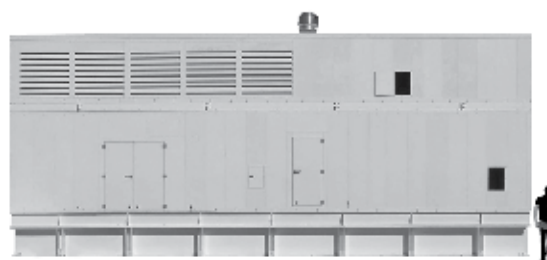
The EPA has classified over 70 area source categories – examples would be a stationary reciprocating internal combustion engine (RICE), or a boiler. Each of these categories has special NESHAP (National Emissions Standards for Hazardous Air Pollutants) requirements and an associated timeline.

While NESHAP can impact new and existing RICE, NSPS only applies to new installations. Like RICE NESHAP, NSPS typically specifies performance standards that are defined within the EPA “Tier” levels discussed later in this article.

For the Critical Power Engineer, RICE NESHAP and NSPS are typically not a major issue for new emergency diesel gensets > 500HP. Since 2008 all major manufacturers have produced engines that meet RICE NESHAP and NSPS requirements for new emergency diesel engines. To meet RICE NESHAP and NSPS requirements for new diesel emergency engines, the engine must be certified to at least Tier 3 or, if it is greater than 752HP, it must be certified to at least Tier 2. Most of the resulting obligations from RICE NESHAP apply to the facility operators not the Critical Power Engineer designing the facility. For example site operators should use Ultra Low Sulfur Diesel (ULSD) fuel. This is not a big constraint since ULSD has been in wide use since 2007. The facility operator must also record emergency operation with reference to a non-resettable hour meter and make this information available to the EPA if requested. There are other relatively straightforward record keeping and maintenance obligations for facility operators to maintain compliance with RICE NESHAP.



Our best work begins by thinking outside the box.



Our best ideas go inside.

At Robinson Custom Enclosures, our state of the art design begins by thinking outside the box. We custom design each enclosure package to meet the customer’s need in the most cost-effective way possible.

WHERE CUSTOM IS STANDARD

ROBINSON
CUSTOM ENCLOSURES

1740 Eisenhower Drive | P.O. Box 5905
De Pere, WI 54115-5905

920-490-3250 | Fax 920-617-3308 | www.robinsonenclosures.com

WE BUY GENERATORS

Free and fast valuations!

Immediate payment. Nationwide. Just send us a picture with kW rating (*over 200 kW*), voltage, engine mfg., and hours of operation—we'll send you a cash offer in 24 hours.



We also buy surplus gas compressors, cylinders, engines, gas turbines.

POWER & COMPRESSION SALES | MARK: 925-935-5700 | powcom@comcast.net

**SAFE, PORTABLE GENERATOR
CONNECTION PANEL PROVIDING
UNINTERRUPTED POWER**



Quick Connection Panel

TRANSFER SWITCHES | SWITCHGEAR | LOADBANKS | CONTROLLERS

REGAL

www.thomsonps.com

Thomson Power Systems
Quality • Reliability • Commitment

3.3 EPA Regulatory Framework Tier 2,3,4

There has been a lot of press coverage on Tier 4 and its subsets Tier 4i (interim) and Tier 4f (final). The Tier 4 standards have had a huge impact on engine manufacturers because significant emissions reductions have been required to meet these standards. It is not uncommon for a large T4 stationary engine to cost 40% more than a similar power Tier 2 or Tier 3 engine because of the extensive emissions after-treatment equipment that may be required. In addition large stationary T4 gensets often require significantly more space allocation than Tier 2 or Tier 3 units.

The concept of EPA “Tiers” started in the early 1990s. Until recently, the level for new stationary non-emergency diesel engines exceeding 560HP was Tier 4 interim (T4i). As of January 2015 Tier final (T4f) has been in place for large stationary gensets. Under Tier 4 a large engine is considered to be one that exceeds 752 HP whereas under RICE NESHAP it is 500 HP. In general, EPA T4 standards target on-highway, off-road mobile sources and stationary non-emergency engine driven generators. EPA T4 is not required for emergency gensets, but some engine vendors are advocating use of T4 engines to ensure there are no operating restrictions beyond the current 100-hour maintenance and testing limit currently in place. If a new engine is not T4, it must have a permanent label indicating that it is for emergency use only. It is important to note that, in addition to significant extra cost and space requirements, there can be some significant disadvantages to using T4 certified engines for emergency applications. For example under current EPA rules a certified T4 emergency engine used in a data center must shutdown if the urea (also known as Diesel Exhaust Fluid or DEF) is unavailable. This is not a desirable situation for an emergency generator running during a long utility outage.

3.4 Summary of EPA Regulatory Framework

As mentioned previously, this article looks mainly at large diesel engines used in emergency standby application. Figure 3 shows the EPA regulatory impacts for this type of application. If the critical power facility is large (i.e. has engines that exceed 500 HP), is located in a non-attainment area and does full load testing it may require some form of NOx (NO2) mitigation.

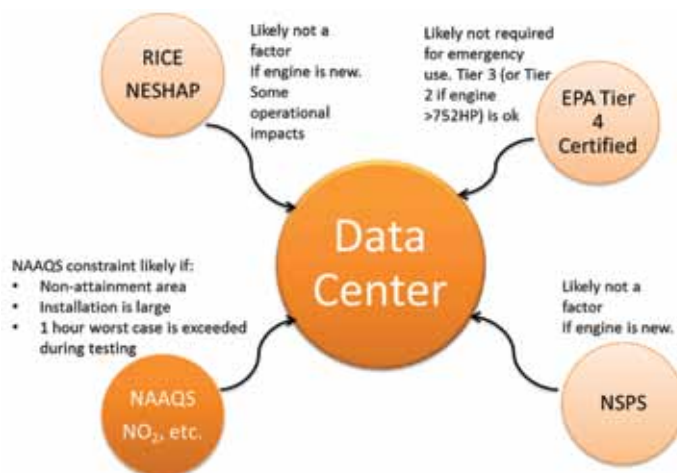


Figure 3: Possible EPA Impacts for Diesel Engines Used for Emergency Standby

A summary Table of EPA Regulations associated with large stationary Diesel engines used in emergency applications is shown in Table 1.

LAW - provides the authority for the EPA to write regulations	Clean Air Act (Congress)			
	REGULATIONS - explain the implementation details	NAAQS	NSPS	RICE NESHAP
Explanation	National Ambient Air Quality Standards	New Source Performance Standards	Reciprocating Internal Combustion Engine National Emissions Standards for Hazardous Air Pollutants	Emissions Standards for Engines (including Stationary)
Regulatory Reference for Diesel Stationary Engines	40 CFR Part 50	40 CFR Part 60 part IIII (for Diesel Engines)	40 CFR Part 63 subpart ZZZZ	40 CFR part 1039, 1065, 1068 for Tier 4 and 40 CFR part 89 for Tier 3
Overview	Specifies the allowable limits for "criteria" pollutants in EPA defined geographic "areas"	Applies to new stationary engines	Applies to existing AND new stationary engines	Applies to new engines used in mobile and stationary applications
Latest Amendments	Depends on which criteria pollutant is being considered	Tier 3 has been in effect since 2008 and Tier 2 (applies to larger engines) since 2005	March 2010 with amendments in January 2013	Tier 3 has been in effect since 2008 and Tier 2 (applies to larger engines) since 2005
Implication for Diesel Emergency Engines > 500 HP where there is no intent for revenue generation	If large multi-engine installation in a "non-attainment area" and 1 hr test to be conducted at full load may require SCR for NOx reduction to gain air permit	Tier 3 or Tier 2 for HP > 752	No requirements for major sources but best to comply with diesel engine NSPS. Operator may be required to follow certain requirements for fuel use, maintenance and reporting	Tier 3 or Tier 2 for HP > 752. Must be marked "For emergency use"

Table 1: Summary of EPA Regulations for Large Stationary Diesel Engines Used in Emergency Applications

4.0 Technology to Deal With Air Emissions from Diesel Engines

For large stationary diesel engines up to, and including Tier 3, engine manufacturers have adopted many innovative technologies that typically focus on in-cylinder optimizations. Looking beyond Tier 3, much of the focus has been on exhaust after-treatment technologies. For diesel engines the most common after-treatment emission control technologies are:

- Oxidation catalyst to deal with CO and unburned Hydrocarbons
- Diesel particulate filter to meet Particulate Matter (PM) requirements
- Selective Catalytic Reduction (SCR) to meet NOx requirements

As mentioned previously, often NOx (NO2) becomes the constraining pollutant from a NAAQS standpoint. All diesel engines will also require some level of exhaust silencing. As a result a common configuration for large critical power facilities in non-attainment areas is to use Tier 2 (for engines > 752 HP) and Tier 3 (for engines < 752 HP) with SCR and silencing.

4.1 Oxidation Catalysts and Particulate Filters

For diesel engines, oxidation catalysts are often combined with particulate filters. This can be done by applying the catalysts (which are usually Platinum Group Metals) to a particulate filter. Another common approach is to have separate oxidation catalysts upstream of the particulate filters. The oxidation catalyst creates heat (by oxidizing unburned hydrocarbons) and shifts nitrogen oxide creating a favorable environment for the particulate filters to regenerate.

4.2 Selective Catalytic Reduction (SCR)

The SCR works by injecting a reductant (usually 32.5% concentration urea also known as diesel exhaust fluid or DEF) into the exhaust stream. The Urea is converted into ammonia (NH3) in the hot exhaust stream. The NH3 combines, in the presence of a catalyst, with the NOx in the exhaust to produce harmless water vapor (H2O) and Nitrogen (N2). Many SCR systems can achieve NOx reductions of 95% or higher. Some exhaust after-treatment vendors offer multi-function systems that combine SCR, silencing and slots that can be filled, if required, with oxidation catalysts and particulate filters. This gives the Critical Power Engineer a lot of flexibility – allowing him to add catalysts and filters late in the project cycle without impacting the size of the emissions unit and the surrounding piping should it be required for the air permit. Figure 5 shows an SCR system, which combines silencing and other emissions functions in a single cube mounted on an enclosure housing a large standby diesel genset.



Figure 4: Example of Selective Catalytic Reduction System with Integral Silencing

5.0 Challenges faced by the Critical Power Engineer

The Critical Power Engineer is faced with significant air compliance challenges due to the regulatory environment. These challenges are compounded if the site location is not fully finalized when the initial design is done. A change in air shed location could have a significant change in the results of the AERMOD simulation. A change in emissions mitigation requirements could then have a significant impact on the physical space required for the various after-treatment devices.

Until recently after-treatment was done using separate devices for each emissions function. For example Figure 6 shows a separate silencer and SCR system in the exhaust stream of a large generator used in a Data Center. As can be seen in Figure 6, the physical space required for the devices and the complex piping and expansion joints required between them makes for a large and overly complex system.

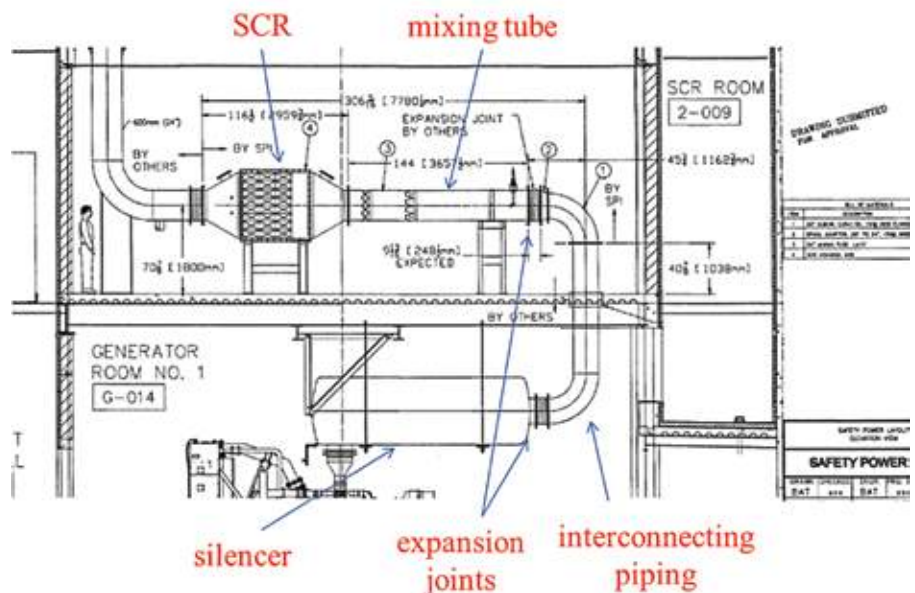


Figure 5: Separate SCR and Silencer in a Data Center - Traditional Approach

Some vendors are offering exhaust after-treatment systems that combine all required functions in a single “cube”. These multi-function systems can contain any combination of SCR, silencing, oxidation catalyst and particulate filters in the same cube. This makes installation much easier and allows the Critical Power Engineer to design a system which meets the regulatory requirements of any air shed in the U.S. or globally. The cube is typically installed above the engine. As a result it does not take up much more space than a conventional silencer. Figure 6 shows the same installation using the “cube” architecture. Note the significant space savings and reduction in requirements for interconnecting piping. This approach is also ideal for container mounted gensets because it can be placed on the roof of the container as shown in Figure 4. The equipment is much smaller than the combination of components shown in Figure 5. Reduced size also results in lower equipment costs, because the cost of the stainless steel reactor housing and the amount of internal catalyst required is much lower.



Figure 7: Example of a Multi-Function Exhaust System in a Single cube

6.0 Summary

The regulatory requirements for obtaining an air permit for large-scale critical power facilities using stationary diesel engines are continuing to become more complex. It is important for Critical Power Engineers to understand the overall regulatory framework and build enough flexibility into their design to ensure that the requirements for an air permit can be met. ■

About the Author

Bob Stelzer is the Chief Technical Officer for Safety Power Inc. He is responsible for the engineering team that developed Safety Power's ecoCUBE® family of products.

This product family has been configured for over 50 different engine types from most of the world's major engine manufacturers.

Bob is a mechanical engineer with a Master's degree in engineering. He can be reached at bob.stelzer@safetypower.ca. Safety Power Inc. has offices in the USA and Canada.

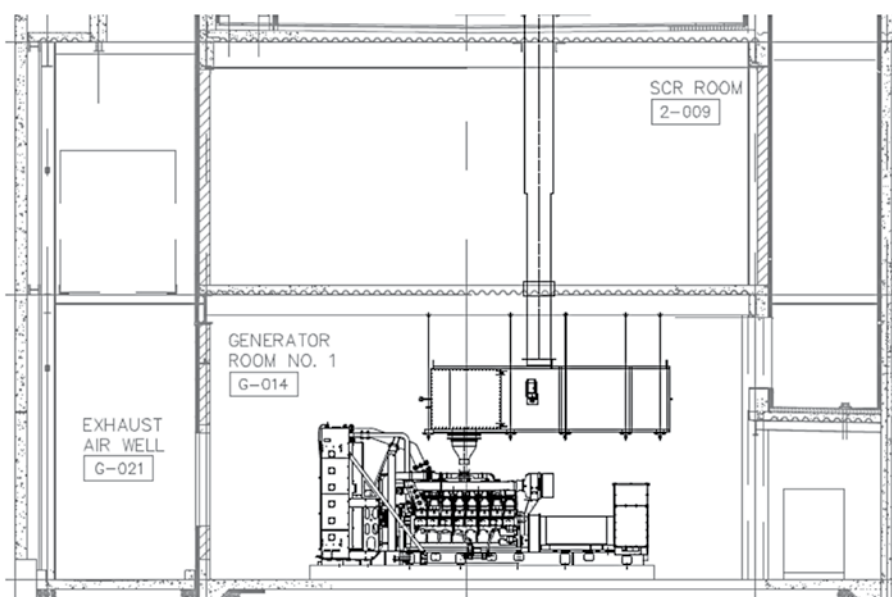


Figure 6: Combined SCR and Silencer in a Data Center
- ecoCUBE® approach

Figure 7 shows how the individual exhaust after-treatment components are incorporated into the ecoCUBE®. To mitigate risk, some projects have initially purchased the ecoCUBE® without the internal SCR catalyst. This makes it easy to do a subsequent field upgrade, should there be a late change in the air permit by the approval authority. In this case the SCR catalyst is easily added to the existing installation in the field.

EGSA

Time Capsule Interview Series



1965

2015



Steve Stoyanac

- Chillicothe Metal Co., Inc.

EGSA President in 2004 - Active Member 1991 - Present

Twenty Four Years and Counting, Steve Stoyanac Discusses His Favorite EGSA Rivalries and Why He Was Destined for a Long and Fruitful Career in Power Generation.

“I remember like it was yesterday how badly I wanted to be a police officer. I had my fair share of brushes with the law in high school and I think I just wanted to jump to the other side of that fence for a while and enforce a few of those laws that I may, or may not, have broken back when I was young.



I worked at a few other jobs along the way to get to this point, but I was determined to go back to school and be a cop! I ended up with an Associate's degree in Applied Sciences for Law Enforcement in 1975, just 2 years out of high school.

It was about this same time I realized that I was also not the kind of person who would enjoy wrestling with drug addicts & alcoholics or responding to domestic violence calls in the middle of the night. Handing out traffic tickets and ruining people's day didn't seem all that appealing either. So, my 2 years studying law enforcement allowed me to learn first hand that this was not the career path for me (although I really did enjoy the physical training and shooting that gun!).

Fast forward to me at 25 (years of age)...it is 1980, and I am married by this time to my lovely wife of 34 years, Barb Stoyanac, and I decide that I am going back to school again. This time, for computer science! I really was attracted to computer science in the early 80s, so I set out to achieve another AA, this one in Computer Sciences.

Upon graduation, I learned something about myself. I am not the kind of a person to pound out source code for 8-10 hours a day...I loved the systems analysis, which is basically problem-solving, but to create, compile and maintain code??? I thought, 'I am way too much of an extrovert to sit behind a desk and do this for the next 30 years! I mean, here I am with two AA degrees in very specific fields that I now have zero interest in,' Steve Stoyanac recalls in his own unique way. This guy has a knack for telling a good story, after all!

He continues, "I remember thinking, I have no idea what I want to do for the rest of my life, so I decided to get a 4-year degree...in Business Management from Whitworth University...that would allow me to go in a lot of different directions, which suits my personality really well."

"Point being...98% of the people in the On-Site Power Industry got here when they least expected it and without a lot of planning. Unlike becoming a doctor or a lawyer, where you prepare and then you make a plan, and then one day, after you have 'worked the plan' you become an MD or an attorney....for me, I landed in power gen because I found my passion in

both mechanical and electrical engineering, solving problems, and helping people. This industry was made for that diverse skill set," reports Steve Stoyanac, of Chillicothe Metal.

So, my first job within the industry was with Cummins Northwest. It was during this time that Cummins Engine Co. acquired Onan, sometime around 1987-88. I was in sales and we sold engines into every industry you can think of including on-highway, mining, agriculture, power gen, logging and even some marine. When Cummins bought Onan, it gave us a standard line of high quality and well-branded generator sets.

Up until this point, I knew some about power-generation, but all of the sudden, they ramped up the company-wide training on the Onan line. I took advantage of the opportunity and learned everything that I could. I was with Cummins Northwest until 1991, and that's how I embarked on a career in power generation and have never looked back."

And with that, our interview begins...

What was your first impression of EGSA?

Steve Stoyanac: "Well, as I remember, after having worked for Cummins Northwest, for 13 years, I decided to make a change and accepted a position as OEM Sales Manager with Hotstart Mfg. in 1991. There was a guy named Ab Borden, who worked for Hotstart, and he got the ball rolling for me to join them as their OEM Sales Manager.

My responsibilities included sales to all OEM accounts such as Caterpillar, Kohler, Generac, Cummins/Onan and many others. My job was to sell engine heaters, and in order to do that, you spend a considerable portion of your time with application engineering groups to define product needs and aide in the design of the installation. The job required much more than a catalog. I ended up helping many engineers and project managers integrate our product into very specific applications.

It was while at Hotstart that I was introduced to EGSA and was encouraged by my boss, Jack Schratz, to get involved. One of the first conventions that I attended was in Ft. Lauderdale, FL. It was a spring convention. I remember checking into the hotel and walking to the beach. It was a beautiful day with lots of sunshine. I had never experienced a Florida beach before, let alone during 'Spring Break.'

To this day, I remember looking around and pinching myself, because I couldn't believe I was getting paid for this! After an hour or so, I noticed there was an ocean out there too (wink wink).

Anyway...my first impression was obviously very good. The convention was a great first experience, and I met many people that extended a very warm welcome to me. I also learned a lot about EGSA, but what I really took away from that first event was that the networking and learning opportunities for our industry are endless in this organization.

Every aspect of on-site power generation is represented by professional, friendly people that want nothing more than to help individuals and the entire industry. With Hotstart's support and encouragement, I

Steve Stoyanac – Chillicothe Metal Co., Inc.

was introduced to the gold mine that would help me succeed in my new job there. I know everyone says this, but it really does 'seem like it was yesterday.' To this day I'm thankful for Hotstart's support because without it, I would not have become involved. Hotstart to this day continues to be a strong supporter of EGSA.



Where would you like to see EGSA headed in the next 50 years?

Steve Stoyanac: "First, let's recognize and acknowledge where EGSA has come from and what EGSA has accomplished. The value provided to the on-site power industry by the Association has continuously increased over time. EGSA is a very well-structured and managed organization that focuses on continuous improvement. It takes many committed, active members and a management team to make this happen."

Magellan Management, with whom we contract to oversee the day to day operations of our Association has been guiding our ship for well over two decades now. Our growth has been continuous and we now boast over 800 member companies.

With the large, growing, and diverse membership we enjoy today, coupled with very experienced management; EGSA is well poised for growth. as EGSA grows, more can be done to strengthen our industry.

Moving forward into the next 50 years? That's a long time and I'll be 109 years old, so let me focus on the next 10. I see our membership around the 1,500 range. I see the potential of focusing on individual industries within the on-site power generation industry.

For example; I would like to see EGSA develop focus groups that could include data center, health care, residential, co-gen, etc...If EGSA brought together Specifying Engineers, Manufacturers, Distributors/Dealers, and even owners involved with each focus group, think of what could be learned and improved upon?

Education is also an area of opportunity for EGSA. On-line educational offerings can reach so many people in our industry that we may not be able to reach today. EGSA is big and bold and not afraid to try new things. The next 10 years are going to be exciting. Everything is in place. EGSA's current Board of Directors inclusive of the Executive Committee are so strong and experienced, I look for great things to take place in the next 10 years."

What do you enjoy the MOST about being a Member of EGSA?

Steve Stoyanac: "The ability to collaborate with others that are all focused on the goal of improving our industry really excites me, it always has. I really think our current administration and the United States Congress could learn a lot from how EGSA functions. EGSA is not at all about personal gain, as is the case in political or other organizations. EGSA is about something much bigger than that. Individuals don't work to create a personal legacy; EGSA Presidents serve a one year term. That's it. Talk about term limits!



Left: Climb every mountain! Stoyanac takes in the views near his home on Priest Lake, ID.

Center: Steve & his wife, Barb enjoy EGSA events together.

Right: Showing his 'trash talking' prowess, Steve enjoys networking with industry associates (L to R: Marty Morrell, Steve, Dave Zenthoelfer and Leo LeBlanc).

EGSA is dynamic, fluid and constantly on the move. Being in an EGSA leadership position is about serving others. It is about empowering others and bringing out the best in them. EGSA allows individual Members to grow personally and professionally, but as a Member, you cannot remain static if you want to maximize the benefits of your Membership. You will get out of EGSA exactly what you put into it.

I had mentors at EGSA like Ken Niekamp, Ron Seftik, Don Becker, John Winbery, Don Panetta, Jack Rogers, Leo LeBlanc, Herb Whittall, Warner Bauer, Paul Dolinar, Herb Daugherty and many others that have been so supportive and encouraging to me. My wife Barbara and I have met many wonderful friends through EGSA and when my career is over, those friendships will all remain. I've enjoyed many benefits through my involvement in EGSA but those friendships mean more than anything to us."

Did you ever aspire to be in a leadership position within EGSA and if so, what role and why... or if not, can you share the reason why?

Steve Stoyanac: "Well; not at first, but at a later point (once I understood what EGSA is all about) I started to get excited about serving in a leadership capacity. The entry point for me was serving on various committees. I got involved immediately during my first convention. I started with the Marketing Trends Committee, and later the International Trade Committee, so I quickly became comfortable and familiar with how these groups function.

These EGSA Committees were so well organized and everyone participating was so focused on the mission of the committee(s). Plus, committee involvement was a lot of fun and I met a lot of new friends. I got over the intimidation factor very quickly.

Then, one day many moons ago, I received a phone call from John Winbery. John may have been President of EGSA at the time but if not, he was serving in some capacity on the Executive Committee. Anyway, John said they needed someone to Chair the Membership Committee and he felt I was a good candidate for the job. That phone call from John gave me the confidence to "go for it."

I also had ongoing support and encouragement from Ken Niekamp of Chillicothe Metal Company. To know that industry leaders like Ken and John had confidence in me was very motivating. Of course, the rest is now history, but I learned personally from John's phone call and Ken's support and friendship on how much empowering and encouraging other EGSA members means to the Association and our industry.

Of our 800+ 'company' memberships, how many future leaders are 'sitting on the fence' out there? I'm happy to say the leadership EGSA has in place today does an awesome job of empowering others to step up and assume leadership roles. There are many leadership opportunities today within EGSA, just waiting for members to step up and grab them."

Any great rivalries or fun stories to share...any fun antics, tricks played, general good fun to report?

Steve Stoyanac: "Oh yes! The rivalry continues to this day! I'm a college graduate with no outstanding warrants for my arrest, so I'm allowed to be part of the golf group. A number of high school drop-outs formed a tennis group within EGSA years ago. I'm pretty sure that tennis group was led by Arthur Coren, Herb Whittall and Leo LeBlanc, haha! We used to have a lot of fun slinging 'you know what' at each other, but then the tennis group eventually went out of business, probably because Leo wised up, paid a large initiation fee to me and switched to golf.

I assume it was because the golfers are just so professional and well organized that it made it difficult, if not impossible, for the tennis group to compete. These days, we are dealing with people that fish. Yes; a fishing group if you can believe that? I've heard the anglers are on the verge of collapse, however. That's ok. Like I said earlier, EGSA is dynamic. Word on the street is that the fishing tournament participants may disband and form a quilting group. Not exactly sure when they are doing it, though? In case you are wondering, the answer is 'no', I would not pass on any opportunity to throw a jab into those who partake in the rival networking events other than golf."

If you could tell a prospective member one thing about your experience as a Member, what would you impart to them?

Steve Stoyanac: "First, the cost benefit analysis is quick to get through. If you and/or your company is involved in any aspect of the on-site power industry, there is no better investment than EGSA.

And, once you become a Member, you just have to get involved and become active. Be an extrovert. Reach out and meet people, find out who they work with and what they do. Build your contact list and network with as many people as you can. An individual or company will get out of EGSA what they put into it. The entire industry and all it offers is represented at every EGSA Conference (Yes, we changed the Convention to Conference, but the value continues to surpass each year).

These conferences provide the vehicle to reach out and take advantage of all of it. I attend every one of them and make it a point to write down the names of the people I want to meet and the things I want to learn prior to the event. That practice has served me well.

Being in the same building with over 300 industry professionals twice a year provides a lot of knowledge across all on-site power disciplines.

You just have to take advantage of that. There is no better opportunity to meet people and learn about the on-site power industry. Knowledge is strength for both your company and yourself. Get involved and make the most of it!"

Tell us about your hobbies outside of Power Generation, Steve?

Steve Stoyanac: "I like to golf. And after golf, I like to golf again. I also like to run. 5 years ago, I would have told you that I like to work in my yard, but that seems to be waning.

Barbara and I have a little cabin at a lake in North Idaho and it is here that we boat, swim, hike, snowmobile, snow shoe and relax with a good book. In our spare time, we hang out with our 3 grown children and 7 grandchildren."

Did you bring your spouse to EGSA events and if so, please share anything you might wish to about their experience or that subject in general?

Steve Stoyanac: "I have, and will continue, to bring Barbara to as many conferences as possible. She loves EGSA and all the friends she has met. Barb still works and that doesn't allow her to attend all of our events, but I'm able to get her to quite a few of them.

The spouses have their own little group that has become quite close. They all seem to have a lot of fun and they do an excellent job of welcoming others into their group to enjoy the fun things they do. It seems as though they are all rather experienced at shopping. I have noticed that since Ray Kacvinsky retired and is no longer active in EGSA, all the spouses really miss the shopping leadership tenacity of Mary Kacvinsky. So, a new opportunity opens for someone else. I just hope it's not Barb."

So what is Steve Stoyanac up to today? He is still a very active force within EGSA for 24 years and counting. He has stayed engaged and involved long after his presidency 10 years ago and he continues to move mountains in our Association. The most recent 'climb' has been being an instrumental guide in moving the 5th Edition of EGSA's On-Site Power: A Reference Book along with Michael Pope (Clariant Corp., EGSA Past President 2012). He is an EGSA Instructor teaching the "Noise Control" module in the Advanced EGSA School, active in the "Codes & Standards Surveillance Committee" and still enjoys networking during the EGSA golf outings.

Remember that mentorship Steve spoke of with regard to Ken Niekamp? In 2009, Steve joined Chillicothe Metal as their Sales and Marketing Manager. His responsibilities take him to Chillicothe Metal Company customers throughout the country where he does what he enjoys most: collaborating with customers and helping them be successful. Steve's motto for Chillicothe Metal Company is simple and straight forward; 'If we make sure our customers win, we win.'

Steve, we are looking forward to hosting you and Barb in Denver in September!! We better not see you signed up for the foodie tour (instead of your golf tournament!).

Greg Linton

– Kelly Generator & Equipment, Inc.

EGSA President in 2009 - Active Member 1999 - Present

Greg Linton Dives Deep About the On-Site Power Industry and What It Means to Him.

Fresh out of high school, Greg Linton went to work for Cummins South-eastern Power in their parts department. “At that point in On-Site Power history, Cummins still built their own generator sets, and did so until they purchased Onan in 1987. They asked me to make a career move to the Regional Distribution Center (RDC) in Tampa. The RDC was responsible for Marine, Portable and RV-type gensets. We handled distribution and covered repair warranties.



In 1998, I decided to join Dudley Hargrove and it was at his company that I got my first exposure to industrial gensets. I was 39 when I moved to Ocala, FL with two daughters, Kristin and Olivia, and two more on the way (Emily Grace and Ali).”

Greg is outnumbered in his home by females. Out of the entire family—including his dogs, horses, chickens, and rabbit—only Greg and Cadbury (the bunny rabbit) carry the Y chromosome. “That’s Mr. Cadbury to you,” he jokes.

“I recall that Dudley and I worked on a project that required approximately 125 40kW units. One Friday night, after we closed the order, Dudley walked by my desk and threw me a small envelope. It wasn’t even a Number 10 envelope; it was a small envelope. I knew it was commission time. I remember I opened the envelope and threw it back down because the dollar amount I had been hoping for was surpassed and Dudley had just handed me the commission of a lifetime in such a nonchalant, handwritten-check kind of way. Uneventful for him and yet life changing for me.”

“I was with Dudley for four years before I bought JRS Custom Fabrication and enjoyed ownership through 2014. The firm still exists today and is now operating as Fidelity Manufacturing. They are thriving and I have moved on,” he adds. Having worked in the field for 20 years, Greg still finds the power generation industry to be “very rewarding, an industry that is well hidden from the masses for some reason and is significantly larger than one might think. There is a tremendous variety within our industry: you can be technical or analytical; you can be sales or service; you can start in one arena then move to another, it’s just endless. The industry is wrought with opportunity—regardless of one’s background or aspirations. The single greatest attraction for me was and continues to be the relationship component within our industry. Once you are in, it is kind of a permanent deal.”

Who was the most influential person in EGSA when you became a Member? And how so?

Greg Linton: “The most influential person (in EGSA) when I joined as a New Member, was David Coren. He was young, professional, and an up-and-coming leader within EGSA. He was magnetic and yet he was approachable and humble.

A few years later, I was impacted (as were my colleagues in EGSA) by Gary Kidwell from ASCO. Gary is a gentleman whose presence commands respect. He was able to navigate organizational challenges and left behind a vision of what the Strategic Long Range Plan could mean for EGSA. His vision was centered on the betterment of the association and its members.

When I joined the Board of Directors and later served on the Executive Board, it became clear to me that the most influential person in EGSA was Jalane Kellough—Jalane, and of course, the EGSA staff. They perform the brunt of the work that gets done within the association and the level of expertise and commitment that they bring to any project allows for an ever-changing Executive Committee to flourish.”

How do you think new members can benefit most from their involvement in EGSA?

Greg Linton: “At each conference, members will find decision makers who have put aside their own agendas and assembled for the betterment of the industry. They take on leadership roles and provide mentoring to any who wish to grow within EGSA and the industry.

Involvement in EGSA provides access to a wealth of industry knowledge and exposure for your company as a legitimate industry participant. It also affords you the opportunity to influence the direction of Power Generation...and, if you so choose, you can collect a long list of contacts and lifelong friends in the process.”

If you could tell a prospective member one thing about your experience as a Member, what would you impart to them?

Greg Linton: “My greatest joy within EGSA is being part of and contributing to something bigger than myself. Service within the association has expanded my reach, my voice and had the potential to impact our entire industry. The travel is also rewarding; the relationships are a continual treasure.

Like all relationships in life, the reward is directly proportionate to the effort or the investment. Determine what you would like to receive from

your EGSA membership and then be willing to set yourself aside and invest in others, individually and corporately. A few years later you will be amazed at the progress you make within the industry, the respect you have garnered, and the latitude you have earned within On-Site Power.”



Do you recall a story that epitomizes EGSA colleagues working together for the good of the industry (not just themselves or the firms that they work for)?

Greg Linton: “There are a number of stories that come to mind that epitomize the relational power of EGSA members working together. The EGSA standard on silencers, developed by the Codes & Standards Surveillance Committee, is an excellent representation. Many silencer manufacturers and packagers worked meeting after meeting, collaborating over what ultimately became the final product. The process was several years in the making and not an easy task. In the end, each representative on the working group weighed in and no doubt, each representative sacrificed something they desired for the good of all.”



Did you ever aspire to be in a leadership position within EGSA? If so, what role and why?

Greg Linton: “From my first meeting, I was hooked on the Membership and the Dealer Distributor Committees. The Membership Committee was chaired by EGSA icon, Steve Stoyanac (Chillicothe Metal), which provided a great thrill for me. I was able to serve and talk with people within that group who were heavily influencing the Association.

I also remember Steve asking for my input during the first meeting I attended. It was really special, looking back on how thoughtful he was to engage me, even though I was certainly unknown to them all.

Ironically, a few years later, it was Steve who called me and asked if I would serve on the Executive Committee. Could there have been a connection to that early level of involvement and the opportunity to serve on the Executive Board?”



Top Left: Greg has always been engaged in the EGSA Membership Committee, here he was in Austin, TX 2012, during our Spring Convention introducing a membership role-playing exercise performed by EGSA colleagues, Charlie Habic and Lyndon Risser.

Top Right: Greg with fellow Past President, Ron Hartzel at the EGSA’s Fall Conference in Seattle, WA in 2013

Bottom: (L to R) Cindy Victoria, Steve Stoyanac and Greg Linton enjoy the First Timer/New Member Reception in Milwaukee, WI.

Is there anything else you would like to add, Greg?

Greg Linton: “I get a great deal out of serving, and so the honor I have personally received during my EGSA Membership is the honor to serve. The biggest thrill I got was, like I mentioned earlier, serving with our industry icons. There was a genuine shock that someone like me could serve all the way through the executive level. Here I was in 2005: I owned a company worth somewhere in the neighborhood of 7 million, but I got to have influence and interact in meaningful ways with billion dollar corporations. EGSA really leveled the playing field for me, because I got to be on equal footing.”

Greg and his wife, Stacy recently relocated from Central Florida to Southern Maryland to start a new chapter in Greg’s career with Kelly Generator and Equipment, Inc. They are using their free time to explore the richness of the area, from the American history everywhere and water all around, to an abundance of traffic that they are not so used to. “The diners and bars are filled with locals bemoaning how hot the summers are, and it makes me chuckle. Perspective, it’s all about perspective,” says the Florida native.

Ron Hartzel

- Eaton Corporation

EGSA President in 2010 - Active Member 1997 - Present

Ron Hartzel, Reflects on 18 years and Counting in EGSA.

Ron Hartzel began his career in power generation more than 30 years ago. While working for New England Electric in Westborough, MA, He attended Northeastern University and earned a MSEE degree in Electrical Power Engineering. Shortly after earning his degree, Ron left New England and moved to the Pittsburgh PA area, where he has worked for Eaton for over 19 years. Ron did leave Eaton for about 15 months to setup the Western PA operations for Kelly Generator and Equipment, Inc. of PA. He has since returned to Eaton.



Both Ron and his wife, Brenda, have actively attended EGSA events for many years. Ron has been a Member of EGSA since 1997. He has served EGSA in many meaningful ways, through his membership of almost 20 years.

Ron has chaired 2 EGSA Committees during his tenure; he was the Chair of the Codes & Standards Surveillance Committee from 2002 until 2008, and the Electronics Communications Committee from 2006 until 2010. He also served on the EGSA Board of Directors from 2003 until 2006 and then joined the Executive Board from 2007 until 2011, becoming EGSA President in 2010.

"I guess the responsibility that I am most proud of during my time with EGSA would have to be the association website. I had a lot of input during my Board term on the site and the search tools used online to find EGSA on the web, so that earned me the Chair of the Electronics Communications Committee. EGSA embarked on a total redesign of the website, which is what everyone recognizes as the EGSA website today. This redesign happened while I was the Chair of the Electronics Communications Committee," he confided.

The Hartzels have raised 4 children; Anita, Coleen, Matthew and Elizabeth. Over the last few years, Brenda earned a Master in Religious Education and works for Holy Sepulcher, as the Director of Faith Formation.

Here is how our interview proceeded from there...

Who was the most influential person in EGSA at the time when you were active? Why do you think this is true?

Ron Hartzel: "Initially, in the late 90's, it was Bruce Gonsholt for me. Bruce was the first Eaton employee to attend one of the first 2 EGSA meetings. Bruce had the vision on the value of EGSA and was able to clearly articulate what he thought the organization could be with time. He stepped up more than once to defend the significance of our trade association during internal discussions. He was passionate about it and that rubbed off on me, I believe."

What was your first impression of EGSA?

Ron Hartzel: "Wow, keep in mind that I joined the Association back in 1997. As with any group, attention ebbs and flows....At that time, I recall having the impression that it was an 'old boys club' and it was a chance for them to get together twice a year. One thing that struck me was that attendance at our Committee Meetings was very low. Only about 1/4 of the attendees attended the meetings.

I can remember at the Codes & Standards Committee meeting only having 5 people each time and only 3 regulars; Steve Wetter, who was the Chair (CAT), Larry Bey of Cummins and myself. The meetings were over in about 30 minutes and then we could go attend one of the standards writing committees, which may have been attended by 10 people with 5 of them constantly changing between meetings. Of course, that ramped up again over time and now, the Codes & Standards Surveillance Committee gets more than 100 attendees on average."

Where would you like to see EGSA headed in the next 50 years?

Ron Hartzel: "I would like to see EGSA continue to evolve, to continue to strive to be the world class organization that the standby industry depends on for trends, training and possibly market share numbers. The tracking of market share may be better served by NEMA, since they already perform this service for many other electrical products now.

I would like to see our EGSA training programs expanded to include web-based courses covering a broad range of industry related subjects. First, these courses should be designed to educate the general public on standby generation (free courses that educate and direct customer demand to EGSA Members, i.e. need for EGSA Certified Techs). Secondly, the paid courses should help educate the employees and potential employees on how to be successful in positions within the Industry. For example, if a salesman in an unrelated industry wished to explore positions within the Generator Dealer community, they could take a couple of courses to determine if it is a fit for them.



Left: Ron and his wife, Brenda receive EGSA's Presidential portrait in Spring, 2011.

Middle: Ron was EGSA President in 2010. He is EGSA's 45th President.

Right: Some of the members of the Hartzel family at EGSA's 45th Spring

Conference in St. Petersburg, FL (pictured l to r: Ron's son Matthew, wife Brenda, Ron and youngest daughter, Elizabeth)

Additional courses that I'd put on my 'wish list' would be developed for dispatch, parts inventory management, rental inventory management, service truck fleet management, etc. Maybe some more advanced versions of these courses will require instructor lead courses.

Finally, in order to stay relevant to the Industry, EGSA must focus on the helping Members influence standards both nationally and locally. I also think that EGSA should develop ways to influence IAEI and other government organizations on proper installation of powergen equipment."

How do you think new members can benefit most from their involvement in EGSA?

Ron Hartzel: "The key for new members and first timers is getting involved. As soon as one joins the organization, they should be urged to select a Committee that piques their interest, take an active role and volunteer for assignments and most importantly, participate.

Later, if a chance for a leadership role presents itself, stand up for the challenge. This experience in our industry is invaluable. EGSA can only be as strong as its Members."

Do you recall a story that epitomizes EGSA colleagues working together for the good of the industry (not just themselves or the firms that they work for)?

Ron Hartzel: "Absolutely, in 2007 Gary Kidwell of ASCO (also Past President of EGSA twice) and I were talking about the future of EGSA during a social event at one of the Executive Board meetings. We both felt we had a vested interest in the future of EGSA and determined that we needed to revisit the strategic planning efforts of the past, to ensure the success of the organization.

At the next Board meeting, Gary tapped Deb Laurents (Cummins Power Generation) to Chair the Strategic Long Range Planning Committee (SLRP) for EGSA. Several Members of the Board stepped up to champion the effort.

The SLRP Committee also included Joe Hafich (Emergency Systems Service Co.), Greg Linton (JRS Custom Fabrication), John Kelly Jr. (Kelly

Generators & Equipment, Inc.), Jalane Kellough (EGSA) and me. Each of us contributed to this effort over a 3-year period, meeting every 2 months to make decisions and create clear communication documents that could be rolled out to the Association. All of the Members of EGSA can see the benefits of this effort in the growing, vibrant and evolving organization that EGSA has become today."

Can you recall a story on any of our products (such as Powerline, the reference book, schools, etc.) that might be impactful for a younger reader today?

Ron Hartzel: "The reference book (*On-Site Power Generation: A Reference Book*) is one of the greatest assets that a young engineer can keep close at one's desk. It is extremely comprehensive for the industry and easier to read than ever before."

If you could tell a prospective member one thing about your experience as a Member, what would you impart to them?

Ron Hartzel: "The value of your membership in the organization will grow exponentially faster with the effort you expend in helping EGSA grow. If you don't plan on being an active member of the organization, then you are probably not going to see great value in the organization."

Did you ever aspire to be in a leadership position within EGSA and if so, what role and why....or if not, can you share the reason why?

Ron Hartzel: "I never aspired to be in a leadership position, but I have always believed in honoring God by sharing my talents with my family, friends, employers and associations that I have participated in over the years.

I began as a regular member of the Codes & Standards Committee

and at one of the meetings, the Chair was unable to attend and therefore, there wasn't anyone appointed to lead the meeting. The committee members present asked if anybody wanted to lead the meeting and after a long silence I volunteered to act as Chair. You need to remember that back in that day many of the committees only had one leadership position filled. So by default, I became Chair and Secretary all at once. Over the next few years, I worked to grow the meeting attendance and recruited a Co-Chair and Secretary. This led to many great leadership opportunities within EGSA and in the Industry. It also opened a few doors for me that were not previously open before."

Any great rivalries or fun stories to share?

Ron Hartzel: "I was always taught that if you are going to make fun of somebody that it should be yourself, that way you don't offend anybody else, so I think it is reflective of the integrity of the EGSA that this story has remained quiet over the years.

Here goes..when I was golfing in Vancouver, BC at the EGSA golf tournament, I made a crushing drive straight down the fairway and before it landed, a cart driven by Bob Hafich popped into the fairway that I was playing on. Bob's timing was impeccable! I yelled "fore," he ducked and turned lightening fast to align his cart with our part of the course...just in time for my ball to bounce off of his cart and give me another 75 yards of distance. While this wasn't the 'longest drive' hole, it did provide my team with an advantage and my drive was used for this hole by my foursome. Oh yeah, nobody was hurt in the episode."

Did you bring your spouse to EGSA events and if so, please share anything you might wish to about their experience or that subject in general?

Ron Hartzel: "When I was on the Executive Board, my children were old enough that Brenda could start attending the meetings. She really enjoyed coming to the events and socializing with the other wives. One excursion that she recalls fondly was when we were in Colorado Springs, CO.

We went up on the Pikes Peak Cog Railway with Herb and Nancy Whittall, Warner and Donna Bauer and several other couples. Afterwards we stopped in the town of Colorado Springs and just walked around to the various shops. She really enjoys the friends we have made within EGSA and we have both made great memories within the organization."

Maybe we will see Ron and Brenda in September when we visit downtown Denver to make new memories this September? Hope so!

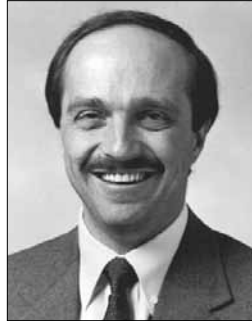
Ron Seftick

- Zenith Controls, EGSA Past President 1998

Active Member 1989 - 2007

EGSA Sits Down with Ron Seftick to Discuss His Role in EGSA History.

Ron Seftick is one of those “industry people” that has a real zest for On-Site Power, or any relation to the power generation industry. While Ron claims he was lucky enough to fall into our industry, it also appears that he has paid his dues!



Ron went to work for General Electric in New York City in the 70's, directly following college (economics major) at Washington & Jefferson College in Pennsylvania. He was offered a 'spot' in the GE Technical Marketing Program, which if you made the cut, at the culmination of the intense 2 year program, you spent a month at GE Management Institute in Crotonville, NY.

After a number of years driving sales in the NYC markets for GE, he was recruited by RTE-ASEA (ABB today) to drive transformer sales to the 3 largest investor owned utilities in the world all based in the NYC area. GE recruited Ron back in 83 running GE distribution business in the NYC area at GE Supply. “Fast forward a few years later, in the middle of a very large project for the NY City Transit Authority, a sales rep I was working with, who was also a rep for Zenith Controls, was in my office. I remember it like it was yesterday, when the rep received a call and then leaned over and asked me for my home phone number. That evening I received a call from Arthur Coren (EGSA Past President 1978-1979 and President of Zenith Controls) on an opportunity in Chicago with Zenith Controls.

After an initial interview in Chicago, Arthur asked me to return and wanted me to bring my wife this time. Arthur and Judy took Linda and myself to dinner and offered me the VP Sales and Marketing position at Zenith Controls. They also said that we weren't leaving that restaurant until we said yes. It was refreshing that they included my wife and also made her an integral part of EGSA over the years. I have never forgotten how special they made us feel and the rest, as they say is history!”

Ron and Linda have 2 children and 4 grandchildren (with another on the way in December). “My son lives outside of Baltimore and my daughter lives in Pittsburgh,” and both are successfully living their dream careers.

Ron has been in the Electrical Power Generation and Distribution business his whole career but his love is with the On-site power world. Other than a brief stint at Wagner as the President of their Industrial Powder Coating business (started on 9/11), this has been his home.

Following the on-site power career track, Ron went to American Power Conversion running their Large Power Systems business and then left to go to Trulite to drive on site power through new technologies in hydrogen fuel cells.

But it was his time at Zentih Controls under the mentorship of Arthur Coren and his fortuitous introduction to EGSA that started his love affair with the on site power generation world and the industry it represents.

And with that, our interview begins!

Who was the most influential person in EGSA at the time when you were active? Why do you think that is true?

Ron Seftick: “Hands down, Arthur Coren – Owner and President of Zenith. He was one of the founding Members of EGSA, very passionate about the organization and made me feel welcome on day one of the first meeting in Boston in 1987. He was an amazing person to work for and an inspiring mentor. And, even though a lot of different people at EGSA over the years have been memorable and special, Arthur will always be the one person who will always stand out.

EGSA should be proud of how Arthur, Judy and his family have played such a special role, to this day, through the David I. Coren Scholarship. He is one of the most spectacular people I have ever met and had the pleasure to be associated with, and I can't thank him enough for his leadership and introduction to EGSA. Nothing has come close since.”

What was your first impression of EGSA?

Ron Seftick: “The one thing that impressed me the most on my first EGSA Convention was the diversity, cooperation and synergies evident between large corporations and small businesses, as well as the engagement of manufacturers, dealers, manufacturers' reps, industry media, etc. But the thing that impressed me most was how everyone treated each other like family. There was a level of comfort amongst the Members that I have never seen in any professional organization before or after.”

Where would you like to see EGSA headed in the next 50 years?

Ron Seftick: “I believe EGSA needs to stay the course, but I still would like to see a greater representation of other alternative power generation technologies within the Association.” Having been engaged with alternate power generation technologies the last few years, I believe that on-site power can take on many forms, including hydrogen.”

How do you think new members can benefit most from

Ron Seftick - Zenith Controls

their involvement in EGSA?

Ron Seftick: "First, they need to get engaged in all facets of the organization, especially on a Committee level and not just during the Conventions, if possible. Education and Standards are 2 key areas that they can continue to have a huge impact on the Industry and keep EGSA relevant. EGSA has done an exemplary job over the years of driving these 2 things and I hope that new members keep up this tradition."



Do you recall a story that epitomizes EGSA colleagues working together for the good of the industry (not just themselves or the firms that they work for)?

Ron Seftick: "It is hard to pick one story where everything that EGSA did was a cooperative effort for the good of the industry. However, I believe the Education and the Codes & Standards Committees exemplified groups that worked together to make EGSA relevant in our industry that has so many different (and sometimes competing) technologies. These groups kept the education, as well as the standards writing broad enough, so multiple technologies and member companies could be represented but with enough power to now have the EGSA standards being specified by engineers throughout the Industry.

This was not easy to do in an Industry where 2 and 4 cycle engine technologies existed, as just one example. But as I mentioned earlier, this is an organization that just 'works' despite its diversity and everyone is focused on doing things that benefit the industry. No personal agendas; just people who care doing things that benefit the industry - that's powerful.

What did you enjoy the MOST about being a Member of EGSA?

Ron Seftick: "Besides the interaction and sense of being part of a larger extended family, being an EGSA President and long standing Board Member were far and away the most rewarding experiences. My second choice would be the committee participation and the ability to chair some of them. Finally, would be the opportunity to speak in front of the membership numerous times at the various conferences. A big highlight of my tenure was the formation and assimilation of the Pennwell/ POW-



Top Left: (L to R) Ron, his grandson Jackson Ellis, wife Linda, and grandson Nathaniel George. Are Powerline readers sensing the patriotic naming theme?

Top Right: Ron and his better half.

Bottom Left: (L to R) Ron's wife Linda, granddaughter Holly, granddaughter Clara Grace and Ron

Bottom Right: Ron Seftick in 2015.



ER GEN International relationship that continues to this day. For those engaged in EGSA around that time, it was a pretty tumultuous time as the organization weathered some very difficult financial setbacks. The Board made a very positive management change that continues to this day. Being a part of that change will always be something special and memorable, especially as EGSA continues to grow and prosper."

If you could tell a prospective member one thing about your experience as a Member, what would you impart to them?

Ron Seftick: "Take advantage of the networking events and conferences. There is nothing greater than the interaction and cooperative benefits gained from these meetings. I would also say that the knowledge that you bring back to your individual organizations can be invaluable on a professional and personal level."

Tell us about your hobbies and interests outside the Power Generation Industry. They can be past hobbies or what you are up to at the moment!

Ron Seftick: "Getting my fuel cell company up and running has been my hobby and full time job for the last 7 years. I have always loved to travel, but a lot of that has been put on hold for the time being. When I do have free time, it is spend with my family (when they are in town) and golf at our club."

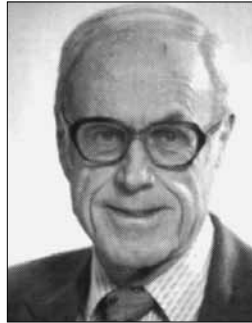
Gordon Johnson

- Kohler Power Systems,

EGSA Past President 1983-84, Active Member Early 1970s -1995

Posthumously, we pay tribute to EGSA's First Technical Director and Our 20th EGSA President

Anative of Petersburg, IN, Gordon Johnson was a 1939 graduate of Purdue University with an Electrical Engineering degree. Upon graduation, he then went to work for Kohler Power Systems, Division of Kohler Co., at the company headquarters, where he spent most of his career (47 years). During the last 15 of those years, Gordon served as the Director of Kohler's Generator Marketing and Sales Liaison, leading the product offerings and education of the design engineers throughout the world. Prior to that, he was Director of Design Engineering for 20 years. It was Gordon Johnson Sr. who greatly influenced the modern solid state electronic generator control and regulation designs, some of which are still current today.



During WWII, Gordon proudly served his country as a Merchant Marine. In addition to being a member of EGSA, as well as our 1983-84 EGSA Past President, Gordon was also a Life Member of the Institute of Electrical and Electronic Engineers (I.E.E.E.) and the Society of Automotive Engineers. He also held a number of patents in the area of electric generator controls, and was considered by most accounts to be a true genius in on-site power.

Gordon spent 25 years as EGSA's Technical Advisor upon retirement from Kohler. Some of his greatest accomplishments came at retirement! He became very active both as a consultant and member of the National Fire Prevention Association as well. "I remember a pre-

sentation he made for IEEE that stands out when I was a young man 15-20 years ago," recalls Lowell Johnson, his eldest son. "There had been a high rise 4-alarm fire in downtown Philadelphia, at Plaza One. The details have faded, but the most important 'take away' that I have was, that my dad's studies of fire causes were responsible for derailing the theory that generators were responsible for that fire! At 85, he presented his findings in a formal paper to IEEE."

Gordon had 2 sons, 5 daughters, 12 grandchildren and 10 great-grand children at the time of his passing 3 years ago on May 28, 2012 at 93 years young (what impressive longevity!). Lowell, the eldest, had the great fortune of working with Gordon for 25 years, who served as both his mentor and educator.

Gordon pursued several active hobbies in his 93 years. An interesting side note on Gordon and his hobbies - he was a member of the Lakeland Runners Club and participated in the Senior Olympics for several years, becoming a National Senior Gold Medalist. To date, he still holds several records in the National Senior Olympics. What makes that really interesting is that as a young man, he never did achieve any great athletic success, but at the age of 50, he found a passion for running when his youngest son, Gordon Jr., was running track in high school. "He turned his children into runners and we all ran with him at one time or another. On his 90th Birthday all of his children and several grandchildren ran a 5K race with him," his son Lowell advised during our conversation this month. "My dad was also an avid sports enthusiast, either attending or watching on television the Gator and/or Purdue games," Lowell added.



Left: Proof is in the Pudding! On July 25, 2008, Gordon's 90's birthday, he ran the Hollandfest Run in Cedar Grove, WI. What made that day special? From left to right: Jay Johnson and Paul Johnson (Gordon's grandsons), Alice Jordan (granddaughter), Jay Taylor (grandson) and in the rear of the shot clapping, his son-in-law, Alan Lawrence participating with him that day!

Above: As multiple EGSA Time Capsule interviews have revealed this year, Gordon made a memorable fall into a pool at one of our earlier conventions. Appropriate for the times, the word of mouth that emerged from the incident was 'how our buddy, Gordon Johnson took a dive for EGSA.' He must have been one who could also find humor, as you can see from this photo, where he was presented with a small token (a life preserver) to remember the incident on the following day.

Gordon Johnson

- Kohler Power Systems

For many of you who knew Gordon back in his hey-day, you will recall that he was preceded in death by his first wife, Frances Overstreet Johnson. Many of our members who knew Gordon and Frances have such nice recollections of how well he took care of her when her health was failing.

His second wife, Alice Woods-Johnson, who he married in 2001, was a college professor at the University of South Florida in Tampa and Gordon became her research assistant up until his ill health.

Since we are unfortunately unable to interview Gordon, EGSA reached out to his colleagues within our Association that still remember his contributions first-hand, as well as his two sons, Lowell Johnson and Gordon Johnson, Jr., who were also helpful in filling in the details about his personal life.

Here are a few things that EGSA found in our research and requests for comment:



"Gordon Johnson was a wonderful accomplished person, and we were all privileged to have known him and to have worked with him. Putting aside all that technical stuff... in the early years, we always found time to sneak off and find a tennis court. I enjoyed so much being able to work with him over the years."

Art Coren, Zenith Controls,
EGSA Past President 1978-79



"Gordon Johnson worked at Kohler and was our Manager of Engineering. During my time there, we worked together often, both at the office, and on the road. During many new product introductions, he accompanied the Area Sales Managers, including me, to meet with consulting engineers."

Later, when I joined the Board (EGSA), we had an opportunity to work together again. An 'engineer's engineer', he was apprehensive about EGSA writing specifications that might be considered proprietary. He always considered the end customer's point-of-view. When we had engineer fly-ins, he was usually the guy up front making the presentation. He was quite well known among consulting electrical engineers."

I remember a new product introduction at a hotel in Indianapolis back in the middle '70s. A few of us from Kohler were making final preparations before customers arrived and I apparently said something that Gordon didn't like, and he read me the riot act! Raised his voice and pointed his finger at me! I was hoping I had a job when I returned to Kohler. There probably aren't 10 other people on the planet who can say they were 'dressed down' by Gordon Johnson."

Always friendly and soft-spoken, he was a devoted husband, and could always be seen pushing Frances around in her wheelchair. He was a man of integrity, and honest to a fault. I admired and respected him very much."

Let me end with a GJS story. Back when Gordon was at Kohler, I was living in Chicago and went with a distributor salesman to try to get approval to submit a bid on a large project where we had not been named in the specification. The engineer sympathized with us, but said he was not familiar with Kohler Generators, but he thought one of his college classmates at Purdue worked for Kohler. Did I know Gordy Johnson? A long conversation ensued where I brought him up to speed on Gordon, mentioning that he was the engineer that designed the very product we were proposing. That's all it took. Shortly thereafter an addendum was issued including Kohler as a qualified bidder. Thank you, Gordy!"

Don Becker, Kohler Power Systems,
EGSA Past President 1999



"I worked a great deal with Gordon Johnson. When the EGSA schools first rolled out, each instructor had a set of lecture notes that were combined into a loose leaf binder, and given to each attendee as retention material."

One problem with this was that the handout changed, as the instructors changed. A number of the school sessions had multiple instructors, who rotated from one school session to another and the handout either changed, or did not closely match the lecture."

I can't recall who first suggested a standardized volume, probably Jim Wright's Education Committee, but it was universally accepted that Gordon would be the Editor.

Gordon wielded a razor sharp Editor's pen.... Rule #1 - No mention of the company who furnished the text or the illustrations within the text. Credit was given to all contributing authors and companies in an appendix at the end of what turned out to be our 1st Edition of EGSA's On-Site Power Reference Book: A Reference Book.

In the days with limited computer publishing, Gordon put the book together manually, with chapters spread out on a large table. In order to minimize publishing costs, the 1st Edition was a paperback, and when heavily used by technicians as a reference, the books fell apart. I believe it was Gordon who insisted to the EGSA Board of Directors to consider that subsequent editions be hard covered to make them more durable.

He was also involved with several of the committees and his expertise and advice was greatly appreciated. He was the Technical Committee's direct pipeline to the Board of Directors, which greatly improved communications."

Roman Gawlowski, Detroit Diesel,
EGSA Past President 1995



"Gordon was a mentor to many of the young EGSA Members, including myself when I first joined EGSA. He had a unique way of helping in solving difficult technical and management issues, by being very patient. He was very intelligent, very friendly, a devoted husband and published many interesting and valued technical articles in Powerline Magazine. It was no secret that he would run every morning when he was at our conventions. Going into that a little further, I would like to tell an interesting story about Gordon participating in the Senior State Championship held in The Villages, Florida several years ago. The best that I can remember is the local newspaper article stated that Gordon won at least two Gold Medals in his age group. Gordon, being the gentleman that he was, said there weren't many to compete within his age group. The article continued by saying that the final event was to be held on a Sunday, and because Gordon preferred not run competitively on Sundays, he walked away from the challenge. Gordon had his standards and he lived by them. We all sorely miss him at EGSA Conventions."

Glynn Burchette, Libby Corporation,
EGSA Past President 1993



"As Roman mentioned, Gordon was instrumental in all of our earlier technical endeavors, whether the first text book, the technical committee, standards writing, etc. Gordon also served on the NFPA committees, and ISO committees, representing EGSA.

Gordon was, of course, our first Technical Director, a Past President, and, deservedly, the namesake of our Lifetime Achievement Award....and then there was the time, at a poolside cocktail party, when Gordon backed into the pool. Don't ask me if he spilled his drink!

All in all, Gordon was a wonderful man, knowledgeable, cheerful, always helpful, and ready to give advice to a young, eager EGSA Member. That's what I remember most!"

Herb Daugherty, ASCO,
EGSA Past President 1992



Vantis Life Ensures Business Continuity and Customer Service.

Based in Windsor, CT, Vantis Life Insurance Company provides families with affordable life insurance and annuity products. The company has more than \$4.9 billion of life insurance in force, as well as \$674 million in annuities.

Vantis Life prides itself on providing simple, easy-to-afford products to hardworking American families, and supporting these products with attentive and personal customer service. But in 2011, an unusually early and heavy October snowstorm knocked out power in Windsor and surrounding areas for over a week, disrupting phone and online communications with its policy holders and more than 130 financial institutions throughout the United States. It was one of the worst outages in Connecticut's history.

Vantis Life, however, was able to remain open through the generosity of its business neighbor, LIMRA International, a research and consulting firm. They had had a Cummins backup power system installed by Tower Generator, the local Cummins dealer, just weeks before the storm hit. In the best spirit of neighborly support, LIMRA set up a temporary call center for Vantis



Installing the generator set.

Life so the insurance company could continue to provide service to its customers during the statewide power outage.

"We were pleased that we could help our neighbors during the natural catastrophe," said LIMRA CEO Bob Kerzner. "Our generator played an important role in keeping our own staff warm and safe, and allowed our organization to continue to provide valuable research and other services to our members throughout the world."

Insurance of a Different Kind

Thanks to LIMRA and the reliable performance of its standby generator system, Vantis Life realized the importance of having the

power to maintain uninterrupted business operations during an emergency. Having experienced firsthand how well the generator system worked, Vantis Life decided to install its own complete standby power system, relying on LIMRA's endorsement of both Tower Generator and Cummins Power Generation.

"We've talked about adding an emergency power system since we purchased the building six years ago," said Vantis Life

EVP and COO Scott Smith. “The recent storm convinced us it was time to incorporate this vital safety feature into our corporate disaster recovery plan.”

Identifying the Right System

The first step in identifying the right system was a meeting with the management of Vantis Life and Chris Atiyeh, president of Tower Generator. It was critical for the insurer to power its entire 55,000-square-foot building in order to maintain its call center and complete infrastructure. After reviewing the electrical service, it was agreed that the three 1000-amp services would need to be combined into one new 2000-amp service to meet their specific needs.

The Vantis Life engineer performed a sizing analysis and Cummins Power Systems, the local Cummins distributor, validated the results using Power Suite software. The recommendation was to install a 500 kW DFEK diesel-fueled generator set, the same model installed next door at LIMRA. Integration of a Cummins OTPC automatic transfer switch capable of reliably handling the 2000-amp load of the Vantis Life building was chosen for its communications features. Since space was limited in the electrical room, the new service would be relocated outside adjacent to the new generator.

Installation Integration

Combining the three electrical services into one proved to be an electrical integration challenge. Installing this new electrical switchgear required all electrical power to the building to be completely turned off by the utility. Removal of existing power feeders, rerouting of the building’s utility conduits, and reinstalling new power feeders would be required — all without disrupting the company’s regular workflow.

By performing an over-the-weekend shutdown, the Tower Generator team met the challenge by working six-man crews over a 30-hour period. Using its own Cummins rental generator, they provided the power needed for Vantis Life’s key system to stay up and running for the duration of the shutdown. Extensive planning enabled the team to have power restored 12 hours ahead of schedule.

The result was a seamless integration, so when Monday morning arrived, it was business as usual at Vantis Life.



The work does not stop at sundown.



Building the pad.

Quality Control From Start to Finish

Tower Generator provides its customers with a complete turnkey installation. Its site work division handles excavation, concrete pad construction, rigging, and delivery of equipment. Its electrical division handles the complete electrical installation as well as coordination with the local utility and relevant government entities for all necessary permits. Its service technicians handle the system commissioning to ensure reliability when the generator goes online.

“We like to control all the aspects of a project,” said Chris Atiyeh, “to ensure better quality and responsiveness. There is a special esprit de corps that develops when everyone involved in a project is on the same team and is committed to the same goal. That also allows us to provide a single point of contact for our customers. We always have their backs.”

Protection Before and After the Installation

Even before the installation process began, Vantis Life wanted assurance that Tower Generator could provide power on a temporary basis in case of an emergency. To meet this need, Tower Generator set up a contingency plan complete with a staff of technicians and electricians ready to power its call center with mobile rental generators within a four-hour window, if necessary.

As part of the installation, they connected the generator to the company’s security system, a safeguard to ensure reliability, and set it to run and exercise on a regular weekly basis. If for some reason that does not happen, the security system of the



Making the connections.

business is notified that a regularly scheduled event did not occur, and that this anomaly should be checked. This guarantees that the standby system will be available to do its job when the time comes. It is just one more way Tower Generator proactively looks out for its customers' backup power.

Power of Referral

Scott Smith, EVP and COO of Vantis Life, said, "Providing our customers with the high level of service they expect, and keeping our operations running smoothly, were the primary objectives in our installation of a generator. We chose Tower Generator and Cummins Power Generation because they specialize in standby generators and have a proven reputation for outstanding customer service. And, we also experienced first-hand how investing in your own power plant can dramatically affect the bottom line."

"We pride ourselves on careful, well-designed installations and comprehensive after-sale service," commented Chris Atiyeh. "The Vantis Life work grew out of a successful project for its corporate neighbor, and that is the best and most gratifying kind of advertising for us."

Time-lapse video

The project at Vantis Life took 27 days from ground-breaking to finish. The entire installation was captured in thousands of photographs that were incorporated into a time-lapse video.

Watch the entire project in just 3.5 minutes here:

<http://www.towergenerator.com/timelapse> ■

Photos and video credit: Colleen B. Reilly



phoenix products

Fuel Storage & Control Systems

- Free-standing Tanks, Sub-base Tanks and Daytanks
- UL 142 & UL 2085
 - Double-wall & Protected
- OSHPD Approved Day Tanks
 - OSP-0187-10

Generator Enclosures

- Aluminum, Stainless Steel or Galvanneal
 - High Velocity Hurricane Zone (HVHZ)
 - Miami Dade NOA #09-1216.04
 - AHCA Compliant
- ISO Containerized Units
- Florida Building Code #PDM825




phoenixproducts
Jacksonville, FL 32206 • Ph. 904-354-1858 • Fax 904-354-1858

phoenix.sales@phoenixprods.com • 904-354-1858 • 1727 Bennett Street, Jacksonville, FL 32206 • www.phoenixprods.com

Continued from page 8

We received just 9 applications for the grant this year. Frankly, we have not been able to find a way of reaching many retiring power generation technicians in the military. We have tried contacting the Military Times, Stars & Stripes, Wounded Warriors, as well as military personnel that have attended our conferences over the years and even several military bases. We would be very appreciative of any help that you might be able to provide to EGSA to spread the word to military generator technicians that are due to retire from the service soon. This is a great program, with worthy recipients, but it is proving difficult to get any momentum.

EGSA Technician Certification Program

The Technician Certification Program is back in full swing again and after a slow start we have added 174 new Apprentice and Journeyman Certified Technicians from January through May of 2015. The new Journeyman's test is more comprehensive than the previous version – rather like the 5th Edition of On-Site Power Generation! The passing grade has increased from 75% to 80% so you know these technicians are the best out there.

I write this at the halfway mark of 2015 and believe the education services that EGSA provides to its members, and the industry is on the right track but there is still much work to do. If you can contribute in any way, EGSA Staff looks forward to hearing from you! Drop us a line at *e-mail@EGSA.org* and in the subject line, list the topic that you think you could add value for the membership. ■



COMPREHENSIVE TESTING SERVICES

Enercon performs comprehensive testing on 100% of our custom engineered and manufactured controls and switchgear prior to shipment. In addition to offering customer witness testing, our factory test center enables us to perform a full range of other tests on all Enercon products, customer provided engines, and engine-generator sets. These tests can be conducted in our safe, environmentally controlled facility for their performance, fuel consumption, vibration and paralleling and system testing with switchgear.



CUSTOM SWITCHGEAR • CONTROL SYSTEMS • PACKAGING
POWER MODULES • ENCLOSURES • COGENERATION

1.800.218.8831 • WWW.ENERCON-ENG.COM



Don't Be Left In The Dark

- StormSwitch™ Manual Transfer Switch** - UL/cUL Listed up to 2000A
- TempTap™ Generator Docking Station** - UL & CSA Listed up to 1600A
- TripleSwitch™ 3-Way Manual Transfer Switch** - UL/cUL Listed up to 800A

ESL's UL 1008 Listed emergency power connection equipment is very cost-effective when comparing all the separate pieces of alternate solutions.

Contact ESL for a quote.



800.922.4188 - 951.739.7020
emergencypwr.com - info@eslpwr.com

2015 TOYA

While the EGSA Distributor/Dealer Committee (DD) extended the application deadline for the 2015 EGSA Technician of the Year Award (TOYA) by one week, we couldn't wait until the next issue of *Powerline Magazine* to share some of the positive comments made within the 2015 TOYA essays.

REASON: *We couldn't be more pleased at the nice things that were communicated about this year's round of prestigious EGSA Certified Technicians!*

Because the 2015 TOYA process isn't complete, we aren't sure that our winner's application is among these quotes. However, since the process will be over by the time this article lands on your desk, we hope you won't mind that you aren't getting the complete picture.

When you are reading the essay quotes below, remember that we have removed the proper names, brands, cities, states and other personal references from these next quotes that could potentially provide enough detail to expose the 'true identity' of the individual candidates. We also are not responsible for any mistakes within the quotes, as they were gleaned directly from the completed essays received to date (with a week more to go in collection).

Each of our 2015 jurors will be provided with all of the applications, essays and scoring grid that Staff has collected during the application period of June 15th through July 22nd.

EGSA would like to extend our thanks to our 2015 TOYA Sponsors. Without their generous monetary and in-kind support; EGSA would not be able to celebrate the 2015 winning technician in style!

This effort is a worthy one...to honor the singular generator technician worthy of being named the EGSA TOYA for 2015. The DD Leadership team of Lyndon Risser (DynaTechGenerators.com), Kurt Summers (Loadbanks of America), Chad Youkers (Sunbelt Transformer Ltd.) and Rick Morrison (Nixon Power Services Co.) need to be commended. We also thank our TOYA Working Group, led by Al Powers (Powers Generator Service, LCC) our panel of jurors and of course our EGSA Board of Directors!

Here are some excerpts from the 2015 TOYA Essays about our EGSA Certified Technicians:

Applicant 1: "He is an industry leader who is self-motivated and requires the least amount of supervision. His professionalism, integrity and communication skills make him the technician that customers trust and understand. His attention to detail and documentation make him the tech that every service department wishes they had and the one that all other technicians look up to. His success is the benchmark others strive to attain in their own careers. All of these personal qualities are second only to his technical ability."

Applicant 2: "Of all the technicians I have met, none are more willing to go where needed. He has traveled to {Country 1}, {Country 2} and many other places around the globe. No matter the conditions of the location he is asked to travel, he always returns with a positive story of the places he has been. He has assisted with disaster relief after several hurricanes, helping authorities get power back online. The hurricanes included X, Y, Z, R and T. During a dark time in our nation's history, Applicant Two traveled to {State} to assist with the aftermath of 9/11. There he assisted with the {Critical Mission Building} recovery efforts. Later, when there were no disasters requiring his assistance he traveled to {Country 1} to set up the {Brand Name} location and then to {Country 3} to get a cobia fish farm up and running. All in all, this technician travels anywhere he is needed."

Applicant 3: "In addition to a thirst for knowledge, Applicant Three has a diverse skill set where he is able to cope with pressure while responding to an emergency situation. In the industry, technical knowledge is respected and expected but the ability to think and act under pressure is what separates the elite technicians from the rest. Applicant Three has worked on a number of emergency situation projects including the failure of power at a 911 call center. When Applicant Three arrived at the scene, he found that the generator had failed to start. Working through the night, he systematically diagnosed a series of compound failure modes and restored the unit to full operating capacity. With his elite skill, ability and perseverance, Applicant Three was able to serve one of the biggest metropolises in the world and more importantly, repair the "lifeline" to many."

Applicant 4: "One of the larger projects we had Applicant Four manage in his first few years was the modification of a portable 400kW {Brand name} unit. The previous owner of this equipment had the unit built and it was inherently prone to overheating. When the owner grew frustrated, we bought the unit with the firm belief we had the right Technician to correct the issue. Our management team had a meeting on the issue and deter-

mined a corrective action for the problem. With very basic instructions, we tasked Applicant Four with the implementation of our plan - To remove a portion of the floor of the trailer and install a steel grate to increase air flow to the interior of the 28' semi-trailer. Applicant Four set off to work to correct the issue, but before he did, he investigated the issue on his own. He came back to us to interject that he felt the design of the trailer was allowing for re-circulation of the radiator discharge air and that was also adding to the issue. He also noted that although the turbo and exhaust was wrapped with insulation, the exhaust manifolds were not and that was also compounding the issue. We all agreed and Applicant Four again set out to work. He handled the vast majority of design, parts identification and requisition, installation and testing for this project. The implementation of those changes corrected the issue and that piece of equipment has now given us many years of trouble free operation.

I outline the example above for a very specific reason. The scope of this work was not overly complex or involved, but the handling of it by Applicant Four was indicative of his overall abilities and character. It is, in my opinion, an increasingly valuable quality for a Technician to be able to think and troubleshoot outside of their directive and communicate effectively with their team members. Applicant Four is always linear in his approach to an issue and it shows in the quality of his work."

Applicant 5: "While meeting all these work demands, Applicant Five, who believes in the concept of lifelong learning, took the time to become a certified technician at all levels, up to master level, for another major manufacturer. He also became a certified manufacturer's trainer. This opened up the door for training as a new revenue stream for his company and led to the expansion of his technical support team. Today Applicant Five leads a technical support team that provides on-call technical expertise 24/7 and 365 days a year and training.

Under Applicant Five's leadership, the technical support team now develops curriculum and provides training for technicians both in-house and out of the house for approximately 80 students annually. The average pass rate for certification following this training is 98%. His industry-wide acknowledged expertise is evident in the volume of technicians that attend his week-long programs and the fact that they travel as far away as the {Country One} and {State One} to attend these programs."

Applicant 6: "{Brand X} provides specialized gensets for the phone company, {XYZ}, throughout the entire {State} area. Because we do our own



commissioning and occasional trouble callouts, we needed a dependable representative in the {State} area. We teamed up with {EGSA Member} just for this purpose. We've been doing business together for approximately ten years. Right away they realized that our products were sophisticated and certainly not "off-the-shelf". Realizing this they assigned Applicant Six exclusively to work with us and service our sets. Applicant Six has shown superior expertise in the following areas:

12-wire Auto Transfer Logic. This is a 50 year old control scheme developed by {Brand Y} to where the normal power source is sensed by the genset (not the ATS). Upon an outage the logic control sequences thru starting and warming the genset and then provides a signal to the ATS (or switchgear lineup) to transfer to the genset (emergency source). Upon return of normal power the logic control signals the gear to transfer back to the normal source. You can certainly understand when this system isn't working properly, how difficult troubleshooting the problem could be. Applicant Six is an ace.

Fuel system problems including engine, day tank, and main tank systems. 90% of the time when an engine won't start it is fuel system related. Loss of prime, bad pump, who knows? Applicant Six knows how to figure it out.

I could go on and on but I think you already get the idea. The other thing I would like to mention is Applicant Six's tireless dedication to the customer. He'll dig in and work until the problem is resolved, always finding a way, and never with a complaint. He is pleasant, smart, and a pleasure to work with."

Applicant 8: "He has a deep commitment to our Company and our Customers. He understands the devastating factors that come with losing power, especially if you are without a working back-up generator. For example; he willingly but safely, put himself in harm's way when there was a 911 tower generator down. He was dropped off by helicopter, which landed in 10ft. of snow, on the top of the mountain to gain access to the genset. Knowing the importance of this unit, he didn't hesitate when asked to run this perilous troubleshoot call. To everyone's delight he was both willing and able, providing not only power but jubilation once Applicant Eight got the unit up and running."

Applicant 9: Applicant Nine is extraordinarily balanced in his care for our company and the customer. There are technicians that write up quotes for the customers and have so much empathy that the quotes present a compromise to the company's financial objectives. It is critical to this tech that both parties are fairly represented within the repair transaction. He certifies that the action plan he provides to the customer will also honor the profit requirements of the company. In addition he is unusually gifted in his ability to see the entire picture both in the immediate and the long run. To that end not only does he participate in the quote process he also drives the office to complete the action plan cycle with a timely follow up to be certain the quote has been provided, the customer has received the quote and the customer has a full understanding of the recommendation. With his focus he drives others in a support role to excel and to adopt a similar level of concern for the customer. Once customer approval is achieved he provides parts tracking allowing him to be the first in line to communicate with the office staff and the customer with a timely project completion in mind. It is apparent to all parties that the level of care he models goes well beyond the job requirements and the relative pay received for his work. Serving others within our industry is in his DNA."

Applicant 10: "This technician strives to go above and beyond his required services. When preparing for the task of repairing the generator system, he aims for the least amount of down time possible. He is always eager to advance his knowledge and skills concerning generators, engines, transfer switches and even fire pumps. This individual's tenacity to complete his factory online learning classes and continue to maintain his numerous certifications, including knowledge of other brands of generators, can be seen by not only those that work near him, but the customers that see him maybe twice a year.

Another innovative idea this technician suggested and it has been implemented throughout the company is the purchase of newly designed service utility vehicles. These trucks allow for technicians to access equipment, tools and supplies from the outside rather than having to get in and out of a van. This will elevate possible injuries due to excessive bending, stooping, and slipping. The suggestion for this upgrade by this technician

will, in the long run, make it safer, easier, and more productive for all technicians throughout the company."

Applicant 11: "I owe everything I have accomplished in my career to Applicant Eleven. Had he not taken the time to train me and mentor me during our first term together in {State}, I would not be where I am today. It's that simple.

I have now been in the Power Generation industry 32 years. I have never worked with a more professional, friendly, honest, and technically smart person than Applicant Eleven. He is the best. Every customer he works for loves him. He pours his heart and soul into every job he does. He has a huge passion for the Power Generation industry that I very rarely see. Technicians of this caliber do not come along every day. Applicant Eleven's coworkers love working with him everywhere he goes. He is always willing to answer a phone call from a fellow technician when they call him wanting to tap into his vast experience accumulated over a great career.

When he is not on the job, saving the world from one power outage at a time, Applicant Eleven is a loving husband and father of 4. He spent many years coaching youth Soccer, Basketball and Football so he could spend more time with his children. He is an avid outdoorsman, loves classic cars, riding dirt bikes, and spending time with his family. He is also one of the finest masters of the grill you will ever meet, as well as a US {Branch withheld} Veteran."

Applicant 12: "He coordinated the load banking job for a 1.5 Meg unit that surprisingly was 208 volts. First problem he had to address was our large load bank was not able to be used on the low voltage. Quickly, he jumped to the task to use multiple smaller units and to figure out how to connect the cables. "36 cables?" he coordinated this tedious task, he not only figured out the amperage and how to hook up to the bus gear, he left the customer with the set up for future load banks. After installing the load side of the breaker it gave the ability to lockout the breaker for future load banking connections. This coupling nut idea allowed all existing wiring to the building to stay intact in case of a power failure. This location is a phone hub for the {X region}, which meant that the job had to be completed between 12 a.m. and 6 a.m."

Thank You to Our Generous 2015 TOYA Sponsors



Additional Horsepower Sponsor - Power Telematics



Outstanding Solutions

Innovative information displays for Off-Highway applications.



MultiViu™ Flex

Easy-to-integrate CAN-based TFT Display (7" or 4") and Controller platform with options and models to suit your needs.



Centrobases 400

Centrobases instrument clusters provide an affordable, off-the-shelf CAN-based solution for integrated information display.



CANcockpit

A flexible, CAN-based system, processing data from analog and digital sensors and displaying via a master / satellite instrument architecture.



Viewline

Our most advanced and versatile analog instruments ever for power generation applications.

For more info, call 800-564-5066 or e-mail: salesupport-us@vdo.com

Join EGSA as POWER-GEN Int'l (PGI) Returns to Las Vegas this December. Our On-Site Power Pavilion is the Heart of the Biggest Power Event of 2015!

Each year, your Association purchases premium floor space in bulk from PGI show management and sells it to our Members! By purchasing the heart of the tradeshow floor, we bring our Members great value... a prominent and cohesive location...no one has to guess where the On-Site Power exhibitors are, because we are on the red carpet!

With the move back to Las Vegas for the first time in 4 years, the show is sure to attract attendees that may not have attended these last few years in Orlando. EGSA purchased additional space in order to accommodate that extra traffic volume. Buy your exhibit space from your Association! The cost per square foot is exactly the same.

We need your active participation. Reserve your space now to ensure the best available location in the On-Site Power Pavilion! If your company currently exhibits outside of the EGSA On-Site Power Pavilion, ask yourself why?

Secure your booth today by contacting Jalane Kellough (j.kellough@EGSA.org) or Liz Bustamante (l.bustamante@EGSA.org).

Is your company already exhibiting in the EGSA Pavilion?

Start making your booth arrangements today! The exhibitor manual is available from the PowerGen website. Please bookmark the exhibitor page at www.power-gen.com/exhibit.html. On that page you will find links to the exhibitor manual, booth staff registration, show regulations, and other important show information.

Visas for International Exhibitors:

If you have to apply for a visa to travel for the show, you can download a letter of invitation from the PowerGen website at www.power-gen.com/international-attendees.html (the link is on the bottom of the page). You should give yourself at least 90 days to get the process completed, please don't delay!

Planning to attend the EGSA Power Party?

Go ahead and save the date for Tuesday, December 8th! More details will be coming soon. We'll be in Vegas, after all! Tradeshow floor tip: Come by the EGSA booth before noon on opening day and pick up your party credentials, use that extra time networking instead of waiting in a line! ■

Update Your Company's Listing for the 2016 EGSA Buying Guide

EGSA is asking all primary contacts to update their company listing for the 2016 Annual Buying Guide and Member Services Directory. The Buying Guide is distributed to more than 30,000 Diesel Progress subscribers as well as at POWER-GEN International each year, so it is important that each listing be as accurate as possible.

If you are the primary contact for your company's membership with EGSA, you have been sent an email with instructions on how to update your company listing. Changes need to be made by September 4, 2015 to be included in the guide. Please contact Liz Bustamante (L.Bustamante@egsa.org) if you cannot locate your instructions. ■

Tucker Carlson Signed for the 2016 EGSA Spring Conference in San Antonio, March 20-22, 2016

Just one week after the national deadline for both primaries, Tucker Carlson will be gracing the EGSA General Session stage in San Antonio at our 51st Spring Conference he will share his insight into the 2016 Presidential Election. This is



something you are not going to want to miss!

A longtime newspaper and magazine writer, Carlson has reported from around the world, including dispatches

from Iraq, Pakistan, Lebanon and Vietnam. He is the anchor of Fox and Friends Weekend and the editor-in-chief of The Daily Caller, one of the largest and fastest growing news sites in the country. Carlson joined FOX from MSNBC, where he hosted several nightly programs. Previously, he was the co-host of Crossfire on CNN, as well the host of a weekly public affairs program on PBS.

Stay tuned for more information on this EGSA keynote speaker next Spring! ■



Application for Membership

ELECTRICAL GENERATING SYSTEMS ASSOCIATION

1650 South Dixie Highway, Suite 400, Boca Raton, FL 33432 • 561-750-5575 • FAX 561-395-8557
 E-Mail: e-mail@EGSA.org • Website: www.EGSA.org

Under the leadership of its Board of Directors and operating through its various committees and staff, EGSA strives to educate, provide networking opportunities and share relevant knowledge and trends with industry professionals including manufacturers, distributor/dealers, engineers, manufacturer representatives, contractor/integrators and others serving On-Site Power consumers.

EGSA MEMBER CLASSIFICATION & DUES SCHEDULE (Choose appropriate membership below and enter amount in box #3 on reverse)

FULL MEMBERSHIP		Annual Dues	Initiation Fee	TOTAL DUE	
<input type="checkbox"/>	MF Manufacturer Membership Any individual, sole proprietor, partnership or corporation seeking membership must apply for a Full Membership as a manufacturer if they meet one or more of the following criteria: 1. They manufacture prime movers for power generation. 2. They manufacture generators or other power conversion devices producing electricity. 3. They manufacture switchgear or electrical control devices. 4. They manufacture or assemble generator sets, UPS systems, solar power, hydropower, geothermal, or any other power production or conversion system including related components or accessories for national or regional distribution. 5. They are a wholly owned subsidiary of a firm that qualifies under rules one through four.	\$870	\$200	\$1,070	
<input type="checkbox"/>	DD Distributor/Dealer Membership Any individual, sole proprietor, partnership or corporation actively engaged as a distributor or dealer for products listed under Manufacturer Membership may apply for Full Membership as a Distributor/Dealer. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.	\$310	\$100	\$410	
<input type="checkbox"/>	CI Contractor/Integrator Membership Any individual, sole proprietor, partnership or corporation actively engaged as a Contractor or Equipment Integrator of products listed under Manufacturer Membership, not bound by brand, geographic territory or contractually obligated as a Distributor/Dealer of a specific product. These firms typically purchase products from a Distributor/Dealer, Manufacturer or Retailer, adding value through installation, product knowledge, relationships, unique services, etc., and then re-sell the resulting product to an end-user.				
<input type="checkbox"/>	MR Manufacturer's Representative Membership Any individual, sole proprietor, partnership or corporation actively engaged in the representation of products listed under Manufacturer Membership may apply for Full Membership as a Manufacturer's Representative. If an organization qualifies under Manufacturer Membership, it is not qualified under this section.				
<input type="checkbox"/>	EM Energy Management Company Membership Any individual, sole proprietor, partnership or corporation engaged in energy management, including Energy Service Companies (ESCOs), Independent Power Producers (IPPs), Integrators, Aggregators, and other similar enterprises may apply for Full Membership as an Energy Management Company.	\$210	\$100	\$310	
ASSOCIATE MEMBERSHIP		Annual Dues	Initiation Fee	TOTAL DUE	
<input type="checkbox"/>	Associate Regular Membership (Select Appropriate Category Below)	\$210	\$100	\$310	
<input type="checkbox"/>	Associate Full Membership Any individual, sole proprietor, academic institution, student, partnership or corporation meeting the requirements of Associate Regular Membership may apply for Full Membership at their option to enjoy the privileges of Full Membership, including the rights to vote and to serve on EGSA's Board of Directors. Initiation fees and annual dues will be assessed at the existing non-manufacturer Full Member rates. (Select Appropriate Category Below)	\$310	\$100	\$410	
Associate Membership Categories - Select One					
PLEASE SELECT ASSOCIATE MEMBERSHIP CATEGORY	<input type="checkbox"/>	AA Trade Publication Membership Any trade publication dealing with the electrical generating systems industry or its suppliers may apply for Associate Membership—Trade Publications.			
	<input type="checkbox"/>	AB Trade Association Membership Any trade association made up of individual or company members sharing a common interest in the electrical generating systems industry may apply for Associate Membership.			
	<input type="checkbox"/>	AC Engineer Membership Any consulting or specifying engineer may apply for Associate Membership—Engineer. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.			
	<input type="checkbox"/>	AD End-User Membership Any individual employee of a company who owns or operates electrical generating equipment and/or related switchgear or components, whose responsibility to his employer includes planning, design, installation, supervision, or service of such equipment may apply for Associate Membership—User. Membership may either be held in the employer's name or individual's name under this classification. Individuals whose employer qualify as a Full Member, as described in the Full Membership section, do not qualify for this category.			
	<input type="checkbox"/>	AE Service Membership Any individual, organization or academic institution that offers services such as research, testing or repair to the electrical generating systems industry may apply for Associate Membership—Services. Membership may either be held in the individual's name or the organization's name under this classification. Individual companies whose employer or parent organization qualifies as a Full Member, as described in the Full Membership section, do not qualify for this category.			
	<input type="checkbox"/>	AG Educational Institution Membership Any postsecondary vocational-technical school or college offering on-site power generation-related instruction may apply for Associate Membership—Education Institution.			
	<input type="checkbox"/>	AM Military Membership Any individual who is currently enlisted, or who has been discharged, or has retired from the US or Canadian Military may apply for membership within this category. Proof of military engagement is required by either current Military ID card or honorable discharge documents.	\$50	N/A	\$50
	<input type="checkbox"/>	AR Retiree Membership Any individual who retires from a member company may apply for Associate Membership—Retired. This classification does not apply to any individual who is employed more than 20 hours per week.	Complimentary		\$0
	<input type="checkbox"/>	AF Student Membership Any individual currently enrolled at an academic institution may apply for Associate Membership—Student.	Complimentary		\$0

1. Contact Information

Company _____

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Phone _____ FAX _____

Official Representative _____ Title _____

Representative's E-Mail _____ Company's Web Address _____

How did you hear about EGSA? Web site Powerline magazine Colleague POWER-GEN Other _____

Why are you joining EGSA? Certification Program CEU Program Power Schools Buying Guide Listing Other _____

2. Member Classification

Please use the worksheet on page one of this application to determine your membership type.

Full Memberships

- Manufacturer (MF)
- Distributor/Dealer (DD)
- Contractor/Integrator (CI)
- Manufacturer's Representative (MR)
- Energy Management Company (EM)

Associate Memberships

- Regular Associate Membership →
- Full Associate Membership →

(Select Appropriate Category)

- Trade Publication (AA)
- Trade Association (AB)
- Engineer (AC)
- End User (AD)
- Service (AE)
- Educational Institution (AG)
- Military (AM)
- Retiree (AR)
- Student (AF)

3. Membership Dues

(Please fill in the appropriate TOTAL amount from the dues schedule on page one.)

Membership Dues	\$ _____
Membership Plaque (optional)**	\$ 49.95**
On-Site Power Generation: A Comprehensive Guide to On-Site Power (optional)**	\$ 140.00 **
Florida Residents: Add 6% Sales Tax to ** items	\$ _____
** Shipping and handling is included for Continental US Residents.	
Non-Continental US Residents should call EGSA	\$ _____
Headquarters for shipping charges for **items.	\$ _____
TOTAL	\$ _____

4. Payment Method

(Payable in US\$ drawn on U.S. bank, U.S. Money Order, or American Express)

Check # _____ Amount Due \$ _____

Mastercard Visa American Express

Card # _____ Exp. Date _____

Signature: _____

Print Name: _____

5. Products/Services

Please describe the nature of your business (50 words or less, NOT ALL CAPS). If you are a Manufacturer's Representative or Distributor/Dealer, please indicate which manufacturers you represent and/or distribute for; if you are a student, please provide the name and location of your school, your major and your anticipated graduation date:

Do you buy AND sell equipment? Yes No Do you manufacture packaged equipment? Yes No

Available Codes:

- | | | | | |
|-----------------------------------|--|--|---|--------------------------------------|
| 01 ---Batteries/Battery Chargers | 07 ---Engine Starters/Starting Aids | 12 ---Governors | 18 ---Relays, Protective or Synchronizing | 22 ---Trailers, Generator Set |
| 02 ---Control/Annunciator Systems | 08 ---Filters, Lube Oil, Fuel or Air | 13 ---Heat Recovery Systems | 19 Silencers/Exhaust Systems/Noise Abatement | 23 ---Transformers |
| 29 ---Education | 28 ---Fuel Cells | 14 Instruments and controls, including meters, gauges, relays, contactors, or switches | 20 ---Solenoids | 24 ---Uninterruptible Power Supplies |
| 30 ---Emission Control Equipment | 03 Fuel Tanks and Fuel Storage Systems | 15 ---Load Banks | 21 ---Switchgear and Transfer Switches (Automatic or Manual), Bypass Isolation Switches, and/or Switchgear Panels | 25 ---Vibration Isolators |
| 04 ---Enclosures, Generator Set | 09 ---Generator Laminations | 16 ---Motor Generator Sets | | 26 ---Voltage Regulators |
| 05 ---Engines, Diesel or Gas | 10 ---Generator Sets | 17 ---Radiator/Heat Exchangers | | 27 ---Wiring Devices or Receptacles |
| 06 ---Engines, Gas Turbine | 11 ---Generators/Alternators | | | |

Enter codes here: (Limit 10 codes per category)

Products sold: _____

Products rented: _____

Products serviced: _____

6. Sponsor(s):

A "Sponsor" is an EGSA Member who interested you in filling out this application. It is not mandatory that you have a sponsor for the Board to act favorably on this application; however, if a Member recommended that you consider membership, we request that individual's name and company name for our records.

Sponsor Name _____ Company Name _____

7. Official Representative's Authorization

Signature _____ Date _____

NEW EGSA MEMBERS

MF=Manufacturer DD=Distributor/Dealer CI=Contractor/Integrator MR=Manufacturers Rep
 EM=Energy Management Co. AA=Trade Publication AB=Trade Association AC=Engineer
 AD=End-User AE=Service AG=Educational Institution AM=Military AR=Retiree AF=Student

Alta Equipment Company DD
 New Hudson, MI
 Dean Pellegata, Segment Manager
 Alta Equipment Company is a leading provider of industrial forklifts, heavy construction equipment and warehouse solutions in the Midwest. Products include forklifts, wheel loaders, excavators, pavers, pallet racking, ergonomic equipment and modular building systems.

Ancona Controls, Inc. DD
 Wixom, MI
 Beth Ancona, President
 Sales and service company for back-up power. Distributor for Hipower and Briggs & Stratton. Power electronics sales and service for UPS, Battery Plants, DC Power Plants, Inverters, Rectifiers and Chargers.

Andrus Power Solutions Inc. DD
 Lee, MA
 Dan Andrus, President
 Andrus Power Solutions has been selling, servicing and renting generators for over 20 years. We work on all types of generators.

Atlantic Marine Power Systems DD
 Fort Lauderdale, FL
 Mike Koller, President
 Dealer for Northern Lights, Westerbeke & Phason generator sets. Boat shipboard generator systems, controls, panels and management systems. Sales, installation, service and maintenance. Standby and portable generator service repair and parts.

Andres Bellido-deLuna AM
 Oakland Park, FL

Buffalo Electric Inc. CI
 Baker, LA
 Josh Overhultz, Project Manager
 Services include industrial, pipeline, line work, high voltage substations, instrumentation, generators and transfer panels, uninterrupted power supplies and conveyor systems.

CNG One Source Inc. DD
 Erie, PA
 Darius Teslovich
 We are becoming a genset dealer.

Randy Coleman AM
 Hampton, VA

Core States Group EM
 Fairfield, CT
 Salvatore Scotto, Director of Energy and Sust.
 CSG is an A/E/C that designs and installs fuel cell and solar DG for Bloom Energy and Green Skies.

Cummins Central Power, LLC DD
 Omaha, NE
 Jeff Hollendieck, Power Generation Field Service Manager
 Cummins Central Power, LLC is the authorized distributorship for Cummins Inc./Cummins Power Generation.

Cummins Northeast, LLC DD
 Braintree, MA
 Jeffrey Zuba, Director - Engineering & Project Management
 Distributor for Cummins Manufacturing, Inc.

Kevin Daniels AM
 Hamden, CT

DEUTZ Corporation MF
 Schaumburg, IL
 Larry Magera, Director of Sales & Distribution
 DEUTZ manufactures diesel and gas engines in 40 to 700 horsepower range.

E1 Dynamics Inc. MF
 Montgomery, TX
 Robert Suchon, President
 Sales and service of Diesel Rotary Uninterruptible Power Systems.

Engineering Concepts Unlimited MF
 Fishers, IN
 Diane LeDoux, VP of Operations
 ECU has been in business over 40 years. The company designs and manufactures engine controls, generator controls, speed switches, voltage detectors, timers as well as OEM designs.

Mark Gonzalves AM
 Union City, CA

Vance Haddock AM
 Pollocksville, NC

Robert Innerst AM
 Etters, PA

Janicki Industries AC
 Sedro Woolley, WA
 Erik Herron, Engineer
 Janicki Industries designs and builds high-precision parts and tooling for aerospace, marine, wind energy and transportation customers.

Left Coast Generators DD
 Oceanside, CA
 Adam Malavasic, President
 Left Coast Generators is the premier residential and commercial dealer for Generac in the San Diego area. We offer sales, service, installation, remote monitoring and so much more.

Stu Meacham AE
 Austin, TX

MSI Data AE
 Mequon, WI
 Adam Bartos, Demand Generation Manager
 MSI is a leading provider of field workforce automation software. Our product, Service Pro, streamlines processes in the back office and in the field to remove paper from the equation and enhance productivity. With our app, generator companies can improve PMS, inspections and everything in between.

Joseph Szmajda AM
 Dallastown, PA

Alex Rivera AM
 Miami, FL

Silverstone Power Technologies DD
 Dallas, TX
 Sally Fathulla, Principal
 We provide value-added applications for Alcor Turbine-Generator packages in micro grid applications.


Bill Young AR
 St. Johns, FL

power generation issues?
 we've got solutions



www.annainc.com

Ring Power[®]
 is interested in purchasing your
USED GENSETS



Call: Lyndon Schultz 904-494-1278
 Steve Ferlita 904-494-1238



FAIRBANKS MORSE ENGINE

Another in Our Series of EGSA Member Company Profiles



Main Photo: Fairbanks Morse Engine’s manufacturing plant is located in Beloit, WI. The business is also supported by five regional service centers offering factory direct service expertise. The company’s headquarters is located in Washington DC.

Inset Photo: FME’s Houston Service Center, shown here, is a 64,000 square foot facility with multiple engine and component bays and has the capability to build an engine from the ground up.

FAIRBANKS MORSE ENGINE www.fairbanksmorse.com

Fairbanks Morse is the critical power solutions expert – a strategic partner and a trusted source for application-specific, fuel- flexible power systems that deliver optimal performance in mission critical applications. These applications include power generation -- base load and standby power plants and emergency back-up power for nuclear plants; and ship propulsion and shipboard power for the United States Navy and Coast Guard and commercial vessels. Fairbanks Morse reliable engine drive solutions also can be found in a wide range of municipal, institutional and industrial applications. More information is available at www.fairbanksmorse.com.

Fairbanks Morse first targeted the power generation industry in 1927 when Robert Morse, son of founder Charles Morse saw an opportunity to provide electric power to small, rural communities that were being overlooked by the large utilities. Morse created the Inland Utilities Company, which operated a network of municipal and local light and power generating plants, primarily in western Kansas, southern Colorado and northern New Mexico.

It also provided a ready market for the engines and generators produced by Fairbanks Morse. The business prospered in the 1930s in parallel with the U.S government’s Rural Electrification Administration initiative to bring electricity to rural communities; and the Fairbanks Morse Model 32 diesel engine was a mainstay in municipal power production applications in that decade.

Over the years, Fairbanks Morse has continued to supply engine-driven generator sets. They are used for standby municipal power, continuous prime power for institutions such as universities and hospitals, and as units that stand by 24/7 to ramp up in seconds to supply critical emergency power without interruption.

Fast forward to the present day. The nation’s large, centralized grid system is at risk from severe weather events, an aging infrastructure, increased environmental regulation and potential

cyberattacks. Further investment in transmission and distribution growth faces a variety of barriers.

As a result, the advantages of small, decentralized (“distributed”) power generation systems that meet power requirements at, or near the point of use, are once again attracting attention.

The 21st century iteration of distributed power is the microgrid, a mini-version of the larger electrical grid.

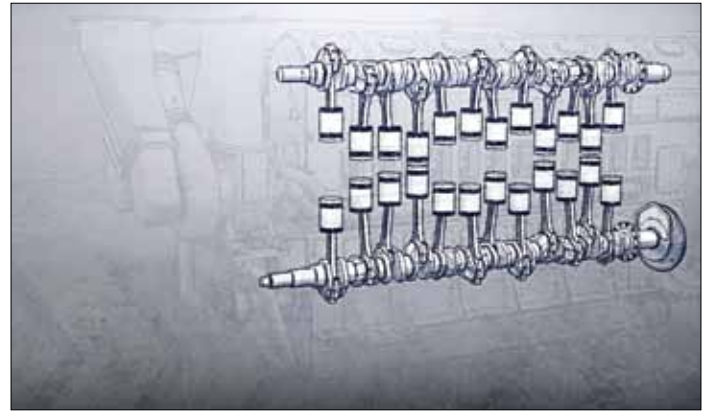
These grid-connected microgrids often have more than one fuel source, most commonly some combination of solar, wind, combined heat and power (CHP), energy storage and diesel. Navigant Research found that diesel generators are used in about 38 percent of new microgrids, or 11 percent of global capacity. Because diesel microgrid generators can ramp up and down quickly, they are often the last line of defense before a power outage occurs.

Microgrids are sometimes built around diesel generators because diesel is an established technology. A city might already have diesel generators in place as back-up power, and then add more sophistication to the system with a microgrid controller and additional forms of generation and load.

Creative applications of diesel generators in microgrids can deliver the multiple benefits of diesel units while offsetting their



Today, FME continues to bring power to places where it is needed most. Shown here is a photo of an Opposed-Piston and Colt Pielstick power installation located in Goodland, Kansas.



Fairbanks Morse is making a significant investment in its proven opposed-piston (O-P) technology. Shown here is a visual of the internal architecture of an O-P engine.

higher emissions. Typically, diesel generators do not run continuously in a microgrid with multiple fuel sources; instead they are used in small increments. For example, in a renewable microgrid, the diesel generators might accommodate the intermittency of solar or wind power.

Another option is a dual-fuel genset (diesel and natural gas), such as the Fairbanks Morse dual-fuel unit that operates on one percent diesel and 99 percent natural gas. Such systems offer diesel's fast ramp-up and a seamless switch to natural gas, which reduces fuel costs and emissions. In any case, diesel — or biodiesel — is likely to be an important part of many community or resiliency-focused microgrids for some time to come.

A recent power plant expansion at the Michael E. DeBakey VA Medical Center in Houston is a prime example of how a dual-fuel genset can successfully address the multiple requirements for today's distributed power generation installations.

For this project, Fairbanks Morse Engine has supplied a 3 MW combined-heat-and-power (CHP) dual-fuel, opposed-piston, engine-driven system which is designed to operate on either biodiesel fuel or natural gas.

The 12-cylinder, turbo-blower Fairbanks Morse genset is a standby unit that will operate for a designated period on B99 biodiesel fuel, and for the remainder of its operating time, on natural gas, with a one percent biodiesel pilot. The electricity the system generates will be sent to the grid, offsetting the VA's power consumption from the local utility. Heat from the engine will be recovered and used to heat water for the hospital. The 3 MW Fairbanks Morse genset is one component of a 12 MW power plant expansion which will also include several smaller units fueled solely by biodiesel.

This configuration is expected to provide the maximum in operating flexibility and dependability within the VA's requirements. The requirements include a reliable power supply and power generation from renewable energy sources that also will be energy efficient, reliable, fuel-flexible and have the ability to meet stringent local emissions regulations.

For more than eight decades, Fairbanks Morse has built its reputation as a critical power solutions expert for application-specific, fuel-flexible power systems that deliver optimal performance in mission critical applications. And just as FME's Model 32 was

the right fit in the 1930s, today's more efficient, fuel-flexible, diesel and dual-fuel generator sets designed and manufactured in Beloit, Wisconsin, plug into a today's distributed power microgrid configurations to complement renewable energy technologies as the predictable power supply.

The EGSA Connection

Fifty years ago, Fairbanks Morse had already been active in the power generation industry for three decades — serving municipal power utilities and supplying the U.S. military during World War II and afterward. So it was only natural that Fairbanks Morse would be one of the original members of the Electrical Generating Systems Manufacturers Association (EGSMA), now the Electrical Generating Systems Association.

With the growing interest in distributed power systems as a solution for today's power generation challenges, Fairbanks Morse is once again ramping up its involvement in EGSA, according to Sheila Gailloro, the company's marketing director. Fairbanks Morse engineers and power systems sales managers attended EGSA's Basic George Rowley School of On-Site Power Generation in August 2014 and more are scheduled to attend the schools in 2015. The company's marketing and sales personnel are actively participating in the Spring and Fall conferences and looking for opportunities for committee involvement. Fairbanks Morse is also sponsoring EGSA events.

"And it's good to be in the middle of the floor at Power Gen International!" Gailloro said. "With our booth in the EGSA pavilion in 2014, we saw three times the traffic of the previous year, and we are thrilled to have secured another prime spot for this year's event in Las Vegas!"

And just as Fairbanks Morse brought power to rural America in the 1930s, the company is once again poised to bring power to the places where it's needed most. Today Fairbanks Morse is making a significant investment in modernizing its proven opposed-piston (O-P) technology to develop customized solutions that deliver efficiency, low emissions and lifecycle performance to emerging markets where grid coverage is low and mature markets where power supplies are being impacted by legislation. ■

EGSA JOB BANK

USA Central

Generator Field Technician Precision Mechanical Services

Location: Bossier City, LA

Perform repairs and services on generator sets. Inspections, repairs, services, start-ups and proper procedures for load bank testing. Qualifications: 3 years experience repair and maintenance of generator systems 5kW to 2000kW preferred. Valid driver's license with good driving record. Candidate should be able to work independently with little supervision.

EGSA Certified Technicians Preferred.

To apply: email resume to chase@precision24.net

USA Mid-Atlantic

Field Service Technician - Power Generation Engines Inc

Location: Eastern Pennsylvania

We are seeking experienced generator and transfer switch service technician. To diagnose, troubleshoot, repair and service diesel and gas power systems and related accessories. Prefer applicant to be certified by Kohler or Cummins/Onan, with minimum of 3 yrs field service experience.

To apply: john@enginesinc.com

EGSA Job Bank Guidelines

EGSA will advertise (free of charge) EGSA Member company job openings in the Job Bank. Free use of the Job Bank is strictly limited to companies advertising for positions available within their own firms. Companies who are not members of EGSA and third-party employment service firms who service our industry may utilize the Job Bank for a \$300 fee. Blind box ads using the EGSA Job Bank address are available upon request; company logos may be included for an additional fee. EGSA reserves the right to refuse any advertisement it deems inappropriate to the publication. To post an EGSA Job Bank ad (limited to approximately 50 words) please visit www.EGSA.org/Careers.aspx.

Diesel & Power Generation Technicians

Bay Diesel Corporation

Location: Chesapeake, Richmond, Roanoke, VA

We are looking for professional, mature people to join our team!!! If you meet the qualification requirements and want to work for an established company that provides competitive wages, matching 401K, offers healthcare, dental insurance, holidays, vacation, life insurance and disability insurance then call for an appointment to interview. 757-485-0075 or 800-215-4005. Qualifications: Must have 3 years minimum experience in Commercial Marine, or Industrial Service. Must own your basic tools for the trade. Must have a satisfactory background & credit. Must have a stable employment record. Must pass basic skill and knowledge test for your trade. NO EXCEPTIONS - NO RECRUITERS.

Rental Manager for Mobile Generators, Air Compressors and Light Towers

Central Power Systems and Services, Inc.

Location: Kansas City, MO, USA

We have been serving the needs of the lower Midwest region with top quality Power Generation products and services since 1954. You will: Rent inventory of Doosan Generators, portable trailers, compressors and light stands to new and existing customers; EOEVD.

To apply: <http://cpower.force.com/careers>

USA Midwest

Field Service Technician - Power Generation

Cummins NPower

Location: Minot, ND

\$3000.00 Sign On Bonus!

Housing and Relocation Assistance!

Travel to/from customer sites to diagnose, troubleshoot, and repair of electrical generator systems, related engine failures, utility transfer switches, and switchgears. Skills: Minimum two year power generation related degree or equivalent power generation work experience. Equal Opportunity Employer: Minorities/Females/Veterans/Disabilities.

To apply: <http://www.cumminspower.com>

Global Coverage Of The Power Generation Markets

Industry News . . . From Kilowatts To Megawatts

2015 Diesel & Gas Turbine Sourcing Guide

PROGRESS POWER GENERATION TECHNOLOGY

30th Anniversary

Print

Design Engine Here

Diesel & Gas Turbine Sourcing Guide

PROGRESS DIESEL

Online

ENGINE ROOM NEWS

DNN DIESEL & GAS TURBINE WORLDWIDE

Newsletters

or Digital

Online or Newsletters

Your Choice — We Deliver Subscribe At www.dieselpub.com

Business Development Manager

Deep Sea Electronics

Location: Rockford, IL

Deep Sea Electronics is one of the world's top manufacturers of generator control, auto transfer switch and battery charger equipment. We employ over 120 people on four continents and sell our products to 150 countries direct from our UK head office and through our comprehensive distributor network.

To apply: <https://www.deepseapl.com/careers>

Generator Technician (Field and Shop) - Experience Required

Central Power Systems and Services, Inc.

Location: Kansas City, MO, USA

We have been serving the needs of the lower Midwest region with top quality Power Generation products and services since 1954. You will: Diagnose Electrical Systems; Repair Diesel Engine/Transmission components; Receive EGSA Certifications; EOEVD.

EGSA Certified Technicians Preferred.

To apply: <http://cpower.force.com/careers>

Inside Technical Sales Representative

Chillicothe Metal Co., Inc.

Location: Chillicothe, IL

Chillicothe Metal Company is a manufacturer of on-site power generation equipment including generator sets, switchgear, and other industrial products. Chillicothe Metal Company is considered an industry leader with over 52 years of success. EOE. Currently we are seeking an "Inside Sales Engineer" to work directly with our dynamic sales team.

To apply: email resume to: jobs@cmcousa.com

Field Service Technician - Power Generation

Cummins NPower

Location: Bismark, ND

\$3000.00 Sign On Bonus! Housing and Relocation Assistance!

Adhere to Cummins NPower Safety Policies; Diagnose, troubleshoot, and repair electrical generator systems, related engine failures, utility transfer switches, and switchgears. Minimum two year power generation related degree and/or equivalent work experience. Equal Opportunity Employer: Minorities/Females/Veterans/Disabilities.

To apply: <http://www.cumminspower.com>

Field Service Technician - Diesel Engine

Cummins NPower

Location: Duluth, MN

Responsibilities: Adhere to Cummins NPower Safety Policies; Provide excellent customer support; Troubleshooting/repair on engines, chassis, sub-assemblies; Remove/install engines and components; in/out chassis; Rebuild engine components; Skills: Cummins engine experience, Engine diagnosis/troubleshooting training/experience on diesel and natural gas powered engine. Equal Opportunity Employer: Minorities/Females/Veterans/Disabilities.

To apply: <http://cumminspower.com>

Technical Support Engineer

Deep Sea Electronics

Location: Rockford, IL

Deep Sea Electronics is one of the world's top manufacturers of generator control, auto transfer switch and battery charger equipment. We employ over 120 people on four continents and sell our products to 150 countries direct from our UK head office and through our comprehensive distributor network.

To apply: <https://www.deepseapl.com/careers>

Compact Power Generation Sales Rep - Ohio CAT Power Systems Division

Ohio CAT

Location: Broadview Heights, OH

B.S. degree preferred, other 4 year degree considered. Two-Four years electrical field sales experience required. Strong mechanical and electrical aptitude. Must have skills to read and interpret one-line diagrams and written specifications. Responsibilities include product specific technical knowledge as it relates to generator application and electric power system design. Prospecting, technical sales presentations, as well as time and territory management skills will also be key functions.

To apply: <http://candidate.ohiocat.com>

Application Deadline: 2015-08-30

Oil & Gas Service & Sales Rep - Ohio CAT Power Systems Division

Ohio CAT

Location: Broadview Heights, OH

Responsible for growing and supporting Ohio Cat's parts, service and aftermarket product sales in oil and gas production, processing and power generation industry with new and existing customers. Promote all aspects of the Dealership by selling parts, service, labor and Customer Service Agreements, develop and qualify equipment and engine sales leads. 3 years industrial equipment parts and service support knowledge. Experience in the oil and gas production, gas compression or power generation industry.

To apply: <http://candidate.ohiocat.com>

Application Deadline: 2015-08-30

Power Generation Technician, Field Service - Ohio CAT

Ohio CAT

Location: Toledo, OH

Ohio CAT Field Service Technicians troubleshoot and repair CAT engines, fluid ends, air compressors, transmissions, chillers, switch gear, generator ends. - Electrical Power Generator service/repair knowledge required, preferably with CAT equipment, from 5kW-2MW.

- Experience with diagnosis/troubleshooting using computer equipment required.

EEO, Veterans & Disabled Employer and VEVRAA/503 Federal Contractor.

EGSA Certified Technicians Preferred.

To apply: Apply online, <http://candidate.ohiocat.com>

USA National

Seeking Manufacturer's Representatives

Location: USA

We are a well-established supplier of portable power distribution equipment seeking manufacturer's reps in the on-site generation industry. If your firm has strong relationships with generator sales & rental organizations and/or OEM's, we think you'll find our products may be a strong complement to your existing line card. Let's talk about how we might work together to grow our businesses. All replies will be handled with utmost discretion.

To apply: J.Kellough@EGSA.org (Reference 51JMLP)

Power Generator Technician

Bemana Power Recruitment

Location: Nationwide

We are searching for experienced Generator Technicians ACROSS THE US! REQUIREMENTS/QUALIFICATIONS:

- ATS & Switchgear abilities
- Paralleling & Loadbank testing knowledge
- Troubleshooting experience
- Experience working on a variety of generator makes and models
- 3+ years of experience

Are you looking for a better opportunity? Contact Bemana Power Recruitment for more info!

EGSA Certified Technicians Preferred.

To apply: Call 504.982.1155 or email your resume to info@bemana.us

Application Deadline: 2015-07-20

USA Northeast

Diesel Engine Service Technician

Cummins Northeast, LLC

Location: Syracuse, NY, US

Responsibilities: Utilize diagnostic tools (manual & electronic) to assess required service; Troubleshoot service needs & performs required work in a timely fashion; Installs Cummins engines, mobile & stationary

Requirements: Must have, or be able to develop, knowledge of all Cummins engines & power generation equipment; Successfully completed diesel/Cummins training or certificate programs in repair and service.

To apply: <https://home2.eease.adp.com/recruit/?id=14246592>

Field Service Technicians (Diesel & Gas)- USA North East

Kinsley Power Systems

Location: CT, NY, MA, NH, VT, ME, NJ, PA, RI

Kinsley Power Systems is seeking experienced generator technicians throughout the Northeast. This position is responsible for completing preventive maintenance, repairs and service on standby power generation equipment. Due to the nature of the service business Field Service Technicians must reside within 25 miles of the available territory and have a clean driving record.

To apply: Lbarnes@kinsley-group.com

EGSA JOB BANK

Aftermarket Sales - Northeast Territory

Kinsley Power Systems

Location: East Granby

Kinsley Power Systems is seeking an Aftermarket Sales Manager. The position is responsible for developing, growing and managing the Company's emergency power generator service sales business throughout a given geographic territory. He/she will serve as an ambassador to the Company's service department by selling service agreements, extended warranties and other service products to new customers while maintaining and expanding relationships with existing customers. The sales process includes, but is not limited to prospecting, cold calling, probing, qualifying, presentation & proposal generation and closing Accounts.

To apply: Lbarnes@kinsley-group.com

Sales Director—New England

Kinsley Power Systems

Location: East Granby, CT

The Sales Director is a key contributor to the continued growth of Kinsley Power Systems. This position requires the successful candidate to create & implement a sales plan to exceed budgeted revenue goals. Manage some select key/strategic accounts directly and actively manage a staff of outside sales engineers to maximize revenue/earnings while embracing the Company's core values and driving sales force effectiveness along with utilizing a solid analytic competency and CRM expertise.

To apply: Lbarnes@kinsley-group.com

Field Service Technicians (Diesel & Gas) Worcester, MA

Kinsley Power Systems

Location: East Granby, CT

Kinsley Power Systems is seeking experienced generator technicians in the Worcester, MA area. This position is responsible for completing preventive maintenance, repairs and service on standby power generation equipment. Due to the nature of the service business Field Service Technicians must reside within 25 miles of the available territory and have a clean driving record.

To apply: Lbarnes@kinsley-group.com

USA Northwest

President - Power Systems

EC Company

Location: Portland

Since opening our doors in 1955, EC Power Systems has specialized in the sales, service, rental and parts distribution of industrial power products. For a full job description and other openings with our company, please visit www.ecpower.com/current-openings.

To apply: For consideration please e-mail or fax resume and cover letter to Human Resources. E-Mail: employment@e-c-co.com Fax: 503-220-5384

USA Southeast

Power Systems Service Supervisor

Carolina CAT

Location: Charlotte, NC, USA

We are seeking a Service Supervisor for CAT Generator/Power Systems division. This position will be responsible for the day to day management of the shop and field technicians, and offers growth opportunities within the company.

To apply: Email resume to Travis McIntosh at: tmcintosh@carolinacat.com

Service Manager

Nixon Power Services

Location: Atlanta, GA

Manage and coordinate the Nixon Energy Solutions technician workforce. Responsible for the department's labor utilization, efficiency and productivity. Assist with development of annual budget and business plan. Open, manage, and complete all work orders in a timely manner.

To apply: resume@nixonpower.com

Plant Operations and Maintenance Manager

Nixon Power Services

Location: Atlanta, GA

Prior to a site's commercial operation date, support the customer in reviewing engineering, procurement, construction, start-up and testing to proper plant design, operation and maintenance. Manage and develop site operations, strategies,

process, planning and resources to meet Contractual performance obligations. Improve the O&M Contract's financial performance through increased efficiency.

To apply: resume@nixonpower.com

GE Jenbacher Field Service Technician

Nixon Power Services

Location: Remotely Based in South Florida and VA/MD area

Ability to read and interpret electrical schematic and mechanical drawings. Ability to diagnose and carry out major repairs, DC circuits 12/24/v. Experience with and proficiency in PC. Self-starter, exercises good judgment, is proactive, and demonstrates timely follow-through. Adherence to timelines and schedules.

To apply: resume@nixonpower.com

Switchgear Systems Specialist

Nixon Power Services

Location: Atlanta, GA

Is the SME for sales and project management of Paralleling Switchgear Systems. Expand Nixon Power Services to customer base and seek out new ones. Experience with and proficiency in MS Office applications. Self-starter, exercises good judgment, is proactive, and demonstrates timely follow-through.

To apply: resume@nixonpower.com

CDL Truck Driver (363-773)

TAW

Location: Jacksonville, FL 32218 US

Drives truck over established route to deliver and pick up customer and shop equipment. Perform pick up and delivery of customer and shop equipment. Receive instructions and schedules from dispatcher. Qualifications: CDL license with 3 or more years' experience. DFWP EEO/AA: Females/Minorities/Disabled/Vets.

To apply: http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app_dspjob&jobid=363&company_id=16773&jobboardid=3353
Application Deadline: 2015-07-25



Power-Tronics, Inc.

Electrical Power Control Systems



- Universal AC Voltage Regulators
- Static Exciters
- Universal DC Voltage Regulators
- Expert Technical Assistance
- Custom Products
- Engineering Assistance
- Field Services



Give us a call and find out
how we can help you.
830.895.4700

www.power-tronics.com

Manufacturing Voltage Regulating Systems for the
International Electrical Generator Service and Repair
Industry since 1989.



USA West

Generator Field Technician (multiple locations available)

EC Company

Location: Multiple locations available (Utah, Oregon, Washington & Colorado)

Performs maintenance of generator set 5 kW through 3200 kW dry fuel and diesel powered, load bank generator sets, emergency repair procedures of AC/DC controls. Minimum three years experience in the power generation industry. To learn more about our company, job description & how to apply, please visit our website at: www.ecpower.com CCB#49737.

EGSA Certified Technicians Preferred.

To apply: For consideration please e-mail or fax resume and cover letter to Human Resources. E-Mail: employment@e-c-co.com Fax: 503-220-5384

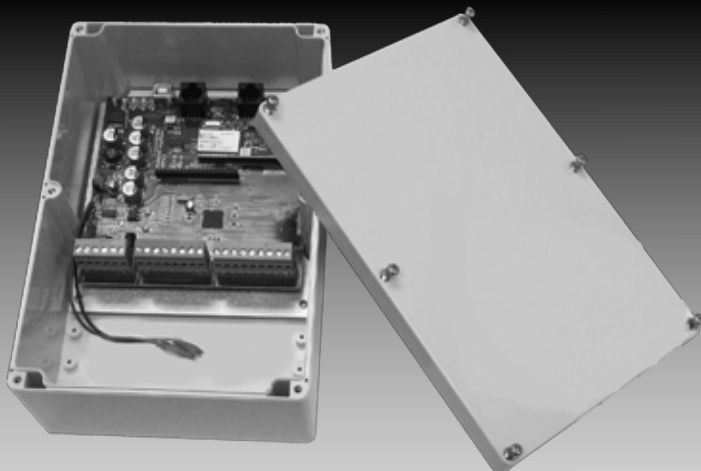
Manufacturer's Rep Seeking Principals

Leading Mid-South manufacturer's rep is seeking additional product lines. We have decades of experience in all aspects of the onsite power generation industry. We are interested in adding quality complementary manufacturers to our line of superior products serving the industry. Our record of outstanding success can help you achieve your sales and market share goals. Please respond if you have an area where you desire additional sales and market share.

Please respond to: J.Kellough@EGSA.org
(Reference PLMJ13JB-1)

GENTRACKER™ Generator Monitoring System

By Generator Solutions, Inc.



The only
TRULY UNIVERSAL
Generator Monitoring System

- **ANY BRAND**
- **ANY SIZE**
- **ANY TYPE**
- **ANY AGE**

- Easy to install
- No programming required
- Automatic Monthly Activity Emailed

- Notifications by e-mail and cellular text messaging
- Internet-based
- Remote starts

- Fuel Level
- Modbus connection
- Communication options:
Cellular, GPS, Phone, Internet

www.Gen-Tracker.com



We keep you in control

When it comes to power generation and industrial engine control ComAp is the recognized name for:

- ▷ Advanced controller technology that makes the complex simple
- ▷ Outstanding quality and reliability
- ▷ Innovation and flexibility
- ▷ Exceptional value
- ▷ Worldwide availability through our distribution network



THERE'S A COMAP SOLUTION FOR EVERY APPLICATION

Visit the ComAp website:
www.comap.cz

AARON equipment company inc.

WE BUY GENERATORS

- > 25 kW to 2000 kW
- > Diesel & Natural Gas
- > Caterpillar, Cummins, Kohler, & others...

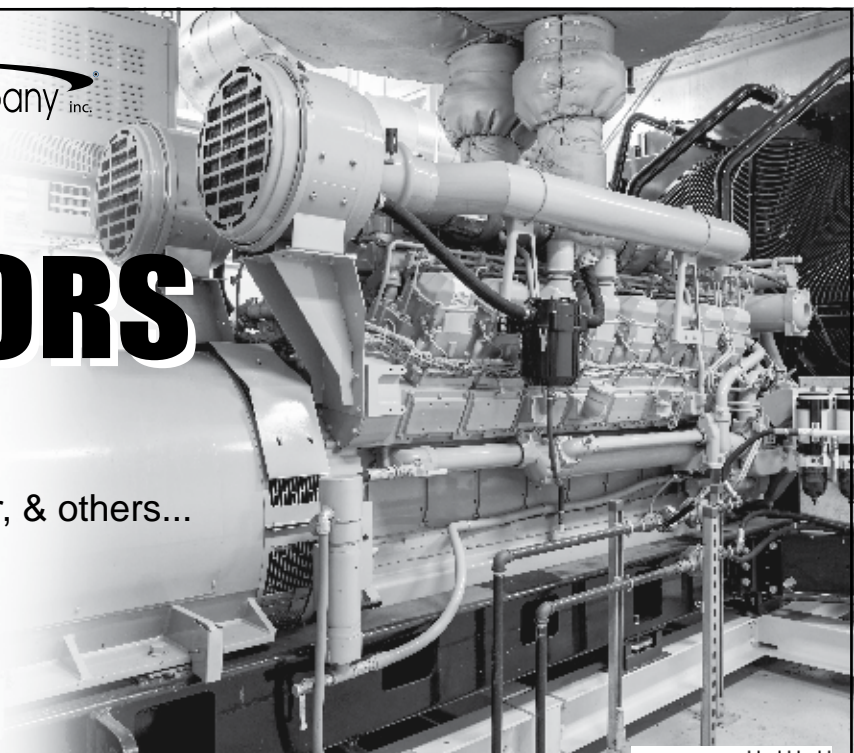
Get Started



Available for:



Keyword:
Bird Dog
Equipment



Contact Patrick Paden: 855-721-5117
www.aarongenerators.com

Tell Us What You Have For Sale!

Download the "Bird Dog" App Today



CD & Power Celebrates 30 Years in Business

Rather than accepting accolades for the company's success, Jill Collaro, President of this Martinez, CA generator company, turns it around and expresses heartfelt thanks to her family and her team.

"I am so grateful that my father started CD & Power 30 years ago," she said. "From the start, his primary mission was to put our customers first. He also believed in hiring smarter people, and our General Manager Lisa Carter is just that. When my brother joined the team we were complete."

"Together, our vision has never strayed from being the best generator service organization that we could be. We worked to build our skills and to build the trust of our customers. Thirty years has empowered us with great knowledge and strong relationships that have made us the largest independent generator service company in Northern California," she said.

With three locations, CD & Power owns a rental fleet of 100 generators sized from 10 kW to 1 megawatt; performs service, testing and maintenance on generators and diesel equipment. The company also sells and installs new generators; offers compliance services, fleet maintenance, and sells generator parts, automatic transfer switches and ancillary equipment targeted at generators.

As President, Collaro relies heavily on General Manager Lisa Carter who has managed the day-to-day growth of the company since 1997. Working together and with the help of Jill's brother Donald Uischner who is Vice President, the company has grown steadily winning the trust and continued business of power users in a variety of industries.

"It is hard to put into words the great blessing it has been to me and my family to be a part of the CD & Power team for over 25 years," said Lisa Carter, General Manager.

"We are always striving to improve and I look forward to all of the great relationships we will build over the next 30 years," she added.

To celebrate, the entire month of June was dedicated to thanking customers for trusting their emergency and back-up power needs to CD & Power. On Tuesday June 30, customers were invited to attend a

celebration at the headquarters in Martinez.

CD & Power was established by Charles Uischner in 1985 from a small shop in Concord. Chuck was a diesel engine specialist and built a business centered on diesel generators from there. He had a knack for spotting the potential in people which has been an important factor in the company's success. He taught the fine points of diesel engine service to many of the company's technicians and instilled in all of his employees a culture of respect and integrity. Under Chuck and Lisa's leadership, the company became a favorite service provider of many Northern California power users for emergency and routine generator service and repair. Chuck and his wife Jannett are still active in the business, but have stepped down from their management roles.

For more information please visit www.GotPower.com. ■

Jeff Powell Joins Fairbanks Morse

Jeff Powell has joined Fairbanks Morse Engine, a supplier of fuel-flexible power generation solutions, as product manager. His primary responsibility is overseeing the redesign of the company's opposed-piston engine, which has been long recognized for its reliability in mission critical applications. Powell is managing a redesign focused on enhancements that will make the engine the class leader in efficiency and performance.

With nearly 20 years of experience in industrial equipment manufacturing, Powell brings to his new role a broad background in engineering, design, product development, product management and service. Most recently he was senior product manager for Kuhn North American in Broadhead, WI. Previously he worked in product management for Case/CASE IH, Ingersoll Rand and Liebherr Construction Equipment. Earlier, Powell served in the United States Navy as a nuclear machinist mate on board aircraft carriers.

Powell has a bachelor's degree in engineering from the University of Wisconsin.

More information is available at www.fairbanksmorse.com. ■

Warshauer Welcomes Mike Warshauer As 3rd Generation in Family Owned Business



Warshauer Electric Supply, a New Jersey based electrical wholesaler, is pleased to announce the addition of Michael Warshauer. He joins as the third generation of family, along with his sister, Stacey Warshauer, who joined the company in 2009. Warshauer Electric was founded in 1954 by his grandfather, Martin, and his father, James "Jimbo" Warshauer, is currently the President.

"I am truly honored to join the company as a 3rd generation family employee, and to build on the foundation created by my grandfather and father," said Mike. "I look forward to helping Warshauer reach new heights and to infuse new processes and procedures to handle the multiple challenges the future will hold for us here at Warshauer."

A recent graduate of the College of Charleston, Michael has a Bachelor of Science in Business Administration with a concentration in Entrepreneurship. His role within the organization will be multifaceted and will involve operations, pricing and sales.

President Jim Warshauer commented, "Today's complex world has created enormous challenges for a small business to thrive and flourish. After 36 years at the helm, my greatest accomplishment is to see Warshauer Electric beat the odds and transition to the next generation. I look forward to guiding and mentoring him as he begins his journey."

For more information please visit www.warshauer.com. ■

EGSA Industry News Guidelines

We welcome you to submit press releases for consideration for inclusion in the Industry News section of *Powerline* Magazine. However, due to the fact that *Powerline* is the voice of an organization consisting of more than 800 Member companies, we maintain a strict editorial policy that prohibits any endorsement of a particular company or product. As a result, **we do not accept product-specific or service-specific releases for publication.**

Please email your press releases to PR@EGSA.org.



You'll be amazed at the strength of ASCO's innovative solutions.

Integrating technology, support and service.

At ASCO, we have a long history of innovation. In fact, it's part of our DNA. We are on a constant drive to bring new technologies and new products to our customers to help them become more productive. From paralleling switchgear to surge suppressors, load banks to communication products and power quality measurement tools, ASCO innovation stretches way beyond transfer switches. Then we wrap up the whole package with solid expert service, maintenance and integrated support.



www.EmersonNetworkPower.com/ASCO • (800) 800-ASCO • ascoapu.com • customer care@asco.com

ASCO[®]



EMERSON
Network Power

Emerson and ASCO are trademarks of Emerson Electric Co. or one of its affiliated companies. ©2015 Emerson Electric Co. CS103 ASCO Power Technologies

EMERSON. CONSIDER IT SOLVED.™