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Mining for Gold:

EGSA Celebrates 50 Years with a Gold Star Event in Jacksonville, FL

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Generator Solutions, Inc. Member Profile.



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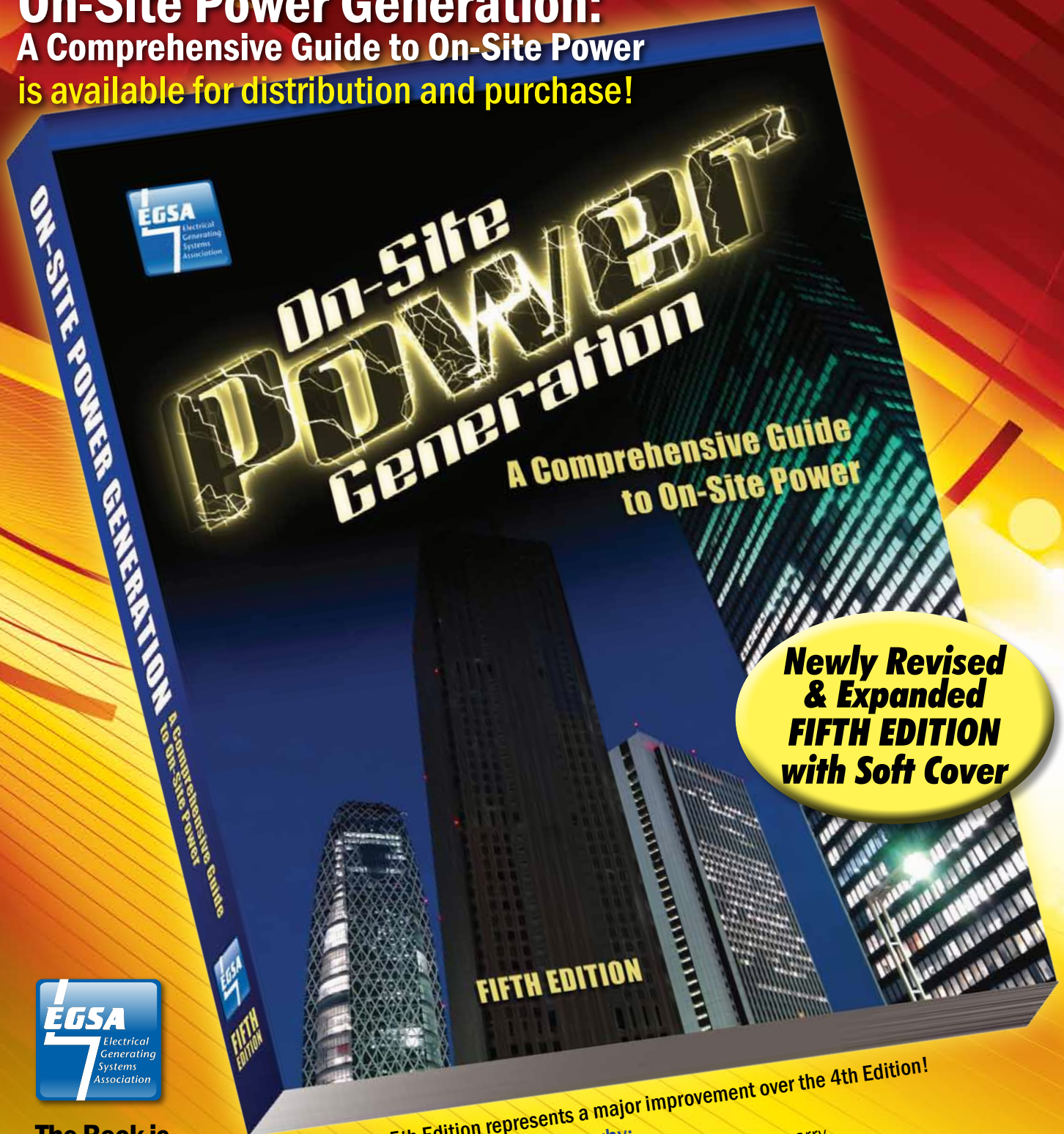


The long-awaited 5th Edition of

On-Site Power Generation:

A Comprehensive Guide to On-Site Power

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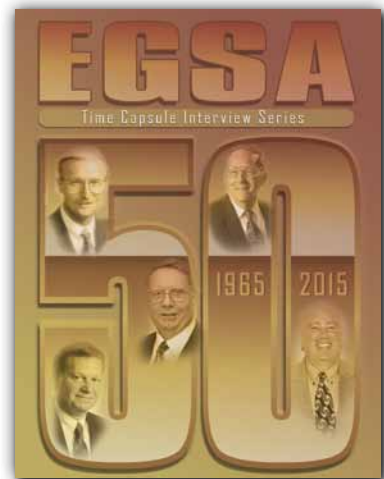
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EVENTS CALENDAR

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 will be available at www.EGSA.org 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.

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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

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chrabic@gillettegenerators.com

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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

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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

The Golden Year! A Time for Celebration & Reflection... and Tightening Up?

EGSA hosted our 50th annual Spring Conference in Jacksonville from March 22nd-24th this year. It was a great event, celebrating the kickoff to our 50th year.

Our attendance was phenomenal; with one of our most successful EGSA Conferences to-date, rivaling only the 2013 Fall Conference in Seattle, when we hosted the Executive Leadership Summit with 360 attendees that year. It gives me great pride to report that in Jax, we hosted 352 of your EGSA colleagues. There was a lot of time for celebration and reflection during those 3 days.

As with probably most of those who came before me as EGSA President, I have been considering my top priorities for 2015. Recognizing the number of existing and ongoing initiatives currently in place, I am compelled to focus my attention on our existing EGSA programs and projects and to (watch where I am going with this)...

Tighten Up!

What do I mean by this? The EGSA Strategic Long Range Plan (SLRP) outlines our Association goals and benchmarks; to that point our Board of Directors will stay the course. Here are some of the areas that I know we can improve upon, if we **Tighten Up** just a bit:

First and foremost, our EGSA Reference Book, *On-Site Power Generation: A Comprehensive Guide to On-Site Power* is complete. After countless years of volunteer work by our authors and two of our Past Presidents, Michael Pope and Steve Stoyanac, we were able to get the job completed and the first 3000 copies have been printed!

The 5th Edition has 10 additional chapters than our 4th Edition. It also has been brought into the 21st century with color images and a soft cover, so the information is easier to bring along with you. This book is **THE** On-Site Power Generation book. The order form is ready and located on the EGSA website, complete with discounts in shipping for ordering them in volume. It's time to **Tighten Up** and start placing orders!

Next, there is our EGSA Technician Certification Program. As most of you know, we have two established levels of certification as of 2014. Our new logos, new study guides (for both Apprentice and Journeyman exams) and tests have been com-

pleted for the program. All of the collateral material like brochures, order forms and marketing of the program can begin to take shape...in other words, we can **Tighten Up!**

How about our EGSA Committees? One of the weaknesses identified in our last review of the SLRP was the limited number of Members who qualify for leadership roles based upon our nominating criteria. The Board determined that in order to expand opportunities for the membership, action was taken to reduce the term requirement for committee leadership roles from 3 to 2 years.

When that occurred, EGSA had a 70% turnover in Committee Chair leadership this year. As President, I hope to add many additional members to our "Tracking Valuable Member Contributions" list, therefore expanding the pool of qualified leaders in the Association.

Since many committee leaders are new to their positions, we have internally reviewed and expanded the program with additional procedures, job descriptions, timelines and visual aids in these first few months of 2015. We have also tried some new things, like having our Committee Chairs attend the New Member/ First Timer Reception at our conferences and provide a short commercial about our committees to the attendees. Our Committee Chairs, Vice Chairs, Secretaries and Board Liaisons are all onboard to **Tighten Up**. We hope our Members will see a big difference.

We're also going to **Tighten Up** for POWER-GEN Intl. EGSA is headed to Vegas in December with our EGSA Power Pavilion, the heart of the PGI floor plan. Your Association has purchased 90,000 sq. feet and we can't reach sold out status without your help! Please stick to the deadlines, communicate your exhibit size requirements, follow up when you need to, as we are also going to **Tighten Up** before we get to Vegas in December.

This year will fly by in an instant. Please do your part to help EGSA reach new heights in 2015. We can't do it without you!

Respectfully,

Ed Murphy
2015 EGSA President ■



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

On-Site Power Generation: A Comprehensive Guide to On-Site Power the 5th Edition

Those of you that were fortunate enough to attend the Spring Conference in Jacksonville in March witnessed the official introduction of the 5th Edition of On-Site Power Generation by 2015 EGSA President, Ed Murphy. We only had a few advanced, “hot off the press”, copies to show off, but since the second week of April we have been filling your orders almost every day. As this issue of *Powerline* goes to press, more than 300 copies of the 5th Edition have been sent out!

The 1st Edition of *On-Site Power Generation: A Reference Book* was released in 1990. It contained 345 pages in a spiral bound cover and quickly became the best source of technical information about the principles of power generation and all of the components that comprise a generator system. That was 25 years ago and since then its position as the “bible” of the On-Site Power Generation Industry has remained unchallenged.

The greatest impact the *On-Site Power Generation* Textbook may have had in recent years is its adoption as the basis for many power generation technical schools. The value is clear:

1. It sets the curriculum.
2. The book is part of the course materials handed to the students.
3. It allows for easy self-study assignments.
4. The majority of the books purchased in the past remain with the book’s owners throughout their careers.

While many manufacturers provide their own educational materials, *On-Site Power Generation* is generic and, with 47 chapters, covers many more topics, providing a far broader scope of knowledge for the reader.

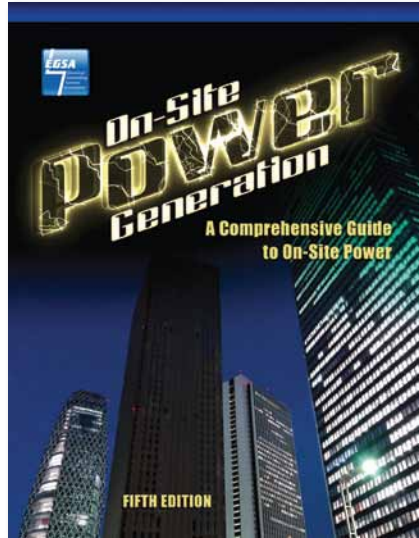
Two EGSA Member companies sent rush orders for 50 copies each almost immediately after the announcement on March 23. It was interesting that both a generator set manufacturer and a generator set distributor bought our first 100 copies. Both ordered the books for their upcoming in-house training schools. (They cover the cost of the book in their school fees.)

Since the book covers every component in a generator system, shouldn’t it be a part of all manufacturer and distributor on-site power generation schools? We certainly think so!

Here is some preliminary feedback about the 5th Edition but we would like to hear more! If you have any comments or suggestions on the book in general, or any portion or chapter, please drop us a line at e-mail@egsa.org with “Book Feedback” in the subject line. Now, here are those quotes:

“The word ‘Comprehensive’ is an understatement when it comes to the 5th Edition” said Bob Piske, President, Arizona Generator Technology, (Phoenix, AZ). “Weighing in at 47 hefty chapters and with focused information in each, it creates a resource that encompasses our entire industry of on-site power generation. *On-Site Power Generation: A Comprehensive Guide to On-Site Power Generation* is a great book to use in our ‘On-Site Power Generation, 3-day seminars for facility engineers, maintenance personnel, contractors and other users of rental or standby power. It is easy to navigate and read and the color pictures elevates it’s “feel” when used. The 5th Edition is definitely a home run for our Industry!”

GenTech instructor, Doran Carder, added “The Navajo Nation has hospitals scattered in some pretty remote areas in Northern Arizona and New Mexico. Our recent class was for facilities engineers who test their emergency systems and manage these facilities. We were asked to take our



Continued on page 27

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Codes & Standards

The 2015 EGSA Spring Conference in Jacksonville was once again a rousing success. In fact, the attendance was greater than expected and Janine Driver's keynote session was completely full, with several of the spouses in attendance as well.

The speakers that followed also enjoyed nearly full audiences due to the interesting mix of topics and presenters. This, likewise, held true for the last session on Tuesday, in spite of the fact that the exhibitors had displays to tear down, and attendees were preparing to head out for the various organized networking activities. The decision to announce the EGSA Committees at the First Timers reception, rather than at the Welcome Lunch on Monday, was another welcome change this Spring. Freeing up this time at lunch allowed attendees to head out to the 1:00 p.m. Committee Sessions without delay.

The Codes & Standards Surveillance Committee was well attended. John Giuliano from VMC gave a 45-minute presentation on Seismic Compliance.

There are 2 important factors when dealing with Seismic Compliance, simply put, they are 1 and 1.5. If your installation is rated 1, the equipment must survive the seismic event, but it does not have to operate. If the installation is rated 1.5 the equipment must not only survive but also continue to be operable after the seismic event. The best way to ensure a component, will meet the requirements is to have it tested on a shake table before installation. It is generally very expensive to fix an installation after it is installed if it does not meet the AHJ's (Authorities Having Jurisdiction) requirements. Seismic events generally occur over a very short period of time, so that the shake table test is required for a duration of about 30 seconds. ASCE (American Society of Civil Engineers) – AC 156 has test requirements for shake tables. The International Building Code chapter 17 also deals with Seismic Certification.

Wind certification is also necessary if a unit is installed outside a building. In Florida, the wind speed for the Dade County certification keeps rising. When I first relocated to Florida in 1996 the wind speed for the Dade County certification was 120 mph. Following the 2004 Hurricane Season, when several hurricanes impacted Florida, it was raised to 140 mph. (By the way, my pool enclosure, built to 120 mph, came down during hurricane Jean in 2004.) Last year (2014) Dade County certification was once again increased to 160 mph. According to a wind speed map that

Mr. Guiliano presented, it should probably be more in the range of 200 mph. Both ASCE 7 and IMC (International Mechanical Code) also have wind speed requirements.

Steve Sappington (Caterpillar, Inc.) has been chairing an EGSA Working Group with UL to make some changes to UL 2200. The biggest challenge facing the group is addressing how Enclosures are covered. Steve Oxtoby (Kohler Power Systems) is also to Chair a Task Force to work with UL on getting the necessary changes made to UL 2200. Steve Sappington and Steve Oxtoby are both also members of NFPA 37 and will be working with NFPA 37 and UL 2200 to help harmonize the two standards.

IEEE 1547 is being rewritten and we have enlisted Marcelo Algrain (Caterpillar, Inc.) and Herb Daugherty (EGSA), amongst others, to work on this rewrite. We need to address the ride-through requirements, in particular, as they present more difficulty for a generator set than an inverter. There is also a possibility that micro grids may not be required to meet as stringent ride-through requirements.

NFPA 99 – Health Care Facilities Code is starting its update cycle with a meeting in early August in Baltimore. The Electrical Systems Meeting will be held on August 3rd and 4th, 2015. The deadline for public input for changes to NFPA-99 is July 6, 2015. If you have any changes you want implemented in the next edition, please get them in before the deadline.

In contrast to the late date for public input to NFPA 99, I saw in the February issue of *PME Magazine* that public input has already closed for the 2018 Edition of the International Building Code issued by the ICC (International Code Council). If you wish to submit changes to the 2021 Edition, you must submit them online at www.cdpAccess.com. Apparently, this website has very easy instructions to follow for making your submission.

ISO 8528 – Reciprocating Internal Combustion Engines – Exhaust Emission Measurement – Part 8 Engine Group Determination is up for ballot with a closure date of May 15.

UL 2200 Standard for Stationary Engine Generator Assemblies has a new item to change paragraph 41.1.3.3 to add higher pressure flexible fuel tubing and hose types for Gasoline or Diesel Fuel. The public comment period closed on May 11th. ■

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Mining for Gold - EGSA Celebrates 50 Years with a Gold Star Event in Jacksonville, FL

It was a star-studded event to be sure! From March 22nd until 24th, Members of EGSA and their guests descended upon the City of Jacksonville to create new memories and celebrate 50 great years of service to the On-Site Power Industry.

The City of Jacksonville, in partnership with the Hyatt Regency, really went all out in making our celebration a success with added décor, upgrades in service and welcome flags lining the street adjacent to the hotel. They even provided additional assistance in locating our National Anthem singer, Aaliyah Core, sponsored by Gillette Generators. Our hosts truly made EGSA feel especially welcomed this Spring.

The Conference theme was **“Bridging the Past, Powering Our Future.”** This event was an impactful walk down memory lane, celebrating the trade association’s rich history with many of our EGSA founding Members, including 18 Past Presidents and more than a handful of our Lifetime Members, there “bridging



Local Jacksonville student, Aaliyah Core of the LaVilla School of the Arts, performed our National Anthem for more than 350 attendees to open the General Session.

The City of Jacksonville, and the Hyatt Regency took great care of us during our 50th Anniversary Spring Conference.

the past.” When it came time to “power our future,” the power-packed speaker slate was well received by our EGSA audience, hosting 2 keynote speakers - Janine Driver, a body-language expert and Eric Chester, a millennial workforce coach, as anchors on Monday and Tuesday respectively.

Speaking of the power-packed speaker slate, several of our EGSA manufacturing members provided presentations for our 50th year, including Generac Power Systems, HIPOWER Systems and MTU Onsite Energy Corp.

2015 EGSA President, Ed Murphy, kicked off our Sunday festivities with the New Member/First Timer Reception, sponsored by one of our oldest members, Fairbanks Morse Engine. We changed it up a bit and attempted a few new branding tactics, with President Murphy inviting each of the “First Timers” from Mission Bay (our Fall Conference location in 2014) to join him at this reception. It was a success in our book, with 14 Second Timers sharing what made them come back so quickly to an EGSA event during the reception that is always a hit with the new attendees. We plan to continue this program and assess the value on an event-by-event basis as we move forward.

Next, we asked our Committee Chairs to join us at this reception and provide a brief overview of their committee agendas for the following afternoon. That worked well, because it gave people that have never attended one of our events the opportunity to think about it overnight and make a decision on committee attendance prior to the Welcome Lunch. If you think about it, by the time you attend the luncheon, your afternoon is more than likely already mapped out.



EGSA is always in search of ideas similar to these, that don't cost and yet provide better service and value to the Membership. If you have an idea, the Conference Planning Committee (formerly known as the Communications & Conference Committee) wants to hear from you. Please drop us a line at e-mail@egsa.org and place: **"Conference Suggestion"** in the subject line.

Since we saved a bit of time during the Welcome Lunch by not showcasing our committee commercials, we made time to recognize all of our Past Presidents and Lifetime Members in attendance. EGSA is also working on a Time Capsule video from this event that will give us a great perspective from 2015, celebrating 50 years, that we plan to release at the end of the year!

Our Spouse Retail Therapy Tour was a great success, with more than 20 spouses and guests who joined our local tour guide, Judy Young for a trip to the St. Johns Town Center and lunch at Seasons 52. Local member, IEM Power Systems picked up the bill for the lunch and

Top Right: Charlie Habic (Gillette Generators) was our Emcee for the 2015 Spring Conference.



Bottom Right: With a little help from hotel security, 2015 EGSA President, Ed Murphy unveiled, the long-awaited, Fifth Edition of On-Site Power Generation: A Comprehensive Guide to On-Site Power.



EGSA Past Presidents with 2015 EGSA President, Ed Murphy.
 Left to Right: Don Becker, Don Panetta, Paul Dolinar, Vaughn Beasley, Arthur Coren, Glynn Burchette, Jim Wright, Ray Kacvinsky, Ed Murphy, Herb Daugherty, Warner Bauer, Michael Pope, Steve Stoyanac, John Winbery, John Kelly, Jr., Leo LeBlanc, Deb Laurents, Charlie Gears



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Fifty looks good on you, EGSA! We have come a long way during the last 50 years, with wonderful Members and memorable events!

EGSA hosted a powerful speaker slate with the perfect mix of technical and developmental topics.



Above & Left: Janine Driver



Left: Rafael Acosta
Below: Brian Ponstein & Mark Halbert



Above: Eric Chester



Above: Curt Gibson P.E.
Right: Larry Mersereau, CTC



1: Sitting (L to R) - Judy Coren, Donna Bauer, Claire Panetta, Carolyn Winbery; Standing (L to R) – Mary Kacvinsky, Emily Burchette, Nancy Whittall, Barb Stoyanac, Olga Dolinar 2: Charlie Habic & John Kelly Jr. 3: Ken Niekamp & Ray Kacvinsky 4: Arthur Coren & Herb Whittall 5: Debbie Kelly, Michelle Murphy, Leslie Beasley 6: Herb Daugherty, Glynn Burchette, Kim Giles, Paul Dolinar 7: Vaughn Beasley, Rick Morrison, Leslie Beasley 8: Dave Stringer, Morten Pedersen, Brian Ponstein 9: Katie Evans, David Brown 10: Tom Wein, Cathy Backhaus 11: Brian Berg, Mike Osenga, Rick & B B Morrison 12: Maureen Powers, Nancy Whittall 13: Leroy Larson, Dave Kammerer, Dave Philips 14: Ole Haaland, Mary-Ellin Doolittle 15: Thom Stiffler, Mark Ahrens, David Henning



The Spouse Retail Therapy Tour was a hit! With lunch at Seasons 52 and a great morning of shopping and transportation, who wouldn't be impressed?

the Newell Company sponsored the transportation there and back. It was something extra that was well appreciated.

Monday Evening Caps off with Gold

Thanks to our generous entertainment sponsor, Collicutt Energy Services, EGSA hosted a unique performance artist, Joe Castillo, also known as "the Sandman," following our Monday Night Awards Reception & Banquet.

From a stellar patriotic sand performance to Lee Greenwood's "Proud to Be an American" to a visual journey of Castillo's life since his appearance on *America's Got Talent*. Joe was an amazing visual story teller and did not disappoint with his global snapshots of the world, as seen through the eyes of a sand artist.



America's Got Talent contestant, Joe Castillo with EGSA President Ed Murphy during Monday's Awards Baquet

Our Banquet was co-sponsored by Clariant Corp. and Kickham Boiler with Doosan providing the delicious dessert sponsorship and the ice sculpture. We sincerely appreciated all of our member companies who help offset the event costs, so we can pass along those savings to the Membership.



Left: Thanks to our gracious sponsors, several enhancements were made for our 50th Anniversary Celebration.

Pictured Below: With 60 First Timers and 13 New Members, many new members got a chance to learn more about EGSA in the Spring.



1: Jim Wright, Herb Daugherty, Todd Lathrop 2: Dean Smith, Will Ferrigno 3: Mike Flynn, Trish Levere 4: Greg & Joni Walters 5: Mark Steele, Glynn Burchette, Dave Lieberman 6: Don Becker, Cee Cee & Dennis Roundtree 7: Chris Nagle, Nic Phillips 8: Cee Cee Roundtree, Pauline & Michael Pope, Dennis Roundtree 9: Joe Hafich, Deb Laurents 10: Paul Feld, Brenda & Robert Desnoyers 11: Paul & Olga Dolinar 12: Brad Affeldt, Jake Salzi, Christian Lujan 13: Kirk & Kim Hilbig 14: Kurt & Cathy Summers 15: Richard Knittel, Addie Mathes, Peggy Nunez-Piske, Bob Piske



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EGSA also recognized several colleagues for their work in EGSA. That evening Vaughn Beasley, (pictured to the left), our 2014 President, received his outgoing president's jacket, portrait and plaque.

The Leroy H. Carpenter Award was presented to Deb Laurents of Cummins Power Generation (pictured below on the left) for her meritorious service to EGSA.

Herb Daugherty (pictured below in the middle), our Manager of the EGSA Schools, was recognized for his service of 30 years as an EGSA School Instructor. Additional Instructor Tenure Awards included Todd Lathrop (pictured below on the right) of Eaton Corp (10 years), Steve Evans* of ASCO Power Technologies (5 years) and Bill Kaewert* of SENS (5 years). * Not present



Top Angler, Rob Everhart; 2nd place: Jon Rodriguez; 3rd place: John Kelly Jr.

Special thanks to John Deere Power Systems for being the Title Sponsor of our Fishing Tournament. The anglers took part in the North Florida Slam competition in Jacksonville and here is what we have to report:

- **Top Angler (Grand Slam Winner):** Rob Everhart, Fidelity Engineering Corp.
- **2nd place:** Biggest Fish (28.5 lb Redfish) - Jon Rodriguez, PowerSecure
- **3rd place:** Total Fish caught (12 fish) - John Kelly, Jr., Kelly Generator and Equipment

The fish must have been biting in Florida! The overall angler stats seemed pretty high in Jacksonville, with 123 fish caught in total, with 15 boats going out and a total of 45 anglers.

The fish caught include drum, flounder, trout, redfish, bluefish, Spanish mackerel and sheepshead.

Our Closing Reception on Tuesday was sponsored by our local member, Advanced Manufacturing & Power Systems, Inc. and we had a great time sharing all of the golfing and fishing stories from the day and drinking from the AMPS signature solo cups (with EGSA's 50th logo included). A great time was had by all.

Denver, Colorado is the place you want to be in September with "High Time for Power" at the Hyatt Regency in downtown Denver. We have already confirmed keynote speaker, Dakota Meyer for this important continuation of the year-long celebration of 50 years of Service to the On-Site Power Industry! We hope you will join us for our 50th Fall Conference September 13-15. Stay tuned for more information.

Tuesday's Gone with the Wind

While this may be the title of a famous Lynyrd Skynyrd song, whose band is local to the Jacksonville area, it is also the perfect title to summarize our experience Tuesday. Directly following the great speaker slate mentioned previously, the majority of our attendees took part in the formal networking excursions. We were also pleased to receive your feedback with all of the positive comments about the networking activities. Whether you were golfing, fishing or touring, we hope you had fun, learned something and made new friends!

EGSA hosted Golf, Fishing and an Andrew Jackson Craft Beer Tour for our 3 networking offerings. Fun was had by all according to reliable sources.



Above: Gary Sass as Andrew Jackson



Above: Kathy Bynum, Katie Evans, Leo LeBlanc & Shevan Fennel



Right: Andrew Boone's big catch!

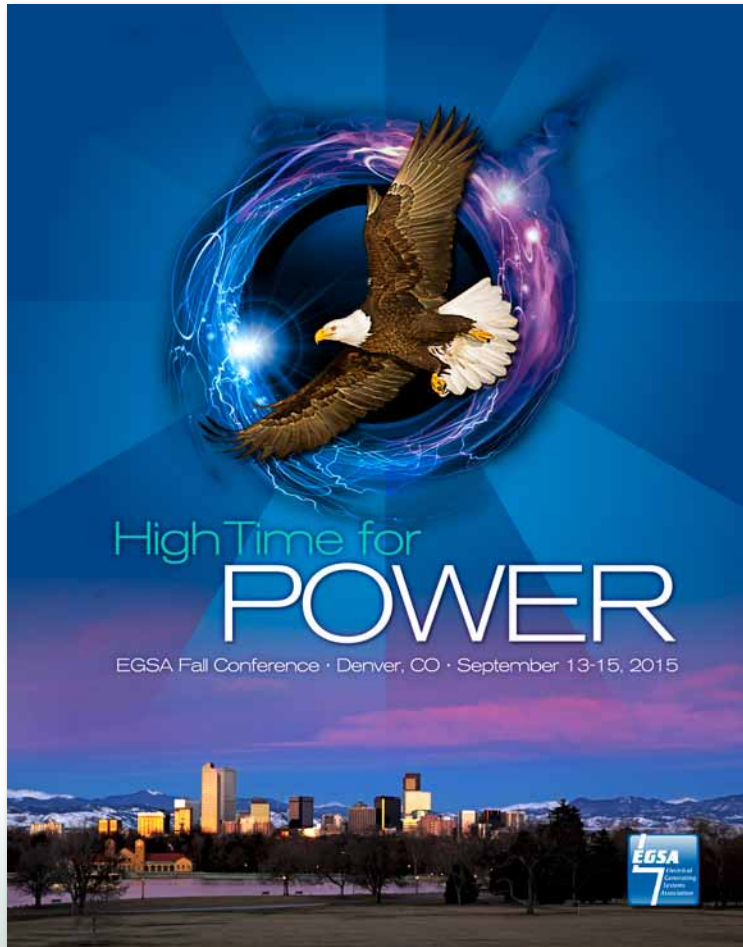


Golf Winners: John Hoeft, Ray Zeigler, Thom Stiffler & Aaron Yates



Golf Winners: Cal Dufault, Kevin McKinney & Al Prosser

1: The Kelly family (Laura, John Jr., John III & Debbie) with Jeff Servis 2: Babak Mohajerani, Dennis Pearson 3: Jason McKinney, Ron Hartzel 4: Samuel Silva, Brandon Locklear 5: Robert Simmons, Brad Fennell, Herb Daugherty, Todd Lathrop 6: Dan Thomsen, Walter Petty 7: Debbie & Dave Carpenter, Katie Evans 8: Steve Collicutt, Vaughn Beasley, David Brown 9: Mike Hilger, David Jesberger 10: Luke Jaynes, Cathy Backhaus 11: Matt Faubion, Hal Walls, Tanja Lewit, Marianna Garcia, Kris Korte 12: Mark Prevoznik, Bob Everhart 13: Ed Murphy, Arthur & Judy Coren 14: Debbie & John Kelly Jr.; Leslie & Vaughn Beasley; Deb Laurents; Bob & Kim Hafich



EGSA Fall Conference • Denver, CO • September 13-15
Hyatt Regency Denver • 650 15th Street, Denver, Colorado, USA, 80202

The Celebration of EGSA's 50th Anniversary continues...

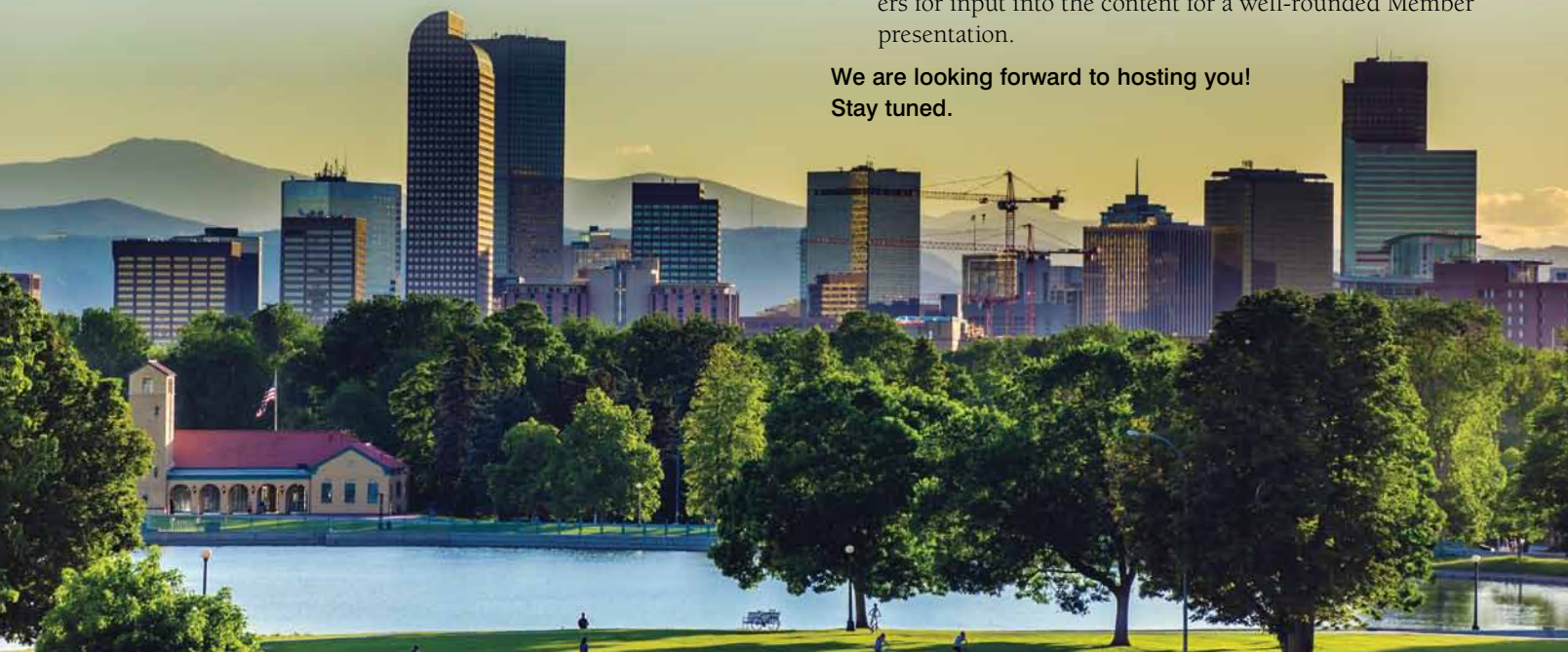
Whether you attended our Spring Conference or not, you'll be happy to note that we plan to continue our celebration of "50 Years of Service to On-Site Power" in Denver, during our Fall Conference.

The theme for the upcoming conference is "High Time for Power" and our speaker slate is filling fast:

Stay in touch, as we fill in the rest of the General Session agenda. Here are a few speaker highlights that have been planned thus far:

- Keynote speaker Sergeant Dakota Meyer, United States Medal of Honor Recipient and a veteran of the US Marine Corps, will lead off on Monday. Dakota is a NY Times best-selling author and is the first living Marine to receive the Medal since 1973. His presentation will address inspiration, motivation, courage, leadership, believing in yourself, doing what is right and what happened that day in Afghanistan to a true American hero;
- We have an exciting panel discussion planned on diesel fuel maintenance, polishing and storage with EGSA Member, Kurt Summers (Loadbanks of America), moderating. This panel will delve into some familiar topics and issues when it comes to Diesel; and
- Joseph Fiorita, of Caterpillar Inc., will provide an in-depth look at the On-Site Power Rental Market in North America. Joe has really done his homework, reaching out to EGSA Member colleagues at other major manufacturers for input into the content for a well-rounded Member presentation.

We are looking forward to hosting you!
Stay tuned.



1: Jeff Webb, Leroy Larson, Dave Kammerer, Nic Phillips 2: Mark Hall, Bethel Johnson 3: Don Panetta, Todd Lathrop
4: Brian VenHorst, Dan Bigelow 5: T. Lee Newton, Mike Flynn, Trish Levere 6: George Kuczenski, Tina Lanier, Ron Buck
7: Don & Claire Panetta 8: Kathy Bynum, Debbie Schilling, Justin McMahon, Kim Giles, Carla Powers 9: Herb & Nancy Whittall
10: Brian Berg, Mike Osenga, Rick & BB Morrison 11: Donna & Warner Bauer 12: Anil Ustun, Kris Korte, Marianna Garcia, David Griffin
13: John Woods, Maria Surprise, Rich Scroggins 14: Barb & Steve Stoyanac 15: Chris Nagel, Maureen & Al Powers



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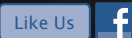
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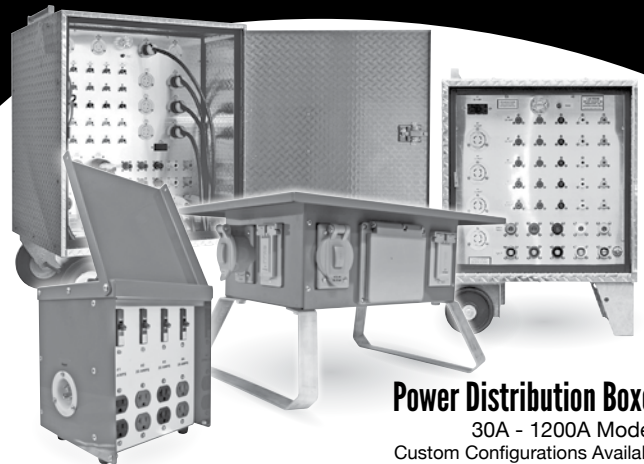
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How Power Generator Manufacturers Can Leverage the IIoT to Build Stronger Preventive Maintenance Programs

The industrial internet of things harkens a new technological age for equipment manufacturers. We look at how these changes affect the power equipment industry and open new opportunities for stronger service programs.

For power equipment manufacturers and dealers, quality product support is becoming one of the most important after-market success drivers. With stronger support programs and more vendors than ever to choose from, customers no longer want just a piece of equipment or a power solution...they expect a service experience.

In order to make the most of product support efforts and unlock growth after the initial sale, field service departments need to provide top-notch service encounters that show customers they're valued and their equipment is cared for.

With today's ever more connected and sophisticated technologies, such as the **Industrial Internet of Things (IIoT)** and **Machine to Machine (M2M)** connected equipment, service executives can take advantage of the valuable data their machines and equipment are producing, in order to unlock the quality service programs today's power generator customers are looking for.

The IIoT Promises to Transform Service as We Know It

The IIoT promises to be the most disruptive technological advance since...well...the Internet. Devices and equipment will be equipped with sensors connected through the Internet, where they can communicate and send alerts machine-to-machine, without human involvement.

John Ragsdale of Technology Services Industry Association (TSIA) highlights the IIoT as one of the top 5 areas impacting field teams: "today's increasingly connected technology creates opportunities for remote access, improving productivity and reducing onsite visits."

The ability to put sensors in all of your tools and equipment can yield a huge amount of data, which, for power generator service departments, can mean a total service operation redesign. Connected equipment and the influx in data the sensors deliver, will be especially transformative when it comes to how companies manage their preventive maintenance and customer loyalty programs.

From Reactive to Proactive: How Connected Equipment Will Guide Preventive Maintenance Programs

Research has shown that companies that maintain preventive maintenance (PM) programs out-earn companies that don't. Regularly renewable service contracts give service departments steady revenue that they can count on, not to mention the customer loyalty these regular interactions with customers build.

By using data from IIoT, field service companies can shift their business model from reactive responders to proactive

trusted advisors. In the past, if a piece of equipment or a generator broke, a technician would come and fix it, but there would be downtime. Now, sensors can be built into the equipment that indicate when repair is needed. That way, the equipment can be serviced before it goes down. Power equipment manufacturers can also shift their service strategy to be proactive, instead of reactive.

Practical Ways to Automate Service with IIoT in your Power Generation Manufacturing Business

There are many ways the IIoT has and will impact the way on-site power generation service companies work. Here are a few examples to get ready for:

- Repair Equipment Before Problems Occur**
 IIoT sensors in equipment signal when repairs are needed before problems escalate into more expensive issues. Instead of scheduling PM assignments at regularly scheduled intervals, sensors in the equipment will activate a work order automatically when a part isn't working right. As the work order is generated, the system will also order parts and schedule a preliminary service call. When the parts arrive, a service truck will be dispatched to the site to perform the PM. Each of these steps is done automatically in seconds and no human interaction is required.
- Automate Inventory Management**
 Over or understocking parts and inventory is a big expense for service departments. Through the IIoT, sensors connected to parts in the warehouse can trigger alarms indicating when to stock parts so inventory is always onhand. Think about the cost of a worker losing a tool. With IIoT, on-site power generation companies can track all equipment and tools.
- Analyze Big Data**
 With all the data IIoT sensors provide, manufacturers can analyze big data to improve business processes, and ultimately, the bottom line. Access to troves of performance information can inform equipment production best practices and guide power generator manufacturers to establish more effective preventive maintenance programs and service contracts.
- Auto-Inspect Equipment**
 Self-diagnostics and reporting sensors make late or forgotten inspections a thing of the past. Instead of sending technicians into the field to conduct manual equipment inspections, techs can log into the equipment's portal to inspect performance levels remotely.

- **Improve Scheduling Accuracy**

With IIoT sensors built into each component, schedulers can see who has inventory and use that information to make scheduling decisions so techs don't waste time returning to the warehouse to get the parts they need.

Schedulers now have real-time access to technician location and availability, they can optimize routing efficiency to get the right tech on the jobsite at the right time.

- **Track Vehicle Fleets**

By connecting your fleet of vehicles with IIoT sensors, you can collect information about how well a vehicle is functioning, which parts need replacing, and measure fuel efficiency... even how aggressively techs are driving! Having access to this information allows you to institute company-wide driving codes, which not only improve technician safety and decrease the risk of accidents, but also cut down on the wear and tear of driving too aggressively.

Addressing Challenges IIoT Brings to On-Site Power Generation

While we see IIoT infiltrating and shifting the power generation industry in the near future, it's not going to happen all at once. Many companies are skeptical and hesitant of IIoT advancements because it's new and there are still some kinks to be worked out.

Research Analyst at Gigaom, Adam Lesser, illustrates these challenges, first in terms of challenges of standards in IIoT, then, as those challenges relate directly to power generation.

Lesser points out security risks for power plants since they involve a number of different systems. These complex systems open themselves up to security breaches more than a simpler manufacturing plant.

Since there are a number of different systems with many levels it can be difficult to keep the data secure and siloed. Scalability can become a problem as well due to the complexity of the on-site generation systems.

Consumer IIoT is rolling out faster than industrial IIoT because consumer products have quicker product cycles than industrial applications. Industrial equipment requires greater complexity and coordination with other devices, so it makes sense that there will be more challenges and a slower roll out.

For power generation and other manufacturing and industrial industries, the implementation of IIoT is driven by the demand for long term improvements and operational efficiencies. In other words, manufacturers are demanding solutions to improve their business processes and IIoT is the future that will achieve those solutions.

Lesser affirms his belief in the potential of industrial IIoT in spite of its challenges: "These are, I believe, surmountable obstacles."

Conclusion: Preparing for the Future of Power Generation Informed by IIoT

While there are certainly challenges ahead and reasons to be cautious, we'll soon begin to see (if you haven't already) the benefits IIoT brings to power generation manufacturers. If you can add effective service and maintenance programs to your manufacturer business strategy in addition to the sale of generation equipment, you'll soon realize the long-term benefits of building a satisfied and loyal customer base.

Rather than needing to meet high sales quotas just to stay afloat, on-site power providers are discovering that loyal customers, gained through effective service and preventive maintenance programs, are easier to maintain and generate higher revenue in the long term.

As equipment sensors and data intelligence become more sophisticated, insights and alerts from connected equipment and devices through the IIoT will become the next standard in service. Will you have the tools at your disposal to meet that standard?

About the Author

Joanna Rotter is the Content Marketing Manager at MSI Data, a field service management software provider and creator of the enterprise field service app, Service Pro.



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Support the EGSA TOYA in 2015!

Our EGSA Technician of the Year Award Program got off to a great start in 2014!

Get ready to shamelessly promote your EGSA-certified colleague by nominating him (or her) for the 2015 EGSA TOYA!

Every one, at every level, wants to be recognized for doing a great job! The TOYA is THE capstone to any technician's career, inciting further personal and professional growth. Can you imagine the competitive advantage of having a TOYA winner on YOUR team?

The 2015 process is scheduled to kickoff as follows:

Application Period Ends:

July 15, 2015

Review of Applications Takes Place:

July 16 – July 31, 2015

Final Winner will be Notified:

August 1, 2015

The Rest of the World Finds Out:

During the exciting announcement in Denver, CO on Monday, September 14, 2015



ARE YOU A VETERAN OF THE ARMED FORCES IN THE POWER GENERATION INDUSTRY?

Would you like to learn more about the exciting world of onsite power through formal education?

The objective of the EGSA Raymond G. Russell Education Grant for Veterans program is to support our Nation's armed services veterans as they return from service, offer education in our industry and at the same time the opportunity to become engaged with our organization.

These annual grants are designed to provide qualified individuals with a full ride on all costs 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.

Eligibility requirements and submittal materials can be found on the EGSA Website: www.EGSA.org

Required submittal materials will include the following documents:

- Complete the EGSA Raymond G. Russell Education Grant for Veterans Application form
- Provide a typed cover letter and resume
- Provide a minimum of two military and/or business references including contact information
- Provide a copy of DD214 or equivalent to validate discharge status and service specialty

Application Deadline:

JUNE 30, 2015

APPLY TODAY!

Continued from page 8

class to Tuba City so we could reference their actual equipment comprising 3 paralleling units and 3 stand-alone units, all with different brands of transfer switches. What we teach applies to all makes and models that are present across the Navajo Reservation. The 5th Edition is a great reference book for any power generation class, but also a good reference book to have on-hand at facilities, like a hospital. Facilities management purchased a few extra copies to keep on-hand.”

From Tom Wein, Senior Service Training Manager at Generac Power Systems, Eagle, WI: “We find that *On-Site Power Generation* is an invaluable tool in our instructor toolbox. The book complements our curriculum by providing valuable generic information on the Industry and helps the technicians broaden their knowledge of On-Site Power. We use it extensively in homework assignments, and as the ‘go-to’ reference book. At the end of the day, the technician comes back with a broadened knowledge and skills to better perform in the field, thus making him/her a more productive technician in the long run. The new chapters and updates take this 5th Edition to a new level. It bridges the knowledge gap concerning important sections and upgrades, especially for relatively new technicians. In a 3-week period, the techs will have read or gone through the entire book and answered over 100 questions pertaining to On-Site Power. A true “Comprehensive Guide to On-Site Power, Congratulations, EGSA!”

Al Prosser, Director of Sales for Latin and North America, MTU Onsite Energy, Mankato, MN told us: “We have some pretty dog-eared copies of the earliest editions in our office. Every revision continues to add non-biased technical power generation information that can be used from sales, to engineering, to field service. Because it is such a constant, useful source of information for our staff, distributors and the On-Site Power Generation Industry as a whole, we were proud to, once again, be selected to contribute

chapters to *On-Site Power Generation*.”

The Advanced Rowley School of On-Site Power Generation that was held in Austin, TX in April was the first school where students received the 5th Edition and, of course, all future Rowley Schools will be issuing this edition to all who attend.

If you offer on-site power generation training for employees, distributors, dealers and end users, the 5th Edition will add considerable value to your program.

If your college or technical school offers On-Site Power Generation courses, this 5th Edition will be invaluable to your students.

If your enterprise has people involved in on-site power generation and you want them to be up-to-date on the latest technologies, you really should have this 5th Edition available.

Although this latest resource contains 20% more chapters, pages and most importantly, information, our EGSA Board of Directors decided to maintain the EGSA Member cost at \$125, the same price as the 4th Edition. We also continue to offer generous quantity discounts, starting at just 5 copies.

The Board also decided to offer the remaining copies of the 4th Edition *On-Site Power Generation: A Reference Book*, for a song! Take advantage of the economical price of only \$50/copy (plus shipping). Our hope is that students taking power generation courses, leading to Apprentice-level EGSA Technician Certification, will take advantage of this low-cost offering. This offer is on a first-come, first-serve basis, but when the order form on the webpage does not reference the 4th Edition any longer, the remaining copies have all been purchased.

For more information and to order your copies, please take a minute and visit www.egsa.org/publications for all the details, and please, let us know what you think! ■

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Basic Schools

~~Scottsdale, AZ - Feb. 10-12~~

~~Charleston, SC - Jun. 2-4~~

Minneapolis, MN - Aug. 11-13

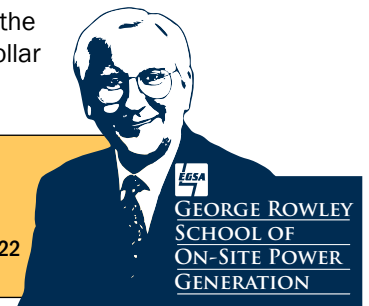
Las Vegas, NV - Dec. 7-9

Advanced Schools

~~Austin, TX - Apr. 20-23~~

Atlanta, GA - July 13-16

Salt Lake City, UT - Oct. 19-22



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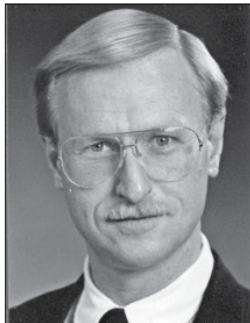
Don Becker

- Kohler Power Systems,

Carpenter Award Recipient, and EGSA President in 1999 - Active Member 1984 - 2002

Recalls Highlights from His 35 Years in the On-Site Power Industry.

Some people just end up in the right place at the right time! This seems to have happened to Don Becker more than once in his lifetime. Don was raised in Wisconsin, a stones' throw from Kohler Power Systems, where he ended up spending almost his entire career there in generator sales.



Don 'landed' a position as an inside sales representative at Kohler in 1968. He enjoyed the customer contact as a Sales Coordinator, and aspired to be a Field Salesman. In 1973 he was promoted to the rank of Area Sales Manager, located initially in Toledo, OH and later, just outside of Chicago, IL.

"Ten years on the road brought experiences and opportunities most people never have. Working across our entire product line, from small portable and RV generator sets, to large multi-generator set paralleled systems, expanded my knowledge of the On-Site Power Industry and of our large variety of customer types: distributors and dealers, contractors and consulting engineers, end users and Government procurement agencies. Travel is broadening, they say, but it also can take a toll on the family. I was ready for another change, to settle down," he said.

"In 1984, I accepted a position back at (Kohler) headquarters, to help put together a switchgear program. In a few more years (1988), I became Manager - Industrial Systems Sales, responsible for all distributor sales activity in North America. I held this title during most of my years as an active EGSA Member," he added.

"Gordon Johnson had been the Kohler representative at EGSA, starting in 1965 when the Association was founded. When I relocated back to Wisconsin, I also began to represent Kohler at EGSA. I became the 'Kohler guy' when Gordon retired and began working for EGSA directly a few years later. I was not alone. There were other Kohler people who attended most EGSA events, usually based on the content of the conference or convention."

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

Don Becker: "For me, that's easy: Gordon Johnson. I worked with Gordon at Kohler for many years and again later, while I served as a Director and Officer and he was EGSA's Technical Director. He was a brilliant Engineer and Manager, but more importantly, a man of great integrity and honor, a true gentleman."

What was your first impression of EGSA?

Don Becker: "Awe! Kohler was one of the founding Members of EGSA. In attendance were some of the top people in our industry, gathered together for the common good. I felt a little intimidated. EGSA Past-President (1989), Jack Powell, had been working with me at Kohler as a consultant, and at my first convention, he showed me the ropes and introduced me to the people he thought I should know. Being Kohler's EGSA representative for several years, was not only an exciting experience, but a humbling one as well."

What was the most enjoyable part of EGSA Membership for you, Don?

Don Becker: "I would have to say the good friends I made while a Member. Each year, I eagerly await delivery of the EGSA Buyer's Guide and remember fondly, the people that meant so much to me when I was active in On-Site Power. The recent conference in Jacksonville, celebrating EGSA's 50th anniversary, was a particular treat, with many old friends, and almost 20 Past-Presidents in attendance."

Did you ever aspire to be in a leadership position within EGSA?

Don Becker: "Not at first. I was just happy to be there, learning more about the business, meeting new people, trying to create relationships. But in 1992, I had a conference call with Tom Richards of Katolight and DeWayne Babb of Forces, Inc., asking if I would be interested in a position on the EGSA Board of Directors. I accepted and served, enjoying every minute of it, and when it was almost over, I really wanted more.

Then in 1995, I was contacted by Roman Gawlowski of Detroit Diesel Corp. who asked if I would join the Executive Committee. I had never made any inquiries about becoming an Officer, but I was very excited when I was asked, and readily accepted.

I became EGSA President in 1999. My years as a Director and Officer were probably the most enjoyable and rewarding 8 years of my entire business career. EGSA made significant changes and faced many challenges while I served, and I am proud to have been a Member of the leadership team at that time."

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?

Don Becker: "In 1994, the United States, Canada and Mexico signed a compact called the North American Free Trade Agreement, or NAFTA. By reducing some of the trade barriers between these countries, some EGSA Member companies saw increased sales opportunities and our organization saw a pool of potential New

Don Becker

- Kohler Power Systems

Members south of the border. Our idea? Translate *On-Site Power Generation: A Reference Book* into Spanish.

It was a huge undertaking, it took years to complete, and ultimately sold very few copies. Subsequent meetings featured red faces around the table whenever the subject came up, but at least we gave it a shot. I think there is a lesson in that.”

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?

Don Becker: “Generally not. Cathy worked at Kohler – that’s where we met. It was difficult for her to get away. She did join me for both conventions during 1999 when I was President, and to New Orleans in 1993 and Albuquerque in 2001.



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!

Don Becker: “My father taught me how to fish when I was young, and I continue to fish today. I have fished the Atlantic Ocean and the Gulf of Mexico, but I prefer the small inland lakes in Wisconsin. He also introduced me to golf, which I played for most of my life. I also used to have a large stamp collection, but my favorite hobby was woodworking.

These days, Cathy and I try to spend as much time as possible with our families, although they are scattered about. We have 7 grandkids between us, including a set of twin boys, all ranging in age from 13 to less than a year. As typical grandparents, we probably have a slightly more relaxed idea of discipline than their parents; we just want them to have fun at Grandma and Grandpa’s house, and have no problem at all sending them home to Mom and Dad, sugared up to their gills.

We are huge Green Bay Packer fans. In fact, we have been stockholders (owners) since 1997, and will attend the annual stockholder’s meeting at Lambeau Field in July with a few of the grandkids, and about 40,000 other green and gold clad, cheesehead-wearing fanatics.”

I have had Type I diabetes for over 30 years, and around the year 2000, complications began to become severe. I retired from Kohler in 2003 and went on Social Security Disability in 2006 after suffering a stroke. My kidneys stopped working in 2009 and I spent



Top: Palm Springs - 1999, the year Don was President. This photo was taken the night before Gordon Johnson accidentally fell into the pool. The green pool float was a gag gift commemorating the event! Don’s wife Cathy is also pictured on the right.

Middle Left: Talk about Throwback Thursday! This photo was taken in 1984 at one of Don’s first EGSA conventions.



Middle Right: Don and Cathy Becker at their cottage in Northern Wisconsin, 2003.

Bottom: Hittin’ the boardwalk at Ocean Drive - Cathy and Don on the boardwalk in Myrtle Beach, SC this past January.



almost 2 years on dialysis. Not exactly the way I envisioned life after retirement, but everything started to improve in 2011, when my next-door neighbor gave me one of her kidneys. My life has greatly improved since then. God bless that woman! (Remember our opening line ‘right place, right time.’)

Today the only title I have is “Grandpa”. Best job I ever had. We now live in Florida, although we still maintain a residence in Wisconsin, where we spend summers. I have a son and a daughter living in Myrtle Beach, SC, along with 4 grandkids, a daughter and granddaughter in Wisconsin, and stepdaughters in Wisconsin and Ontario, Canada and 2 step-grandkids in Wisconsin. Life is good!

I no longer am able to do some of the things I had anticipated doing in retirement, but I manage to keep busy, and enjoy life to the fullest. Today, I can fully appreciate all the gifts I have been given: a marvelous family, great friends and a career that brought additional good friends and the ability to travel extensively. While I doubt I’ll be around for EGSA’s 100th anniversary, and it might well be held on another planet, but if I am, and if it is, I would really appreciate an invitation,” he closes.

Thanks Don. We enjoyed seeing you in Jacksonville and will look forward to hosting you at the next milestone!

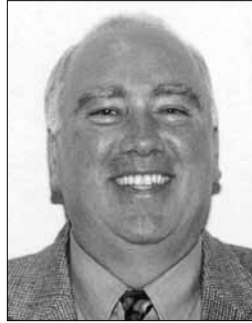
Charlie Gears

- Caterpillar, EGSA Past President in 2002

Active Member 1978 - 2003

Like the Cat that Ate the Canary, Our Gregarious 42nd Past President (who never met an engine he didn't like and always loves a good story) sits down after our 50th Spring Conference to set the record straight!

Charlie Gears is somewhat of a character. He is also brilliant (as in, 'burns brightly!'). He overshadows his aptitude and seriousness for his passions ('engines and all subjects mechanical') by being the funny guy. He also loves a good story and if you don't have one for him, he might just make up one for you instead.



"I really did have some fun times playing pranks over the years," he claims. "Especially persecuting our Executive Director, Jalane Kellough, with little stories to keep her on her toes," he teases. Charlie Gears has definitely made a name for himself with EGSA, and not just for his hard work and dedication to the organization...but, also, because he knows how to bring the fun!

Charlie is without a doubt, one of those 'work hard, play hard' types. Over the years, he has been the fabled president who was pulling pranks and livening things up. Our 42nd President didn't initially dream of a lifetime in power generation, but boy did that shoe fit.

"I joined the Navy during my senior year of high school and wanted to be a machinist, which I chose as an elective during high school. When I got to my first ship, I was asked to see a 33-year Warrant Officer, who said that he'd like me to work in his group, with a look toward becoming a Gunfire Control Technician (Weapons systems electronics).

I had worked in his group for several months, when he called me into his office and said that he was sending me to one of the Navy's best technical schools.

I spent the best part of the next 2 years in schools located in Bainbridge, MD, San Diego, San Francisco and North Island, CA too. I was immersed in electricity, electronics, optics, radar and both analog and digital computers, as well as nuclear weapons. For the remaining 4 and a half years, I served on 4 different ships, leaving the Navy as a 1st Class Petty Officer.

Upon return to civilian life, I spent from 1968 to 75 as a Field Engineer for various companies, getting used to married life and fatherhood. My wife, Mary, and I raised our two sons (now 50 & 51 years old) while I attended night classes at the University of Delaware, Goldey Beacom College and Kennedy Western Reserve University in math, technical and managerial subjects as family, time and travel permitted."

In addition to getting to enjoy Charlie's company in Jacksonville first-hand, we also learned a thing or two about him! For example, we learned that it was Charlie, not Leo LeBlanc, who was the mastermind of the rumor started many years ago in Acapulco (more on this story later). True to his roots of Delaware and his love of seafood, Charlie is the guy who thinks that no EGSA reception is complete without a big plate of shrimp on the buffet. He began his President's welcome address in 2002 by performing in silhouette, as Alfred Hitchcock would do on his television series. Finally, (though we could go on and on) Charlie was also EGSA President when the "Pig" went missing (you'd have to be current on preceding EGSA Time Capsule Interviews, such as Don Panetta's and Jack Rogers' to understand this reference) but, let's not get ahead of ourselves, suffice it to say, that Gears' reputation precedes him with a unique and colorful spin. Charlie admits that the Pig was given to him, upon completion of his term as President of EGSA. "It even had a few quarters in it, and they were probably mine," he laughs.

EGSA sits down with Charlie a few weeks after the 50th anniversary conference and you can hear the wheels turning over the phone. Here's how the interview went...

You've worked for several of our EGSA manufacturing members over your 50-year career in power generation. Would it be safe to say that you were meant to be in this industry, Charlie? Tell us about that...

Charlie Gears: In 1975, I got my initial power generation experience with O'Brien Machinery in Downingtown, PA. We assembled gensets, using various diesel and gas engines, as well as bought, sold and refurbished genset equipment.

At the time, O'Brien Machinery worked on every line you can think of from back then...Onan, Cummins, Caterpillar, Allison-Chalmers, Detroit Diesel, Clark Gas Turbine, Solar Turbine Inc., you name it, we worked on it. As the lead Mechanical Engineer, I got exposed to a multitude of manufacturers very early on. "I never met an engine I didn't like," Gears confides.

"In 1977, until late 2000, I went to work for Pritchard-King, later Pritchard Brown. As you know from Susan Brown's interview in the November/December 2014 issue of *Powerline*, she began going to EGSA Conventions around 1976. She had been to a few, prior to my starting with them, but I can really credit her (and Tom) for getting me involved in EGSA. My first EGSA event was in Orlando in Spring of '78.

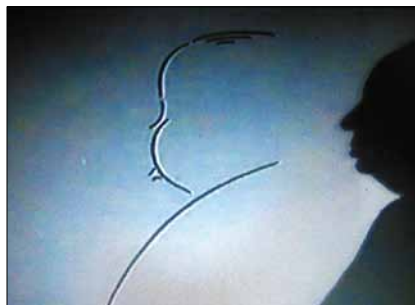
At Pritchard Brown, I worked as a Project Engineer, then Sales Engineer and Sales Manager. Next, I was promoted to Vice President of Engineering, Marketing and Sales and finally, Senior VP.

Charlie Gears – Caterpillar

After that, I relocated to Mossville, IL, for a job with Caterpillar. At that time, the Electric Power Group was housed there. Mossville, during those years, was a major office complex, with various divisions of the business represented there such as: electric power, finance, research and development, there was a lot there...In 2000, I worked with Caterpillar as an Service Engineering Specialist, Senior Engineering Team Leader and Manager of Enclosures and Mechanical Packaging, retiring in 2007.

I ended my career in power generation with Enercon Engineering from 2007, until my retirement in 2012. I worked as a Senior Product and Applications Engineer and Diesel Gaseous Fuel Systems Product Manager.

It was a great run and all of my employers through the years were active in EGSA,” he concluded.



Top Left: Not one to shy away from a challenge, here Gears joins a ventriloquist onstage at one of our earlier conventions during the Monday night entertainment.

Top Right: Gears always enjoys a good story! Here, Jalane Kellough and Charlie Gears recount a famous Acapulco story during our 50th.

Middle Left: “Historically, EGSA events looked a lot like they do today, just better food and drink,” Gears laughs.

Middle Right: Not one to back down, our body language expert (and keynote in Jacksonville) Janine Driver challenges Gears body language and meets resistance...shocking!

Bottom Left: Gears’ reputation as a jokester is still discussed. In 2002, he started his welcome address at the convention by performing a silhouette, as Alfred Hitchcock would do on his television series.

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

Charlie Gears: “Join a Committee and do not be afraid to contribute. I can attest first-hand. When I joined, I was encouraged to become active at the committee level. Tom Richards and Art Coren, among others, encouraged me to be part of the committees that interested me. They also imparted that the best way to really get something out of it was through participation and because you learn the organization from the inside out.

Over the next several years, that is exactly what I did. Looking back, it built slowly at first. I ended up contributing a chapter for the EGSA Reference Book on Enclosures in the 1st Edition. I provided several written presentations for *Powerline Magazine* about sound attenuation and enclosures. I was active on numerous committees like Codes & Standards, International Relations, Marketing Statistics and Governmental Relations.

Later, the EGSA Staff also encouraged me to get further involved from a leadership standpoint. I had personally never seen myself as a leader

until about 15 years into my membership with EGSA. It might have even been 18 years later, when I was nominated and accepted on the Board of Directors, but I have never looked back with anything but satisfaction, so I am glad it happened the way that it did.

Speaking of my term on the Board, one of my proud accolades for my wife Mary came from one of my years serving. It was at the time during our history, where the organization was very financially solvent. We began having discussions in our Board meetings on what EGSA should do with some excess cash that would have a great return on investment. I remember it was a year of planning sessions with the Board and Executive Board. Mary came up with an idea of starting a scholarship, and I mentioned it during the meeting that year. It took a couple of years to figure out all of the specifics and policies and rules, but later it came full circle, I like to brag that the original idea of an EGSA Scholarship came from my wife, and it was true too,” he confides.

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)?

Charlie Gears: “For me personally, I would have to say that it was during the Board Meetings leading up to bringing “young blood” into the executive ascension ladder. Here is the back story: Early on during my tenure with EGSA, the Association had started to resemble a ‘good old boys’

network to newcomers. The Association was run well and flourished but the Executive Board was generally composed of the founding Members of EGSA. They had started to realize this and took measures to bring in some 'young blood' to the ascension ladder.

Art Coren and Tom Richards began to mentor me, along with several others and I guess because of contributions and personalities, we started to pepper the Association hierarchy with a younger group and I was a part of that.

I think that the Board, during my time in office, recognized that we needed to get even more of our newer Members engaged, in order to continue the upward growth and trends that we were experiencing. It was time to seriously look at our future as I said earlier, I personally don't think the comparison to an 'old boys' network was accurate, but it was perceived by some as fact. I think the movement to get youth engaged was really was a great one...balancing the growth of the organization with status quo. It was refreshing and healthy for the growth of the organization.

I also think that sitting on the Codes & Standards Committee was a great example of people working together and leaving their branding at the door. Of course, we are all here to represent our companies and their interests, but there were several times on that Committee where we rolled up our sleeves for the good of the industry to produce a standard that was well-received and made good sense. I worked with a lot of competitors during my membership that I still have great relationships with because of the work we did together in EGSA. It forges a professional bond, as well as friendships that can really be lifelong."

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?

Charlie Gears: "I wanted to get on the ascension ladder, but was fearful of the time and energy that it might take, but the EGSA Staff, specifically the management team, showed me the specifics and the assistance that was provided by them and I ultimately rose to President. Jalane Kellough and her staff do a fantastic job for EGSA."

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

Charlie Gears: "My reputation is that I'm 'bad' (ornery), but very good at it. That being said, at a convention in Acapulco, I put out the word that Jalane was sunbathing topless on the beach. There was a stampede of men running towards the beach that followed and Jalane only saw the end of it and asked me where they were all headed. I told her the truth right then and there, but she thought that I was kidding. At the dinner that evening, many of the wives asked her 'was it true?'... a very memorable response from Jalane...She turned red and I got a punch in the shoulder! We still carry on this way; it is always fun!" I think of Jalane as a 'little sister' and good friend."

Can you recall a story on any of our products that might be impactful for a younger reader today?

Charlie Gears: "Well, mine will be more like a testimonial. I used *On-Site Power: A Reference Book* as a training aid for all of my Application & Sales Engineers. I would purchase the reference book, have each of them work with me to develop a list of the chapters that were most important in their day-to-day jobs and require them to study the material over time. During my day-to-day, I would monitor each closely, until I felt they were up to speed on the material. Eventually, once the EGSA Schools started ramping up, they would get sent to a school.

EGSA didn't hold 7 schools a year back then. It was relegated to once or twice a year, immediately before or after conventions, so that would provide me with about 6 months to monitor, quiz and test before enrolling them in a Basic or Advanced School."

If you could tell a member prospect one thing about your experience as a EGSA Member, what would you tell them?

Charlie Gears: "Do not fear getting involved in a committee that you are interested in. Everyone's input is valuable and your input might strike a chord with others and evolve into a worthwhile idea."

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!

Charlie Gears: "I am really into autosports. You name it, NASCAR, NHRA, NSRA & Goodguys R & C Association. I am active in our Homeowners Association and an all-around beach bum these days. That's about it! I spend a fair amount of time with my old cars. I had a nice '46 Ford that had a chopped top with show quality paint and 425HP of Chevrolet power (The only way that a Ford will run right!) I sold it when we moved back to Delaware in March of '14, but saw what I really wanted for sale within 2 miles of my home; a 1955 Chevy 2-door 'handy man' station wagon (NOT A NOMAD). It was unique and I've always liked 'wagons, but there aren't many with 2 doors. It has great paint and drive train, but is currently being contemporized with air conditioning, cruise control, wheels & tires."

Tell us about any EGSA Members that you feel mentored you through your years as an EGSA Member.

Charlie Gears: "Art Coren, Warner Bauer, Don Panetta, Leo LeBlanc, Don Becker, Herb Whittall and the late Tom Richards were major influences. They, along with their spouses have become lifelong friends as well."

Glynn Burchette

– Libby Corp, EGSA Past President 1993
& 1996 Gordon Johnson Lifetime Achievement Award Recipient – Active Member 1977 - 2000

From an Engineer in the 50s to EGSA President in the 90s, Glynn Burchette attributes his active membership in EGSA to the US Military and Encouragement from his Employer.

Glynn Burchette began his career in power generation as a young engineer in 1951, after graduation from NC State. He grew up in Winston Salem, NC, although originally born in Louisville, KY.

Right out of the gate, Glynn knew he loved to work on the mechanical side of things, starting with small gasoline engines, then motorcycles and later on cars. His first automobile was a 1950 Chevy 4-door Sedan.

Glynn's first engineering job involved testing and developing gasoline, diesel, Stirling, steam and gas turbine engines for use in military generator sets at the Research & Development Laboratories at Fort Belvoir, VA. "When I graduated from college, I knew I wanted to work on engines. I went into mechanical engineering, because the subject was more interesting to me at that time. As my career progressed, I got involved in electrical engineering and generator sets. This got me involved with several important and unique programs. A few examples include the Medical Unit Self Contained, a portable hospital used in Vietnam; the testing and development of Liquid Oxygen plants to support NASA; and the small man portable 10 kW gas turbine-driven generator set," he adds.

In 1953, Glynn was drafted into the US Army and served as a scientific and professional Engineer, working on various types of military equipment. He was honorably discharged in 1955. "At the time of discharge, I met my future wife Emily, who had the responsibility of signing my release papers," and "two years later, we were married."

Glynn continued to climb the ladder at Fort Belvoir, working his way all the way up to Branch Chief. He worked 27 years there and in 1978, he left the laboratories for a position as Chief of the Technical Management Division in the office of the Project Manager of Mobile Electric Power (PM-MEP). The primary task of the PM-MEP was to standardize and control military mobile generator sets for all 5 branches of the US Armed Services. A couple of years later, he was promoted to Deputy Project Manager.

Glynn retired from the government in 1984 and was hired by the Libby Corporation in Kansas City, MO, as the Vice President of New Program Development. Shortly thereafter, he was voted onto the Board of Directors at Libby. Glynn held this position for 16 years and retired again in 2000, after accumulating over 50 years with engines and electrical generator sets.

Glynn is one of only a handful of Members from our early years that remembers the Electrical Generator Set Marketing Association EGSM (our



first namesake more than 50 years ago). After EGSM/EGSA was established, it turned out to be the perfect way to assemble the right manufacturers to assist the military in obtaining quality generator sets needed to accomplish their missions.

What years were you active in EGSA, Glynn?

Glynn Burchette: "I started attending meetings at EGSA sometime in the mid to late 70s as a representative of the US government. However, I was familiar with the Association from the very beginning in 1968, because of my activity with Solar Corporation and my association with the Project Managers Mobile Electric Power office (PM-MEP). Back then, the PM-MEP participated in EGSA activities. During my years with EGSA, I was very active on the Government Liaison Committee and the EGSA Board of Directors, working my way up to President. I also stayed active until 2000 when I retired.

Emily and I have come back on several milestone occasions to celebrate with my colleagues, including EGSA's 50th year celebration in March 2015."

Were you a member of any particular EGSA Committee?

Glynn Burchette: "Yes, I was very active with the Government Liaison Committee and Co-Chaired it with Ray Wood, up until I retired. I was responsible for setting up the speakers for our Committee meetings and coordinating Military Specifications and Standards for committee review.

During this timeframe, I played a major role in setting up the Electrical Power Fair (in 1985), and the Power Fair (in 89"), and Electrical Power Environmental Control Shelters EXPO (In 91'), and SYNERGEX EXPO (in 1993). I would like to point out that there is no way that I could have participated in this Committee and performed the work that was required to make the EXPOs successful if it were not for the full support of my employer, Libby Corporation, and the PM Mobile Electric Power.

Tell us about your hobbies and interests, Glynn.

Glynn Burchette: "While living in Virginia and also in Florida, Emily and I had many great experiences traveling across the United States in our motorhome. We live in the Villages, FL and have had several great trips with their RV club. We sold our rig about 3 years ago, but still miss the thrill of RVing.

I love to do woodworking and in the past, have made several items of furniture which are in our home. I have also had interest in leather work and have made several items for ourselves and our children along the way.

Speaking of our children, we have 2, Michelle and Glynn Jr. As of 2015, we now also have 7 grandchildren and 6 great grandchildren.

Fishing the shores of the Outer Banks of NC and hunting deer and turkey on the farms in VA, as well as playing golf in the Villages have each been relaxing sports for me at different times. I also used to really enjoy water skiing. I was an avid water skier in my younger years. I still enjoy boating though.



Top Left: The Burchettes aren't quite old enough to remember the Wild West, however they seem to fit right in for this Pinnacle Peak Patio photo in Arizona, in 1985.

Top Center: Emily and Glynn in their 'jetsetting' days with the President of Libby Co., H.L. Libby, traveling in his private jet.

Top Right: Talk about 'meant to be'! Glynn married Emily in Alexandria, VA in 1957. She was the girl who ultimately accepted his military discharge papers two years prior.



Middle Left: The Burchettes love to go cruisin' in their 65' VW Beetle with other car enthusiasts once a month.

Middle Right: Glynn and Emily have been married since 1957. While they will celebrate their 58th anniversary this year, here is a photo of them enjoying their 50th in Colorado in 2007.

Bottom Left: Old habits die hard. At EGSA's 50th Spring Conference in Jax, Glynn (center) joined Mark Steele (far left) and David Lieberman (far right) at the Government Relations Committee meeting.



Bottom Right: Glynn and Arthur Coren at the podium in 1996, when Glynn received his Lifetime Member status.

I'll tell you one thing that I still enjoy doing, and that is Cruisin'...in the Villages. On the 3rd Saturday of the month, a group of antique car enthusiasts (about 200) get together for a nice event to show off their vehicles. Emily and I own an 'off shade' white 1965 VW convertible Beetle, that we enjoy showcasing and riding around in along with our car enthusiast friends."

Did you bring your spouse to EGSA events?

Glynn Burchette: "Yes. Emily started attending conventions with me sometime around the late 70s. She participated in the programs with the spouses and guests at all of the events that she attended. She also attended each of the EXPOS and assisted in the preparation thereof. She made friends with many of the spouses and even though we're retired, she still remains in touch with several of them.

I have to say, one of the things that I really wanted to communicate in this interview is that back in my time as an active Member of EGSA, Emily did a lot of work behind the scenes to support me. Many of the wives of EGSA leaders have given their support of the job at hand. From typing, listening to presentations, to being a sounding board and hosting,

etc. I would like to say something nice to all of the spouses for supporting the work of the association. Their participation was greatly appreciated. They are the unsung heroes."

Who was the most influential person in EGSA at the time when you were active?

Glynn Burchette: "This is a tough question, because there were several people (in EGSA and the Industry) that were a very big influence on me. John Ford, EGSA Past President (1971 - '72), gave me guidance on the benefits and functions of our trade association, even before I became a Member. He and I worked closely together in the 1960s on government development programs, while he was with Solar Corporation and I was with the government. John also was the one who encouraged me to become a part of the Government Liaison Committee, which served me greatly.

Another Member and friend, EGSA Past President, Herb Daugherty, helped me transition smoothly through the steps within the Board of Directors, and into to the Executive Committee, that ultimately led to my term as EGSA President in 1993.

Glynn Burchette

- Libby Corp

My third notable mention was H. L. Libby, owner and the CEO of Libby Corporation, along with the Libby President at the time, Jim Brettell. They gave me their full support of my activities in EGSA and encouraged me to work my way up to President.”

What was your first impression of EGSA?

Glynn Burchette: “As I said before, I was aware of the Association from its inception. I recall that I was highly impressed with the various Committees, specifically the Government Liaison Committee. All the Members were very attentive. They participated actively in the programs and were willing to take part in future programs. When we had the EXPOS and SYNERGEX, all the EGSA Members seemed to pitch-in to help...not only to display their equipment (which also helped greatly).

The thing that I enjoyed most was actually the work! I was heavily involved with the pre-planning and execution of the EXPOS and SYNERGEX...these were key events for EGSA and were very well-received by the military.

What is an EXPO, you might be asking? An EXPO was an EGSA event which allowed the government to see the wares of our Industry in one place. It also gave them a forum to tell us what they wanted in the way of power generation equipment.

EGSA Members would collectively exhibit and show their equipment... from switchgear, to electrical components, loadbanks, gensets, alternators, you name it. We had them in 1985, 1989 and 1991. In 1993, we held SYNERGEX in San Antonio, TX. I recall that we filled that Hall full of equipment. There were distributors from all over the country and even back then, almost 300 attendees came. We named it SYNERGEX because of the synergy we were supplying to the military and of course, a nod to the power, or energy.” I actually came up with the name,” Glynn reveals.

Did you ever aspire to be a leader in EGSA?

Glynn Burchette: “Since I was employed by the government, I joined the Government Liaison Committee to feel out what the Members wanted from us and how I could help bring the two (our industry and the military) closer together. After a short period working closely with the Chair, Ray Wood, I became the Co-Chair. Together, we accomplished many successful programs to help the industry understand what the Government needed.

In 1988, Tom Richards (of Katolite and also Past President 1988) convinced me to serve on the Board of Directors. Then, in 1990, I was elected to serve on the Executive Board and in 1993 I became President. I really enjoyed working with the membership and with the EGSA Staff, during my years of service.”

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

Glynn Burchette: “Wow!!! What a loaded question. It would be hard to beat the accomplishments that have been achieved since I retired 14 years ago. The present Staff has done a superb job.

Keep up the good work and keep all those committees working hard, because they are the heart of EGSA.

If I could tell a prospective Member one thing about my experience as a Member, I would tell them to join and become a leader in the Committee of their choice. Don't be a PAWN, be a LEADER. That's what EGSA Committee are all about, having a voice and using it!”

We enjoyed our chat with Glynn and hope to see more of our 29th President at future events. We also noticed that he signed up for, and attended, the Government Relations Committee while in Jacksonville.... old habits die hard!

Thanks for sharing your memories, Glynn!

Paul Dolinar

– Synchro-Start, EGSA Past President 2000

Active Member 1984 - 2006

Our 'Turn of the Century' EGSA President, Paul Dolinar, Discusses his Membership and How EGSA Met His Expectations for Value Through the Years.

Paul Dolinar is EGSA's 36th Past President, serving as President in the year 2000. While that seems like such a short time ago, think back to the current events at the time. Y2K had been looming over our heads for more than a year. The sky didn't fall when we rang in the New Year, but the times were definitely changing.



Born and raised in Cleveland, OH, Paul graduated from St. Joseph High School and attended the University of Dayton for 2 years. This was followed by 3 years in the US Army, serving as a Non Commissioned Officer (NCO) in the Signal Core with computer maintenance responsibility for a missile fire distribution system.

When Paul returned from serving his Country, he went back to school, graduating from Cleveland State University with a BA degree in Economics and Psychology. Later, he went on to earn an MBA from Lake Forest College.

Paul's first job was with Euclid Inc. a division of Daimler-Benz and a manufacturer of large off-road mining trucks. While there, he was the Manager of the Marketing Department and became involved in association activity, serving as the Chair of the Earthmoving Statistical Advisory Committee for the Construction Equipment Manufacturers Association.

In 1981, Paul left Euclid and relocated to Chicago, IL for an opportunity with International Harvester Construction Equipment Company as their Manager of Market Research. After 3 years in Chicago, he accepted an opportunity with Synchro-Start Products Inc., where he continued the rest of his career, eventually becoming Vice President of Global Sales and Marketing.

SSPI was the world's leading manufacturer of actuators and speed controls for diesel and gas powered engines, many of which are used by EGSA Member firms for standby power generation applications. "Participation in EGSA was not only a personal opportunity for growth, but also a means to work on opportunities with many of our power generation customers," Paul explains. Near the end of Paul's career, SSPI was acquired by Woodward, where he finished his career for the last 5 years, before retiring in 2009.

Paul and his wife Olga are retired near Knoxville, TN, on Lake Tellico, where they are active in home remodeling, woodworking and

carving, golfing, boating, community activity and entertaining numerous visitors.

Olga was an active spouse in attending the majority of the EGSA conferences throughout Paul's career. She always looked forward to reuniting with many of the EGSA friends that she made personally through the years.

The couple has 2 sons in Chicago, with a combined 6 grandchildren. "Considerable time is devoted to the children and grandchildren, providing important things like home improvement project support and babysitting services," he laughs.

Paul joined EGSA in 1984 and remained active until approximately 2006. He served on the Board of Directors from 1994 to '97, and the Executive Committee from 1998 through 2000. He was a member of the Conference & Communications Committee, however was most recognized for his ten years managing our EGSA golf tournaments. Some of his most memorable moments stem from the rivalry between the golf and tennis members during the awards presentations at the closing reception ceremonies.

Paul and Olga were able to join EGSA to celebrate the milestone for our 50th anniversary. They were both on hand for the festivities and got to rekindle several of their personal and professional acquaintances with fellow retired and non-retired members.

And with that, we begin our interview...

Were you a member of a particular Committee? If so, do you have a particular story you would like to share about that experience?

Paul Dolinar: "I had been a member of the Conferences & Communications Committee. The primary responsibility of the Committee at that time was to recommend future conference location sites, set the theme, secure the program content and to identify and screen selected speakers.

It was always a challenge to obtain outside speakers. Our Committee would typically turn inward, to our fellow EGSA Members, to fill the presentation times. Synchro-Start had been an early entrant into the Chinese market. Therefore, I thought it would be valuable for our General Manager, Pat Cavanagh, to provide a presentation on the challenges of entering the Chinese market.

Pat was very creative and thought it would be impressive to open the presentation with a brief conversation with our Chinese Sales Manager in Chinese. The only problem was that Pat did not speak Chinese. This didn't deter Pat; the presentation went on as planned with our Sales Manager, Eric Yen, speaking in Chinese and Pat responding in several nonsense syllables and noises. Groaning, moaning, whistling and snorting...to the untrained ear, I am convinced to this day that several Members think he is fluent in Mandarin. Sorry Pat!"

Paul Dolinar

- Synchro-Start



Top Left 2 images: Paul has taken the art of woodworking to a whole 'nother level. These are a couple of his masterpieces, a completed carousel horse and a giant giraffe currently in progress.

Top Right: Family comes first... Paul and Olga enjoy spending time with their kids and grandkids!

Bottom Left 2 images : Paul and Olga also enjoy traveling in their retirement; here they are enjoying a recent trip out West.

Bottom right: Paul and Olga, along with Gary and Darlene Kidwell, enjoy an EGSA function in the late 90s.



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.

Paul Dolinar: "Olga attended the majority of EGSA Conferences with me. Over time, she was able to establish her own lasting relationships with numerous spouses. Her involvement was crucial in making my overall experience with EGSA as meaningful as it was. I recall during one of the Conferences in Cancun Mexico, she demonstrated her leadership capabilities, encouraging the other wives to join her and go topless if the husbands could not get their eyes off the topless beach. In a panic, the other husbands quickly agreed to move the party off the beach and back closer to the kiddie pool."

It is funny to also recall that as our group made their way back to the kiddie pool, we did run into several of my colleagues, fellow EGSA members, who seemed to be in a rush to get on the beach to look for sea shells for their grandchildren. With memories like this, we would both look forward to upcoming Conferences and reconnecting with friends. Through dinners and side trips, our relationships grew stronger and even into retirement, we remain in contact and visit each other during our travels. We both found the friendly and warm environment within EGSA was conducive to establishing these long lasting relationships and that was difficult to find in other business activities."

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

Paul Dolinar: "Throughout my career, I have always enjoyed home improvement and woodworking projects. Using these skills well into my retirement, I committed to get involved in wood carving. Searching the internet one day, I stumbled upon a wood carving school in SoddyDaisy, TN (near Chattanooga) specializing in full-size carousel animals."

Within my first year of retirement I began work on a full-size carousel horse as a gift for Olga for our 40th anniversary. Well, 2 years later with approximately 1000 hours of chipping, sanding and painting, I produced my first piece called 'My Girl'.

Encouraged by the results, I started a full-size carousel Giraffe that is today approximately 75% complete. People from all walks of life and locations throughout the country attend this school. The diversity of the group (from machine shop operators to plastic surgeons) makes for a very rich work environment.

In addition to the carving projects, I spend a considerable time doing remodeling projects for my two sons in Chicago, as they plug away, working hard to support their growing families.

What was your first impression of EGSA?

Paul Dolinar: "In 1984, shortly after joining Synchro-Start, I was reported to Don Fox, the Sales Manager, who at that time was an active Member of EGSA. At that point in our history, we were introducing more social functions to the Spring Conference, and the golf tournament became my boss's responsibility."

Due to back issues, Don had to ask me at the last minute to attend EGSA's Spring Conference at Inverness and run the tournament for him. Not knowing anyone, I thought it would be difficult, however, I remember being pleasantly surprised at how warm and helpful my colleagues were. It was a very friendly group of professionals, from all walks of life, truly enjoying each other's company.

Company owners, CEOs, Presidents, Managers and sales and technical people all working together, ignoring any difference in position or status. This was something that I would come to find encouraged me to become more personally active and committed to the Association over time.

The spouse attendance and involvement was also attractive and different from other business activities I had been involved in to that time. The golf tournament went well, and then I found I would have to get up

in front of the members at the closing banquet to present the various awards. Early in my career and not used to public speaking, it was unsettling getting up in front of such a large group.

The Members were very responsive, understanding and made me feel very welcome. As it ended up, I continued to handle the golf tournaments for the next ten years with EGSA.”

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

Paul Dolinar: “In my mind, EGSA is made up of both social and work developmental opportunities. By this, I mean the various social activities provide many chances over the 3-day period for networking and identifying new business possibilities within the industry. Development of personal contacts throughout my involvement with EGSA resulted in numerous sources for sales and technical information, which greatly supported my global sales responsibilities.

In addition to the social outlet, there are work and growth opportunities too. These opportunities are available through involvement in Committee activity and Association projects. I always thought the Committee activity to be the backbone of EGSA; this is where the work gets done by providing valuable services to the Members, as well as the entire Industry.

In Education, Standards, International Marketing, Government Relations etc. there are many opportunities for personal growth. Learning to work in a committee, and eventually move into a leadership position provides skills, which will be used throughout your career.

As you advance, exposure and performance can lead to a position on EGSA’s Board of Directors, and eventually movement up to the Executive Committee. Many of the skills I needed to succeed in my career were obtained through involvement in EGSA social and committee activities.

When I joined EGSA, I was a New Product Manager, volunteering to manage a golf tournament and I ended my career having been President of EGSA and Vice President of Global Sales and Marketing for Synchro-Start Products Inc. I have little doubt that the skills developed through EGSA involvement were instrumental in what I achieved in my career. I should also mention, even in retirement, my activity in EGSA led to my current position as a Member of the Board of Directors for EGSA Member firm, Basler Electric.”

Did you ever aspire to be in a leadership position within EGSA?

Paul Dolinar: “Joining EGSA early in my career, I had no intention or level of confidence to aspire to be in a leadership position. I think the key was to just get involved and grow by accepting greater responsibilities along the way.

Working with the Golf Tournaments was a starting point which led me to greater responsibilities within the Conferences & Communications Committee. Volunteering to do several presentations and introduce other speakers over the years, led to further personal growth and career exposure.

Over time, I was asked to be on the Board of Directors, which provided more challenging problems to solve and once again, opportunities for leadership growth. The final step was to the Executive Committee, which has a major impact with responsibility for setting the strategic direction for the Association.

Each step required accepting additional responsibility, but with years of prior experience, the challenges became less intimidating. Even with

the President’s position, the candidate has approximately 3 years to observe and learn about the responsibilities of the position, before taking office. So getting back to the original question I never aspired to be in a leadership position, but I did aspire to volunteer, contribute and grow. I believe the key is to get involved’ and see where it takes you.”

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

“There are many things to enjoy about EGSA. As I mentioned, all the social activities and committee work, I found very rewarding. I enjoyed the attitude of the membership, while coming from all walks of life and levels of success treated each other with mutual respect and little, if any, favoritism.

New Members were always made to feel welcomed and encouraged to participate, which accounts for the growth of the Association over the years. I enjoyed the establishment of the Scholarship Program and the creation of the Rowley Schools, which benefits the industry and so many deserving individuals as well.

I thoroughly enjoyed all the humorous situations which took place between the golfers and tennis players during the closing banquet awards presentations. However, the thing I enjoyed the most was observing the individual personal growth of numerous association Members over the years. These were the ones who contributed on a regular basis, and were always able to deliver. At the same time, many of these individuals would go on to mentor younger Members, providing direction and encouragement for their growth. This is what truly makes EGSA great!”

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

From the time I became involved with EGSA, I have seen the transformation from a group of Members forming an Association focused on survival, to a phase of growth and then finally one of giving back to the industry and community through education programs. I believe this trend should continue through the development of new programs.

As noted earlier, my most memorable times from EGSA include the establishment of the Schools and the Scholarship Program. Education is a key area for continued long term growth. The impressive increase in membership should provide greater financial capability for additional investment in this area. Increased use of the internet could eventually result in the development of online certification programs, to continue addressing the educational needs of On-Site Power. Using this format would also provide greater international exposure and additional opportunities for offshore membership growth.

Whatever lies ahead will be based upon the continued contributions of our members and support of a strong EGSA Staff. During the recent 50th Anniversary Conference in Jacksonville, I was pleased to find how much EGSA had grown not only in membership, but also in innovative new program features. I sat there wondering why we didn’t think of that. I am sure 50 years from now someone will be having the same thought.”

We certainly enjoyed our interview with Paul and hope that he (and Olga, of course!) will come back to host a golf tournament or two in the near future!

John Hawkins

- Powertherm Co.- Active Member 1979 - 80, 2002 - Present

Looks Back on 45+ Years in the Business of Noise Reduction, Heat Recovery, Catalytic Converters and the Exciting, Competitive World of Reciprocating and Turbine Engines and their Applications.

John Hawkins is Engineering Manager for Powertherm Co. of Houston TX. Powertherm is a major distributor and manufacturer of Engine accessories specializing in noise and emissions control systems. He works from a home office in Longview TX. He is a straight shooter and an engine guy...literally (on both counts). Don't



expect a 'sugar coating' from this gruff Southerner, because you will be betting against yourself. Originally from Kilgore TX, John's father was an inspector for the Texas Railroad Commission, Oil & Gas Division. The second World War was about to break out, and so he moved his young family to Waskom, TX with the opportunity to work as a Superintendent of a natural gas processing plant. "In 1950, my father moved the family just north of Shreveport, LA, where we went into the farming and cattle business, raising cotton, soybeans, corn, cows, popcorn, you name it, on about 1200 acres" John laughs.

Young John Hawkins had gone to Louisiana Tech University, but he had to drop out during his senior year to come home and take care of the family business. As with most severe economic times, relocations happen when a good opportunity comes along and through a friend, John got a position with Caterpillar at the Tech Center in Mossville, IL, where he completed his Engineering Degree course work at Bradley to graduate from La Tech.

"Well, that was 1967 and I loaded up a U-haul and headed North," he furthers with a chuckle, but he is serious, "Came back a year later, and picked Lessie up. Spent 3 years there, 2 working in gas turbine engine development and the third, I worked on natural gas spark ignition engines. When I originally went to work at Cat, I was supposed to work on a diesel engine project, until they told me that position wasn't going to work out. I remember thinking, 'my God, have I moved 800 miles for nothing?'"

He continues, "So, I was told to go see Mel Eide in the Gas Turbine Division and I am really sick inside. I tell Mel that I've worked my whole life on reciprocating engines, but know nothing about a turbine. I distinctly remember what Mel told me, he said 'Don't let that bother you one bit, John. They spend all day jumping up and down, and we spend our day going around in circles.' After that, Mel and I became lifelong friends. The last time I saw him was in 2012 in Peoria while driving to our EGSA Fall Conference in Milwaukee, WI. It was another great EGSA moment for me to catch up with old friends."

John continues, "In 1970, I left Cat and went to work for Maxim Silencers at AMF Beaird in Shreveport. I recall Lessie was working in Peoria and some friends took her out for a going away dinner. She called about 11 PM and told me, 'I can't get the car started.' The car was only a couple of years old, and when I went out to take a look, it was 18 below zero, and the wind picked up to 40 miles an hour, gusting to 50.

I used every trick in the book, but it still wouldn't turn over. We left it there, hoping someone would steal it. Rosseter Ford sent a wrecker out the next morning and pulled it into their shop. After a little warmth soaked in it, the car was fine. The following Saturday, we got to about an hour south of Little Rock AR, and stopped to eat and get some rest. We looked at each other and decided right then and there to never be cold again. It had been below zero the previous morning in Illinois and here we were in Shreveport a day later, and it was 74 degrees."

With Maxim, I worked in design engineering and developmental work for waste heat recovery systems and co-gen plants. I left them in 1980, and then came back around 1986 and as Product Manager. My friend and fellow EGSA Member, Warner Bauer, of Kickham Boiler, and I became competitors around that time."

John has his Professional Engineer license (P.E.) in Mechanical Engineering. "However, I worked more in the engine side and heat recovery, which is more closely associated with onsite electrical power...until they'd get in trouble for noise or for the emissions on a project," he laughs. "Then, I am also into emissions equipment, catalytic converters and such."

Here is where the interview picked up following our Spring Conference in Jacksonville.

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

John Hawkins: "I would like to see continued, increasing involvement in all technical aspects of the Industry, which promote greater safety and performance for the public which we serve. The issue of the Engine Exhaust Silencer rating document was a further step.

The concern of lives lost each year due to CO emissions needs to be addressed, beyond placing a sticker on a product. When was the last time you personally read a warning label on a product? It is my opinion that if our Industry does not act in a definitive manner, government regulators will possibly impose very restrictive rules on us."

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

John Hawkins: "By getting involved actively in our EGSA Committee work. This has the potential to build relationships with others in our industry and more importantly, contribute to the overall continuing improvement of the industry."

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)?

John Hawkins: “The work that I was deeply involved in, early on, that ended up producing the initial Recommended Practice, relative to a grading system for engine exhaust silencers, is one that stands out in my mind.

For over 40 years, there had been a problem of one or two manufacturers attempting to dominate the writing of the standard practice, so that it would parallel their particular ratings to the disadvantage of their commercial competitors. With EGSA being the medium for this effort, any attempt to do that was quickly stopped, with the understanding that it was to be a document to benefit On-Site Power. The result was cooperation from all contributors to write a document that was not prejudiced toward any particular product. That spoke volumes about our Association.”

What have you enjoyed the MOST about being a Member of EGSA?

John Hawkins: “I have most enjoyed the opportunity to establish new relationships with EGSA Members and to also continue to renew and maintain long term relationships. I have also appreciated the opportunities for inclusion of spouses in our EGSA Conference activities.

Lessie has had the opportunity to meet and know other ladies, who also look forward to the semi-annual activities. We really enjoy the opportunity to renew and maintain our friendships as well as establish new ones. One great example of this is our friendship with the Bauers, Warner and Donna.

As he (Warner) and I both agree, for years we have – at times - been fierce competitors in the market place. However, we have always main-



Top left: John and Lessie are regulars on EGSA’s Third Activity that we host in most cities. Here they are enjoying the Pikes Peak Cog Railway the last time our group was in Denver!

Top right: How about this for blowing off some steam? Here’s John with a

steam vent silencer he designed for a mini-utility in north Texas.



Middle left: John is a trombone player for his church orchestra, playing a King 2B. This photo was taken at the Mobberly Baptist Church Christmas Concert in 2014.



Middle right: John and Lessie have three grandsons and two granddaughters, here are a few of the grandkids with Grandma and Grandpa at Christmas.

Bottom: “Why I Don’t Mess with Lessie” - Shooting John’s XDM .45ACP and coached by son-in-law, Bob Babbitt.



tained great respect and admiration for each other. EGSA provided the venue for maintaining that relationship, and as a bonus, Lessie and Donna have become good friends who look forward to the opportunities to get together.

Some of the additional relationships we have maintained directly resulting from EGSA involvement include (among many others) Herb and Joan Daugherty, Herb and Nancy Whittall, Walter and Abby Petty and Mike Witkowski, to scratch the surface.”

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?

John Hawkins: “I have served as Secretary, Vice Chair and Chair of the Technical Standards Committee. On at least 2 occasions, I have been nominated for Board of Directors, but the timing wasn’t right. I would appreciate the opportunity to serve and to contribute to the further benefit of the Association, if the opportunity arises again.”

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

John Hawkins: “You will have the opportunity within EGSA to make contributions to the industry that provides a livelihood for you and your family. It is a responsibility that should be taken seriously.”

John Hawkins

- Powertherm Co.

Were you a Member of any particular Committee? If so, do you have a particular story you would like to share about that experience?

John Hawkins: "In 2002, when I became active again, I immediately became engaged with the Technical Standards Committee. At the first meeting, I volunteered to take notes and even became the Secretary of the Committee. When asked at that time, I responded publicly that I hoped to see EGSA accomplish the writing of a technical standard relative to Engine Exhaust Silencer Performance. It was badly needed; although resisted by many. Eventually, that mission was accomplished and we can all share in the glory. Never give up on something that you believe in!"

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!

John Hawkins: "I have been involved, at the volunteer level, in ASME (American Society of Mechanical Engineers) International activities since 1974. I am currently a Life Member and a Fellow with that organization.

Previously, I served in every office of my local Section as well as on our Regional Operating Board. When ASME reorganized in 2005, I became the inaugural District Leader (DL) of District E, that included 9 states, ranging from Louisiana and Arkansas, West to Wyoming, Utah and Arizona, as well as the Nation of Mexico. As such, I was one of ten DLs worldwide.

Lessie and I have 3 daughters. Lee, our eldest, is a registered nurse, located near us, in Longview, TX. Our second child, Pamela, is in sales and District Manager of a commercial flooring company that is responsible for Northeast Texas & Northwest LA. Our third and youngest, Margaret, is married and lives on the northwest side of Dallas and is raising 2 daughters after being Personnel Manager of a firm in Ft. Worth, TX.

When our girls were in elementary school, I was involved in the YMCA Indian Princess Program, at various times serving as the "Tribe Chief" and eventually Chief for the entire Nation at Shreveport, LA.

More personally, I have been a part of the Bass Section of my Church Choirs in Shreveport initially and then, in Longview. In Longview, I have been a Member of our Church Orchestra, playing my now 58-year old trombone. It is a King 2B, which happens to be the horn played by both Tommy Dorsey and Glen Miller. Unfortunately, in my hands, it does not sound like either.

I own several firearms and enjoy taking grandsons, daughters and sons-in-law to shoot pistols and rifles at the East Texas Pistol and Rifle Club Range near Kilgore, TX.

Another pretty important accomplishment happened while I was the Manager of Engineering for a truck and bus exhaust systems company. I served on the nationwide Heavy Vehicle Exhaust Emissions Committee, and as a part of a Society of Automotive Engineers (SAE) Task Force, helped draft a standard for the inspection of truck emissions at state line weigh stations."

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?

John Hawkins: "Lessie has accompanied me to all EGSA meetings since the 2002 Fall Conference. She has made many friends at these events and keeps in contact with 'the girls.'

Currently she is already looking forward to our being in Denver this fall and San Antonio next spring. The friendship and camaraderie of that group has been amazing over the years. I think it was most evident to me when we attended an EGSA meeting in Atlanta, GA some years ago. This was a short time before Lessie had a complete knee replacement and she figured that she would not be able to really participate in the arranged bus tour of the city. Well, that was not to be. Arrangements were made by the ladies and EGSA to have a wheel chair onboard the bus. At each stop, she was seated like a queen and 'chauffeured' through all the stops. It really meant a lot to her (and to me) that this 'extra' step was taken by EGSA Staff and the ladies on the tour.

With mixed feelings, I must also note that for several meetings, the ladies were all presented with Swarovski Crystal necklaces as a gift upon arrival for the meetings. In Milwaukee, I found myself driving Lessie (and 2 or 3 others to remain nameless) to the local Swarovski retail outlet to look for matching earrings. Lessie came away with 3 sets to match that necklace from the meeting, as well as the 2 previous meetings. I came away about \$400.00 lighter. Oh well, such is the life of a husband."

EGSA was glad to sit down with John Hawkins for this interview, and you can do the same, as he and Lessie still regularly attend our events twice a year. Thanks for the fun interview, John!

Load Banks R Us

What Facility Engineers Need to Know About Load Bank Testing

In the On-Site Power Industry, reliability is everything. Once the emergency standby system design is complete and the new generator and transfer switches are installed and tested, your customer expects that investment to perform during any power interruption...the first time and every time. It's reliability that we sell, which when performed correctly, results in confidence, security and peace of mind.

So, how do we, as industry professionals, provide our customers with peace of mind? Certainly, it includes providing the correct generator products that meet their specific site requirements. The initial process of the solution that we sell will determine our success. But this is only the beginning. We've all heard the importance of service after the sale. Customer service is on our minds and a vital part of what we do every day. This article focuses on one small, yet very integral part of service in On-Site Power: load banks.

Some might say that load banks are easy to use and understand. Most of us realize that there are many facets to load banks and their uses in generator testing that require careful attention. Understanding the products, options and applications is a great place to start, let's hear from a few of our EGSA colleagues and industry experts about products and testing solutions:

ON THE SUBJECT OF RADIATOR DUCT MOUNTED LOAD BANKS Martin Peko, of Load Banks Direct, LLC weighs in...

"Unlike outdoor stationary load banks, which are installed on a separate concrete pad, radiator duct mounted load banks are open-frame construction, directly coupled and mounted in-line with the engine radiator cooling system, making it an integral component of the generator set. Radiator duct mounted load banks are no longer thought of as a 'poor-man' after market add-on. Engine generator

set packagers can provide a complete integrated standby emergency power system, equipped with load testing capability offering a simplified installation, smaller installed footprint and with reduced installation wiring. All of this contributes to an economical load testing solution, allowing facility management teams to meet load testing demands and minimize the adverse effects of engine wet-stacking."



A Radiator Duct Mounted Load Bank System

- Mounts in front of engine fan for cooling
- Becomes an integral part of the genset
- Packaging reduces contractor time and overall installed footprint

Mark Prevoznik of Avtron Load Banks adds...

"Radiator mounted load banks are designed to be installed on the generator set radiator or in the radiator exhaust duct. They are utilized as a supplemental load to help prevent wet-stacking. Like the permanent load banks we discussed earlier, today's radiator mounted load banks fea-

Martin Peko

Martin is Vice President of Sales at Load Banks Direct, LLC. He has worked in the Load Bank industry for over 20 years and is experienced in the design, development and applications of Load Banks used in the testing and commissioning of mission-critical standby emergency power systems.

In addition to being known as "Mister Resistor" by many in the Genset world, Marty shares a colorful and cultured appreciation for the arts, science and music.



Mark Prevoznik

Mark, "Load Banks are my life" Prevoznik is the Manager of National Accounts at Avtron Load Bank where he has been employed for more than 25 years, joining in 1989 as a Load Bank Test Technician. Prior to this experience, Mark served in the United States Air Force as an Aerospace Ground Equipment Technician and used load banks to support SR71, U2 and F16 aircraft. He is a published author with multiple load bank articles in industry reference books and trade magazines. Mark holds a Degree in Aerospace Electronics from the College of the Air Force.



Carmen Nasic

Carmen Nasic is the Loadbank Sales and Operations Representative at HPS Loadbanks (Hawthorne Power Systems). Carmen joined the Hawthorne team in 1998 and has been in the loadbank division since 2007, based in her hometown of San Diego, CA. She has held various positions, working her way up to gaining an ample understanding of the Electric Power Generation Industry.

Carmen's territory includes all of North America. With a territory this size, you can really use the phrase "Where in the world is Carmen?" Much of the time, she's rushing from boardrooms, roof tops and shipyards to hurry home to her three daughters and husband in San Diego.



ture sophisticated automatic controls. The most common controls on a radiator or duct mounted load banks are Site Load Correction (aka Load Shedding), which will automatically maintain a minimum load on the generator set and automatic load dump. The automatic load dump feature interfaces with the ATS and will immediately drop load when the ATS switches to emergency back-up power mode.”

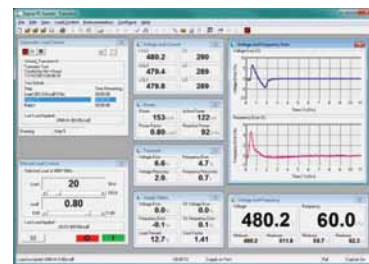
Mark had this to say regarding Technology and innovations in the Load Bank Industry. “As the components of the Emergency Backup Power System become more sophisticated in regards to communication, networking and Building Management System (BMS) interface, the role of the load bank has also changed. Load banks are no longer considered an auxiliary piece of equipment that can be used ‘as needed’ in emergency back-up systems, but as an important integral part of the Critical Power Management System (CPMS).”

Mark goes on to say, “Load banks used in today’s emergency back-up systems typically feature remote I/O, Modbus protocol, software control, sight load correction and network capability. These features are required on all load banks used in CPMS applications and apply for either a portable, or permanent (fixed location), type load banks.

Load banks that are permanently installed are rated at a single voltage (480V is typical) and Kilowatt (2000 Kilowatt is typical) capacity and are required to have either remote or software control. Permanent load banks are also on site 24/7, along with the other critical back-up power components such as the generator set, switchgear etc. This allows a facility manager to include the load banks, as part of their regular testing and maintenance schedule.”

Example of Load Bank Software Control

Portable load banks however; can be moved to various locations and should have multiple voltage (208,240 & 480V) and Kilowatt (0-700 Kilowatts is typical) capacity along with the ability to network or daisy chain with other portable load banks. The ability of portable load banks to daisy chain, gives the facility manager flexibility in regards to overall Kilowatt capacity and voltage selection.



Software controlled load bank will provide real time data acquisition, monitoring, site load correction, networking and record retention.



Example of Networked or Daisy-Chain Portable Load Banks.

With all of the sophistication in today’s back-up power system, the old adage ‘Your back-up power is only good as your last load test’ is even more relevant. The good news is that all major load bank manufacturers offer various degrees of communication and interface, to insure proper loading profiles to meet CPMS requirements.

Dave Pfister

Dave is a Regional Sales Manager for Simplex Load Banks & Fuel Supply Systems based in the Cleveland, OH office. He has more than 16 years of Load Bank sales experience and enjoys working with a wide variety of customers and engineering consultants.



During evenings and weekends, Dave serves on several community organization boards. He enjoys historical re-enacting and attending college and professional sports events.

Cory Fones

Cory Fones is the Director of Sales (Central US Territory) for ComRent International. He is experienced in providing temporary load bank solutions for testing and commissioning power systems for mission critical facilities and has been with ComRent International for almost 10 years.



In 2005, Cory opened the Midwest office as the Branch Manager in Chicago, IL and has been with them ever since.

Kurt Summers

Kurt lives to the beat of a different drum. Other than a second generation business owner, his achievements include the longest (and softest) drum solo in history (Hey, it’s in his head and it’s still going!). He married a beautiful soprano (not that family), and has 3 adult sons, 2 of whom married beautiful movie stars last year. His day job includes “generating” new business with generators and load banks, or as he likes to say, “We make power and consume power, no smoking allowed!”



He and his family live in the great State of Texas near the Capitol city of Austin.

PRIOR PLANNING AND SAFETY

Carmen Nasic of HPS Load Banks says...

“Before you schedule your next load bank installation, review these 4 planning tips to ensure your next load test runs smoothly. Whether you are using a resistive reactive load bank or resistive only load bank, the success of your load test depends on your location, cable, external power and the load test personnel. Overlooking any of these critical components can result in fines, cause delays in the schedule, and may also result in injury.”

Location: Both resistive/reactive and resistive load banks emit massive amounts of heat and exhaust. The heat and exhaust exits each unit via a side discharge or top discharge, depending on the type of load bank. To maximize safety, ensure each load bank has adequate airflow and space surrounding the unit to minimize the risk of injury and fire danger.

Cable: One of the most significant elements in load testing is having the right cable for the load bank set up. Regardless of the type of load bank, having long cable runs and multiple connection points can result in loss of amperage, increasing your cabling needs and testing expenses. Minimize additional costs by shortening the cable runs and connection points. Ensure your cable run is in a secure location, away from people, to reduce the risk of theft and loss of connectivity.

External Power: Having external power is not typically required. Fans and controllers can be powered right off of the buss on select load bank units. By running off the buss, your load test team will have a quicker set-up time and eliminate the need to rent a generator and locate shore power. One potential issue to consider is that your fans and controllers will lose power if the unit you're testing with experiences a power failure. Should a load bank lose power, it will undergo an immediate hot shut down, and you will lose your testing data. Check with your load bank provider, prior to your load test to see if your unit is built to handle a hot shut down.

Personnel: Using qualified personnel is critical to the overall success of your load test. It is imperative for a qualified operator/technician to have a complete understanding of the load bank unit (specific make and model) being used to ensure proper set up and operation during the load test. Review the State, county, and local regulations to verify that your testing personnel meet mandated qualifications. Each test administrator should be equipped with the skill set to administer a load test, operate the load bank in harsh weather conditions, and test preset capabilities using a laptop or a handheld controller from up to 150m away. Additionally, each load testing team member should have a clear understanding of how the load bank will handle an unexpected hot shut down.

Remember that load banks can be extremely dangerous if operated incorrectly. Most load bank manufacturers offer free operator training to rental and sales customers. Contact your local load bank manufacturer or rental specialist with questions regarding load bank specifications, local load testing requirements and upcoming operator training classes on specific load bank units.

Ultimately, one should be an educated buyer and know what cooling options are available and the benefits of each.

WHERE SHOULD THE LOAD BANK BE PLACED?

Dave Pfister of Simplex weighs in...

“Making the proper choice for load bank placement is essential to providing an adequate supply of ambient air for proper cooling. Always be sure the exhausted hot air will flow away from the load bank, and not be re-circulated back into the system and potentially cause an overheating problem. Since most load bank systems are cooled with an integral forced air cooling system, it is very important to inspect the area around the air intake before each use.”

Dave continues, “Although many portable load banks can be horizontally or vertically cooled, many larger resistive stationary systems are vented vertically with cold air intake at the bottom and hot air exhaust out the top. Any paper or debris that could block the air intake should be removed, so that the system is not inhibited.

The same care should also be given to the load bank air exhaust. Before each use, remove any debris that may restrict the flow of hot air away from the system. Since exhaust air temperatures for air cooled load banks can get very hot, it is especially important to keep people and property away from the air stream to avoid injury or damage.”

“Many load banks also offer malfunction protection systems to detect problems such as fan failure, high exhaust temperature, and high air intake temperature. When a malfunction is detected, an alarm can be tripped and the system automatically shut down.

“For environments that require ‘pin drop’ quiet operation, the water-cooled load bank offers a highly attractive alternative to the cooling fan noise that accompanies traditional air-cooled units. Water-cooled load banks are perfect for indoor installations in controlled environments

versus outdoors, where units are exposed to the elements. Besides being completely quiet, the unit is highly compact and virtually maintenance free. Water-cooled units are also ideal for installation in buildings in central city areas, industrial parks or office complexes, where an outdoor air-



2500 kW Outdoor Stationary Resistive Load Bank – The unit is cooled vertically by a motor driven cooling fan that pulls in cool air from the lower part of the enclosure and exhausts the hot air out the top through a rain shedding exhaust hood.



500 kW Resistive Water Cooled Load Bank – These load banks can be cooled with city water, closed loop chilled water systems, pumped water from natural water sources, or even sea water.

cooled unit would be architecturally obtrusive or impossible to install, due to space or noise restrictions.”

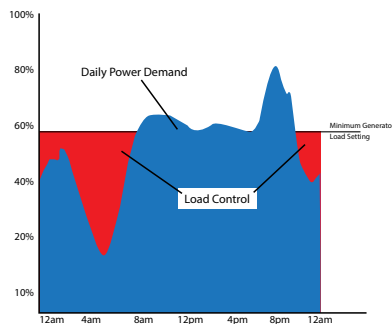
There are additional external conditions that can drive your decision for load bank testing.

NEW REGULATIONS CREATE NEW CHALLENGES

According to Cory Fones of ComRent...

“New Tier IV engine regulations force generators to require a specific base load to operate efficiently enough to meet the emission standards. Low and inconsistent base loads can create operational issues which could result in expensive repairs and sub-par reliability to the end user. When there is insufficient load present, the generator does not reach proper operating temperatures which results in substandard emissions performance.”In addition, the operational issues can range from clogged EGR valves to turbo issues to extensive wet stacking.”

There are load banks designed with key features to run in parallel with the generators and address these concerns in specific environments. The load bank produces a dynamic load that supplements this minimum base load requirement of the generator. The result is proper operating performance, reliability and emissions standards.



Mr. Fones continues, “A Reactive, or Inductive, load bank test is most often seen at the factory or onsite during new installation startups. However, some facilities with larger motor loads would warrant testing their power systems with reactive load to insure it will handle real-life like loads when called upon.

When Resistive load is applied with Inductive load, you can achieve an .8pf. This will allow you to simulate a real-life commercial load that can consist of lights, heaters, motors, pumps, etc. that would create a Reactive load. Using a Reactive load bank is how to achieve a full load test to the nameplate rating on a generator. This can be provided as a separate Reactive load bank in parallel with the Resistive load bank, or can be offered as one Resistive/Reactive combination load bank.”

Most facility managers know the challenges of code compliance. From local and State codes to National and International codes, they have a responsibility to know and often depend on their suppliers for assistance. According to Kurt Summers, “LoadBanks of America, testing an emergency generator has critical requirements that are time sensitive, always ask your local authorities for help in determining what is required. Tests using your building loads as well as using portable load banks is often recommended and may be a requirement, depending on

the facility type. Ultimately, choosing a routine of maintenance and testing can ensure that a generator system is compliant, but more importantly can provide peace of mind knowing it will perform when needed.”

LET’S ASK OUR EXPERTS A FEW MORE QUESTIONS:

Interviewer: “We’ve heard from a couple of you about engine wet-stacking, can you tell us a little more detail about this?”

Martin (Peko): Glad to! Wet-stacking is the build-up of unburned fuel deposits from running diesel engines under lightly or no load conditions which, over time, leads to increased engine emissions, reduced engine capacity, increased maintenance costs and premature engine failure.

NFPA 110 Defines Wet Stacking as...



“The Accumulation of Unburned Fuel or Carbon on a Diesel Generator’s Exhaust Side”

Engine Wet Stacking

- Unburned Fuel Causes Carbon Build-Up
- Excessive Oil Consumption
- Reduced Horsepower
- Reduced Efficiency
- Reduced Power Output (kW)
- Increased Engine Emissions
- Premature Engine Failure

“Can you advise why our customers should consider permanently mounted load banks?”

Mark (Prevoznik): “Permanent load banks are the preferred choice when the application allows for installation outdoors on a concrete pad or a rooftop. Permanent load banks are recommended when the user would like a 100% load on its generator set. Freestanding permanent load banks have their own integral cooling fans and do not add any static (back) pressure to the generator. Permanent load banks are designed to operate continuously in all weather conditions. Therefore, you should insure that the load bank is designed for outdoor weatherproof construction and has some third-party certification like UL, Canadian UL, CSA, or CE.

Permanent load banks also come in two varieties based on the direction of exhaust air. The horizontal load bank has a low profile and directs hot exhaust through louvers that are angled downward (to avoid directing at personnel). The vertical load

LOAD BANKS

bank directs the hot air upward and away from any personnel. The vertical load bank has a smaller installation footprint than a comparable horizontal discharge unit.

If multiple generator sets are being installed in a parallel bus installation, a load bank can interface with the parallel bus, and load either individual or multiple generator sets at a time. The basic criterion for the parallel bus load bank is that the load bank capacity needs to be equal to or greater than the genset capacity.

The user needs to be aware of the location and climate before specifying a permanent load bank. Since the load bank will be permanently installed at the same locations for years, a quick investigation of the environment will serve the client well. Outdoor rated load banks should be designed for continuous duty cycle operation with no limitations. The load bank should also be designed to operate in an ambient temperature of -20 to 120° F.

Finally, insure that the load bank has automatic load dump circuitry, which interfaces with the switchgear. The purpose of the load dump circuitry is to remove all loads when the switchgear transfers to the generator set for emergency power. In most cases, clients do not want a large load on the generator set when it is providing power to a building in an emergency situation.

“What are your thoughts on the benefits of packaged controls. How are load banks being integrated into building management systems?”

Martin (Peko): Local operator controls can further simplify and reduce installation costs, and with a control power transformer, load bank control circuits can operate from the main input load buss (generator under test), eliminating a separate feed for control power.

With regards to the packaged generator set system, most load banks today are equipped with an Automatic Load Dump circuit, which offers interface provisions to generator controls, automatic transfer switch or building management system to disable all load steps during an actual power failure.

I would further add that in addition to providing load testing capability during regularly-scheduled maintenance testing, these load banks can be equipped with Automatic Load Step application controls to allow the load bank to be used as a supplemental load to maintain a minimum load on the power system during lightly loaded conditions in prime or standby applications. The control system adds/subtracts load steps in response to dynamic “connected-load” fluctuations in order to maintain an acceptable load on the generator set (typically 50-60 percent of generator kW rating).

“It seems the industry needs are rapidly changing. How are Avtron and other manufacturers keeping up with the need for innovation and customer expectations to utilize technology of today?”

Mark (Prevoznik): “With all of the sophistication in today’s backup power system the old adage ‘Your backup power is only as good as your last load test’ is even more relevant. The good news is all major load bank manufacturers offer various degrees of communication and interface to insure proper loading profiles to meet CPMS requirements.”



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The EGSA Connection

I think we can all agree, while load banks may seem easy to understand, there's a lot to learn about how to select the right product and engage our technicians in safe and effective use.

In fact, with an increasing need for load bank testing throughout our industry, a new EGSA Load Bank Certification is being developed. The Education Committee has appointed Paul Feld of Penn Power Systems to lead an EGSA Working Group on developing a Load Bank Certification Program.

There are many variables when it comes to load banks. Kurt Summers adds, "Testing your emergency generator is a critical part of any good maintenance program. Whether it's intended to meet code requirements or simply add to the life and reliability of the equipment, careful use of load banks with an intended result in mind, will bring success for you and your customer."

Without load bank testing, you and your customer are at risk. Make load bank testing an active part of your service meetings, training and safety discussions."

"We believe that technical personnel in our industry, especially new generator technicians, have need of specialized training in this area. There is clearly a need for focus on load bank training, from basic understanding of the purposes of using load banks, to the knowledge of site variables and safety hazards. I believe an EGSA Load Bank Certification Program will be a great part of the solution. I am very excited about how this program will meet a valuable need in our Industry and enhance the value the EGSA brings to its members."

Paul Feld, of Penn Power Systems

EGSA Load Bank Certification Program Working Group Chair



Paul Feld

As a native of Buffalo NY, Paul has been employed by the Penn Power Group for over 20 years. He has been engaged in all aspects of Power generation including sales, service and rentals during this time, throughout New York and Pennsylvania. At home he spends his time with his lovely bride of 36 years, Sue, 3 grown children and 7 grandchildren with outdoor activities and entertaining. As an active member of EGSA, Paul is the Secretary of the Technician Certification Committee, Vice Chair of Education Committee, and Chair of the recently formed Load Bank Training & Certification Committee. His favorite motivational saying for his sales staff is "Come home victorious, or don't come home!"

If you enjoyed this article, we'd like you to be aware that each of our experts featured in this article are all Members of the EGSA.

For the past 50 years and counting, EGSA has been a trusted resource in the our Industry – not just for our Members, but for engineers, facility managers and anyone, who is responsible for meeting the ever-increasing business demands for emergency power solutions.

Our Members built your on-site electrical generating system. They made the engine, the generator and every electrical; and mechanical accessory component from the switchgear to the exhaust rain cap. We design, manufacture, distribute, install and service gensets.

If your business has any involvement with on-site power, we want to get to know you, We have multiple opportunities to get together face-to-face every year! Please visit our website or contact EGSA Staff for more details. ■



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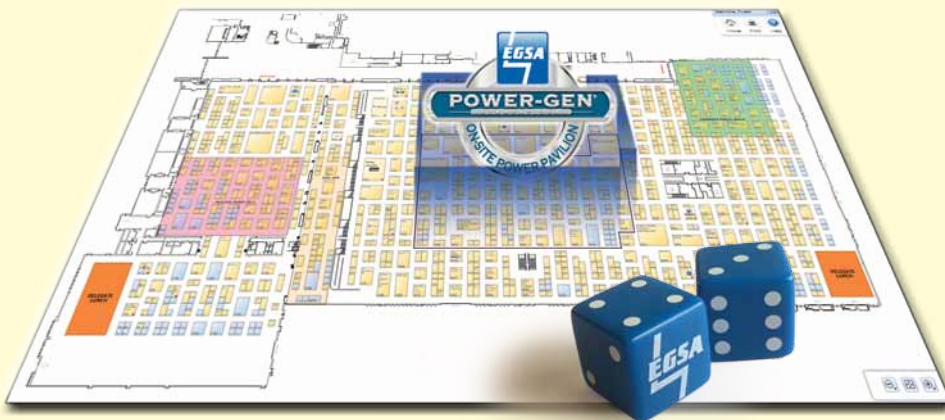
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Up the Ante! You Can't Play to Win, if You Aren't There!
Sign up for a POWER-GEN International booth in the EGSA Power Pavilion Today!

Join Us as POWER GEN International returns to Las Vegas from December 8 - 10. EGSA's On-Site Power Pavilion is the heart of biggest Power events of the Year!

There is strength in numbers and here's another source of great EGSA Member value too!

Each year, your Association purchases premium floor space from PGI show management and sells it to our Members! By purchasing the heart of the tradeshow floor, we also bring our Members great value...prominent location 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 the last few years in Orlando. We purchased additional space in order to accommodate the extra traffic volume. Buy your exhibit space from your Association! The cost per square foot is exactly the same price too.

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 the pavilion, but you would like to move into the EGSA area for 2016, contact us.

Up the Ante! Word will spread fast.

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

EGSA Hires Carla Powers as New Manager of Conferences & Meetings



For the past seven and a half years, Carla was the Director of Support and Corporate Events Manager for an international franchise company based in South Florida. In this position, she was in charge of providing training, technical and administrative support to 35 franchises worldwide and managed a staff of up to twenty people.

As Corporate Events Manager, she managed events ranging from a large scale annual seminar to teambuilding activities and community service projects. Her expertise includes site selection, contract negotiations, budgets and on-site logistics.

Carla attended Florida Atlantic University, where she earned her Bachelors and Masters degrees in Communication. As a graduate student, she interned at the United States Embassy in Rome, Italy and is fluent in Italian.

In her free time, Carla volunteers as a Program Facilitator for Tomorrow's Rainbow, Inc. in Coconut Creek, FL, where she works with bereaved children who have lost a parent, sibling or other loved one. She also enjoys reading, travel and photography. ■



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.				
<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.	\$310	\$100	\$410	
<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
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 AD=End-User AE=Service AG=Educational Institution AM=Military AR=Retiree AF=Student

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 Daniel O'Brien, President
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- Christian Bonikowski** AM
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 Thad Papciak, Eastern Region Manager
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- Trailer Transit Inc.** AE
 Porter, IN
 Brent Truex, Vice President of Operations
 Freight shipping company.
- United Engines, LLC** DD
 Oklahoma City, OK
 John Clark, Regional Manager - Power Systems
 We are a distributor for MTU Onsite Energy gen-
 erator sets and GE home generators.
- Terrell Weaver** AM
 Chattanooga, TN
- Yestramski Electrical Services Inc.** DD
 Contoocook, NH
 Thomas Yestramski, President
 Distributor/Dealer for Kohler and Onan. Providing
 sales, service, installations and rentals. We service
 MA, NH, ME and VT. We also offer warranty work
 on all major brands.



GENERATOR SOLUTIONS, INC.

Another in Our Series of EGSA Member Company Profiles

Generator Solutions, Inc. corporate headquarters and manufacturing facility is located in Oakdale, MN.

GENERATOR SOLUTIONS, INC. www.Gen-Tracker.com

Headquartered in Minnesota, Generator Solutions, Inc. manufactures, packages, hosts and supports a generator monitoring and notification system. Sold through our dealer network across North America, the Gen-Tracker system is installed on standby generators sizing from 8kW up to 2MW of all makes, models and year of production. With a unique approach and industry expertise, Generator Solutions has developed a simple and easy-to-use monitoring system for standby generators that benefits dealers and endusers.

Go to www.Gen-Tracker.com to learn more.



Gary Bance, President & Partner/Owner (left) and Dane Olson (right)

Generator Solutions, Inc. has been incorporated for almost 10 years, but the story of the Gen-Tracker system extends well beyond that. In 1982, Master Electricians, Gary Bance and James Huebscher, partnered in a small electrical contractor and alarm systems company for the Twin Cities area, getting introduced to the generator industry before the Y2k boom for residential and commercial generators. “It didn’t take long servicing these generators before it became very apparent,” Gary Bance, President & Partner/Owner recalls, “we needed a better way to manage them.” Selling Generac, Onan and Kohler generators, they quickly became the first non-distributor Kohler dealer authorized to perform full generator startups in the region. Eventually, they became the largest independent generator dealer servicing the area.

The original Gen-Tracker systems were strictly for private use with their service company and customers. These basic systems required shutdowns and hardwired relays, not an easy process. Still, with a small local customer base, happy with the product, the word started to spread. “We saw a problem and used what we knew to create a solution,” said Jim, reflecting on the beginning stages of development. “We had done a lot of work with various security systems and dialer machines. Together, Gary and I put together an array of relays tied to a security dialer, resulting

in the creation of the first Gen-Tracker.” Many of those early customers are still monitoring their generators with them today. While most customers have upgraded equipment over the years, some are still using the original hardwired equipment and security dialers. In time, interest started to peak in our monitoring solution, and we had the idea to start selling what we had originally built for ourselves,” Huebscher continued.

A number of pivotal events occurred in 2005. They made the decision to make their product available to everyone and so, Generator Solutions was incorporated. The firm purchased land and developed the current facility. With growing sales, the decision was made to hire Daniel Bance, Gary’s son, as the Senior Engineer to be the driving force behind research and development and data management. Gary and Jim continued to oversee the day-to-day operations for the electrical contractors, generator sales and service.

With a growing customer base and Dan on board, the system started to take some major steps in evolution. Over the course of the next 2 years, the security dialers were phased out and the development of their voltage sensors eliminated the need for building shutdowns, which made everyone’s lives easier.

Since 2005, there have been 4 versions of the monitoring system, currently running their 6th generation universal design and 2 individual products for specific applications. “Even

before my time here, it was a simplistic approach to generator monitoring,” says Dan Bance. “Forgetting about the generator specifics, there was a focus on the transfer switch to monitor the three legs of a system. That’s how we became a universal product. The invention of our voltage sensors solidified that approach and made installation exponentially easier and we coined the phrase ‘Results Readings.’ Most recently in 2014, we finished building out our new production area, which effectively doubled the previous square footage for final assembly and packaging.”

An emerging national customer base required additional expansion. Gen-Tracker sales from coast-to-coast through other generator sales and service companies increased momentum. In late 2010, Dane Olson joined the management team to oversee day-to-day operations and expand the national presence for Generator Solutions. The new addition couldn’t have come at a better time. Dane’s unique background, heavily influenced by customer service, helped with three consecutive years of nearly doubling new sales each year. “We had just started our development for Modbus communications, getting detailed information on all the major brands of controllers. This really helped in generating new markets. Our customer base quickly grew from single unit residential/commercial sales to national accounts with retail and manufacturing firms, colleges and universities, school districts and municipalities,” said Dane discussing sales growth and new customer base.

The evolution of Gen-Tracker is reflected in its physical appearance, size and functionality. Earlier systems were big and bulky, used dry contact connections and required lots of effort and labor. As time moved on, Gen-Tracker features continued to improve. The fourth generation equipment was the first to be able to perform loaded remote starts, actually transferring load via the web portal, still a primary feature today. The system performs its remote starts and loaded runs, up to four programmed regular exercise schedules and on-demand starts.

In 2012, the product line was expanded with a compact, affordable solution for certain residential customers called the MB12, currently supported on Generac residential and light commercial equipment. Newer features include Modbus communication with major makes and models, providing more detailed information to customers. Independent fuel level and battery condition were also added to the 6th generation equipment.



Evolution of Gen-Tracker. Top left to right: First generation [2001], Second gen [2002], Seventh gen MB12 [2012]. Bottom left to right: Third gen [2005], Eighth gen (new specialty item) [2015], Fourth gen [2006], Fifth gen [2009], Sixth gen [2011].



We grow with our clients... a fourth generator and Gen-Tracker for a long time customer.

monitoring to allow generator service companies the means to provide better service to their customers was step one in their development. Step two was creating their product to provide peace of mind to genset owners. They understand a customer has made a large investment in their generator and want to be assured that their investment is going to run when they need it.

The EGSA Connection

Generator Solutions, Inc. first joined EGSA in 2008, seeing it as the driving force behind the industry and the best way to connect with peers and create lasting relationships. One of the earliest events attended was Power-Gen in Las Vegas. Gary, the representative in attendance from Generator Solutions, was ‘shown the ropes’ by the late Dave Walch from Interstate Power in MN.

Since that time, the company makes every effort to frequent as many EGSA events as possible, having sent Gary, Dan, and Dane to attend the Spring and Fall Conferences, Generator Solutions has had a booth at Power-Gen International in the EGSA Power Pavilion for many years.

“Advertising in *Powerline* has also been incredibly successful for us. We’ve had regular advertisements published since 2010,” reported Dane. Most recently, they took part in the Power Source Pavilion at the NFMT show in Baltimore, MD returning to the show in 2015. “We look forward to a long future of participation in EGSA, continuing our great relationships, and creating new ones,” Dane concludes. ■

While all of these additions are physical attributes, it has expanded the information processed as well. Gen-Tracker provides reporting documentation, alert notifications and general peace of mind that the generators are going to work when they are needed. “As the industry changes and the needs of customers evolve, we will continue evolving to meet customers’ needs,” Dane reports.

The company philosophy at Generator Solutions has always been service-oriented. The management team utilizes the strengths and knowledge from each individual to create a great team. Having developed their product for private use, when the decision came to start selling nationally, they took the approach they knew best, a generator service approach.

In 2013 the final decision was made by the owners to

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EGSA JOB BANK

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.

USA Midwest

Corporate Accounts Project Manager II

MTU Onsite Energy

Location: Mankato, MN 56001 USA

This position supports direct corporate sales and lead projects as assigned. This position will initiate, plan, execute, control and finalize projects in adherence to strict budget, schedule, and scope as outlined in the customer contract. The Project Manager II will work with the customer to assess current and future needs.

To apply: <http://powergen.mtuonsiteenergy.com/mtuonline/About/Careers/tabid/57/Default.aspx>

Field Service Technician

Ohio CAT

Location: Toledo/Ohio/USA

The Ohio CAT Power Systems Division in Toledo, OH is hiring for Field Service Technicians who will troubleshoot and repair CAT engines, fluid ends, compressors, transmissions, chillers, switch gear, and generator ends from 5kW-2MW. Experience with diagnosis/troubleshooting using computer equipment is required. EEO, Veterans & Disabled Employer and VEVRAA/503 Federal Contractor.

EGSA Certified Technicians Preferred.

Apply online at <http://candidate.ohiocat.com>

Application Deadline: 2015-05-31

USA Northeast

Field Service Technicians (Diesel & Gas)

Kinsley Power Systems

Location: East Granby, 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

Operations Manager-Syracuse, NY

Kinsley Power Systems

Location: East Granby

Kinsley Power Systems is seeking an Operations Manager for our Syracuse, NY office. This role is responsible for providing overall leadership, coordination, planning, development, full P&L, budget, and administration of the operations/service function in one or more branch offices of the company, in order to meet the objectives of the company's overall business plans and strategies.

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, Oregon

The primary responsibility of this position is to grow and support all lines of our business, as well as, internal and external customers. In this position, you provide leadership and direction for sales and service of industrial engines and generators in our market sectors. For the full job description and to learn about our company, please visit www.ecpower.com/current-openings.

To apply: Submit cover letter & resume to employment@e-co.com

USA Southeast

Generator Technician Needed!

Energy Systems Southeast, LLC

Location: Macon, GA and Columbus, GA

Atlanta based Industrial Generator Dealer serving a 5 state area is currently searching for a Generator Technician for the Columbus, GA area and Macon, GA area to work from home with company furnished truck. Must have a minimum of 5 years service experience. Position will have some overnight travel throughout the State of Georgia at company expense. Pre-employment background and drug screening required. No phone calls please.

EGSA Certified Technicians Preferred.

To apply: Send resume and sales requirements to adam.woodall@essellc.com

Service Dispatcher Position Open!

Energy Systems Southeast, LLC

Location: Birmingham, Alabama

Energy Systems Southeast, LLC (ESSE), the Industrial Distribution Central for Generac Power Systems, has an immediate opening for a full-time, entry-level Service Dispatcher in Birmingham, AL. Candidate must possess strong computer & customer service skills, multi-tasking & organizational skills and geographical knowledge and/or map reading ability. MAS/Sage experience is helpful. ESSE offers competitive compensation and benefit packages. Pre-employment background and drug screening required. No phone calls please.

To apply: Please send resume to brian.garner@essellc.com

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)

Generator Technician Opening - Knoxville / Chattanooga

Energy Systems Southeast, LLC
Location: Knoxville / Chattanooga Area

Birmingham based Industrial Generator Dealer serving a 5 state area is currently searching for a Generator Technician for the Knoxville / Chattanooga area to work from home with company furnished truck. Must have a minimum of 5 years service experience. Position will have some overnight travel, throughout the State of Tennessee, at company expense. Pre-employment background and drug screening required. To apply, please send resume and salary requirements. No phone calls please.

EGSA Certified Technicians Preferred.

To apply: Send resume and sales requirements to brian.garner@essellc.com

Field Service Technician/Engineer

IEM Power Systems

Location: Jacksonville, FL

Testing, verification/start-up of a project by performing UL inspections, developing test procedures, performing set-up/dynamic adjustment of analog, and engineer generator controllers. 5 years of experience with multiple/paralleling generator control system start-ups, ability to make changes in the field to HMI screen & PLC ladder logic programming are highly desirable. Travel required.

To apply: Send resume with salary requirements to polly.bodin@iemfg.com

Winding Department Supervisor (342-773)

TAW

Location: Miami, FL 33178 US

Manage workflow in both the Coil Shop and the Large Motors & Pumps (LMP) Winding Departments. Supervising the coil shop and winding technicians and helpers. Requirements: AA in Business or Engineering preferred. 2+ years in a supervisory role desired. 10+ years experience in a coil manufacturing shop desired. DFWP - EEO/AA: Females/Minorities/Disabled/Vets

To apply: http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&jobid=342&company_id=16773&jobboardid=3353

Application Deadline: 2015-05-08

CDL Truck Driver (345-773)

TAW

Location: Macon, GA 31204 US

Drives truck over established route to deliver and pick up customer and shop equipment. Receive instructions and schedules from TAW dispatcher. Secure equipment and company trucks properly. Qualifications: CDL license with prior experience working as a CDL driver 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=345&company_id=16773&jobboardid=3353

Application Deadline: 2015-05-18

Electric Motor Mechanic/LMD (139-773)

TAW

Location: Jacksonville, FL 32218 US

Read job cards to determine: job status, work authorizations/limitations, estimate, description of problems, and/or expected serviceability. Test electro-mechanical equipment to troubleshoot known or suspected problems using various methods (ac or dc). Qualifications: Minimum of 5 years experience rotating apparatus repair (AC and/or DC electric motors, pumps, blowers, etc).

To apply: http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&jobid=139&company_id=16773&jobboardid=3353

Application Deadline: 2015-05-18

Electrical Engineer (347-773)

TAW

Location: Jacksonville, FL 32218 US

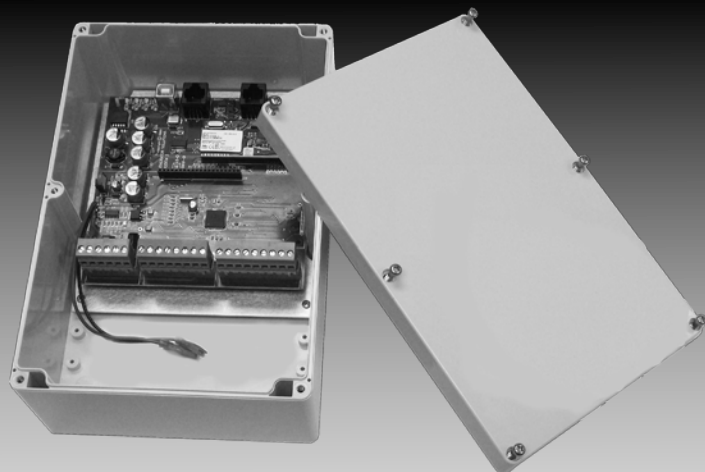
Designs electrical equipment, facilities, components, products, & systems for commercial, industrial, & water/wastewater purposes. Designs & directs engineering personnel in fabrication of test control apparatus & equipment, determines methods & procedures, & conditions for testing products. Qualifications: Experience working in Industrial Panel design, medium, and high voltage switchgear. Bachelor's degree in Engineering preferred. DFWP - EEO/AA: Females/Minorities/Disabled/Vets.

To apply: http://tawinc-openhire.silkroad.com/epostings/submit.cfm?fuseaction=app.dspjob&jobid=347&company_id=16773&jobboardid=3353

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EGSA JOB BANK

Industrial Generator Salesmen

The Power Connection

Location: Harrisonburg/Virginia/United States

The Power Connection is a full service generator company. They are currently looking for an experienced Industrial Generator Salesmen to continue to grow the industrial generator business. This person would be responsible for contacting engineers/contractors and sizing correct generators for customers.

To apply: Send resume to samc@tpcgenerators.com
Application Deadline: 2015-06-01

Industrial Generator Salesmen

The Power Connection

Location: Harrisonburg/Virginia/United States

The Power Connection is a full service generator company and are currently looking for an experienced Industrial Generator Salesmen to continue to grow the industrial generator business. This person would be responsible for contacting engineers/contractors and engineering correct generators for customers.

To apply: Send resume to samc@tpcgenerators.com
Application Deadline: 2015-06-01

USA Southwest

Field Service Tech

Valleywide Generator Service LLC

Location: Mesa, Arizona, United States

Valleywide Generator Service is looking for an experienced generator field service technician. Job description includes service, inspect, load bank testing as well as diagnosis and repair of gensets and transfer switches. We work on diesel and gaseous fueled gensets from 20kW to 2250kW. We pay competitive wages and offer company paid medical benefits.

To apply: Please email resume to rich@vgspower.com

USA National

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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:

Please reply in confidence to: J.Kellough@EGSA.org
(Reference: 51JMLP)



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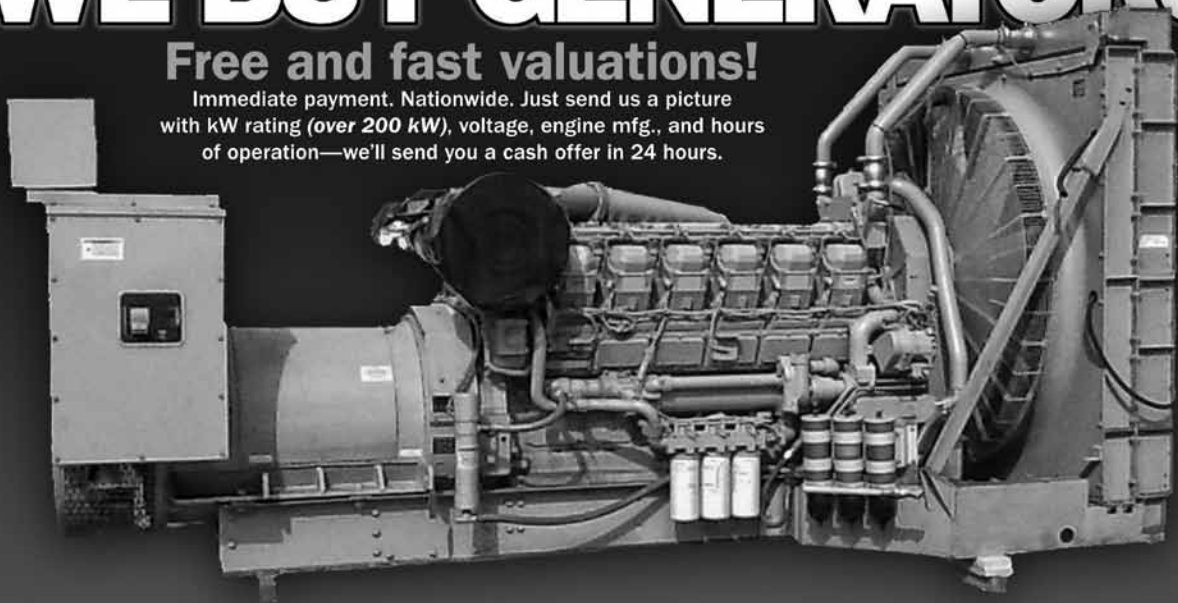


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Energy Industry Expert Ihne Elected To Universal AET Board Of Directors



Universal Acoustic & Emission Technologies' Board of Directors is honored to announce the election of Roger K. Ihne to the position of Director for a 3-year term.

Ihne has worked in the oil and gas business for 34 years, including 25 years at Deloitte LLP, as well in as prior management positions with the energy businesses of a Fortune 500 company, and the oil and gas strategy practice of an international consulting firm. Ihne's expertise spans the upstream, midstream, refining and petrochemical segments of the oil and gas industry.

Ihne is considered an authority within the energy industry by evidence of his numerous presentations, articles, whitepapers and webinars covering topics important to oil and gas executives. He has spoken on the topics of the shale revolution's effect on the U.S. economy, the pace and focus of mergers and acquisitions activity, and major trends facing the U.S. refining industry.

"The oil and gas market has grown to be one of Universal's largest areas of activity, revenue and profitability," said Neal Brunner, Universal AET's Chief Executive Officer and Chairman of the Board of Directors. "Roger's wealth of experience and impeccable reputation made him the best candidate to guide our company's energy market-related product development and sales."

Until he retired from Deloitte in 2013, Ihne served as the U.S. Oil & Gas Thought Leader for the Deloitte Center for Energy Solutions, where he directed Deloitte's research projects related to key trends in the industry. Prior to that, he was Deloitte Consulting LLP's Strategy & Operations service line leader for the combined Mid-America and Southeast regions of the United States.

Ihne earned a B.S. in economics and an MBA from the University of Texas at Arlington. He was a member of the Energy and Environment Committee of the Greater Houston Partnership from 2008-13 and served as Vice Chairman of the Oil & Gas Subcommittee in 2013. He received the "Who's Who in Energy Award" from the Houston Business Journal in 2012 and 2013.

For more information, please visit www.universalaet.com. ■

Safety Power Inc. Signs Agreement with Critical Power Group as Exclusive Manufacturer's Representative

Safety Power Inc. announced that it has signed an exclusive agreement with the Critical Power Group (CPG) based in Ashburn, VA as their manufacturers' representative for the States of Virginia, Maryland, Delaware, West Virginia, and the District of Columbia. This new agreement will provide Safety Power the additional sales and marketing coverage in the mission critical capital and help with significant sales growth in the USA.

Safety Power is a manufacturer of emissions control systems for large diesel and natural gas engines. Safety Power markets to power generation (stand-by, demand-response, peak-shaving), combined heat and power (CHP), marine and industrial applications. Safety Power Inc. has offices in the USA and Canada. The headquarters is in Mississauga, ON, Canada.

Critical Power Group (CPG) is a woman owned small business that specializes in providing Design, Consultation, and Construction of Mission Critical Facilities. CPG is a provider of Data Center Design and Mission Critical Facilities support equipment.

For more information about Safety Power Inc. and Critical Power Group please visit www.safetypowerinc.com and www.criticalpowergroup.com respectively. ■

Nixon Power: Awards, Records Mark 100-year Milestones



Nixon Power Services, the Southeastern and Middle Atlantic's provider of power generation equipment, parts, and services, marked its 100th year of operations in 2014 with record revenues and continuing recognition of its excellence from two of the world's largest power generator manufacturers.

"At Nixon, we're very proud of our 100-year history, which has shaped the foundation on which the company flourishes today," said Ron Stanley, President and CEO of the company, which was originally formed in 1914 to serve pre-World War I

industrial expansion in the South.

Two particular events capped what Stanley and Ken Cockerham, Nixon's Executive Vice President, describe as a momentous year in 2014.

First, 2014 marked the first year Nixon's annual revenues topped \$100 million, exceeding previous records by more than 15 percent.

"The record revenues are attributable to our customers' loyalty, our manufacturing partners' support, and to our team's commitment, hard work, and outstanding performance," Cockerham said.

Second, Nixon, an authorized distributor for Kohler Power Systems and GE Gas Engines, received five separate major industry awards from the global manufacturers of the generator and related equipment that Nixon distributes and supports throughout the Southeastern and Middle Atlantic U.S.

Those awards, which illustrate the breadth of Nixon's operations, include:

- 2014 GE Gas Engines (Jenbacher) Americas Distributor of the Year
- 2014 Kohler Industrial Distributor of the Year
- 2014 Kohler Marine Distributor of the Year
- 2014 Kohler Residential & Industrial excellence and sales growth awards

"Our accomplishments and recognition result from Nixon's success in our singular focus on power generation and a solutions-based approach to our customers and the market," commented Stanley.

The awards all reflect Nixon's sales achievements, brand representation, strategic collaboration with manufacturers, and ongoing customer support. They are also among a multitude of similar honors awarded the company during the last decade.

"All Nixon team members throughout our company's business segments and support operations helped earn this prestigious recognition through their superior work," Stanley remarked, "You all should be very proud of our accomplishments and the acknowledgement."

For more information, please visit www.nixonpower.com. ■



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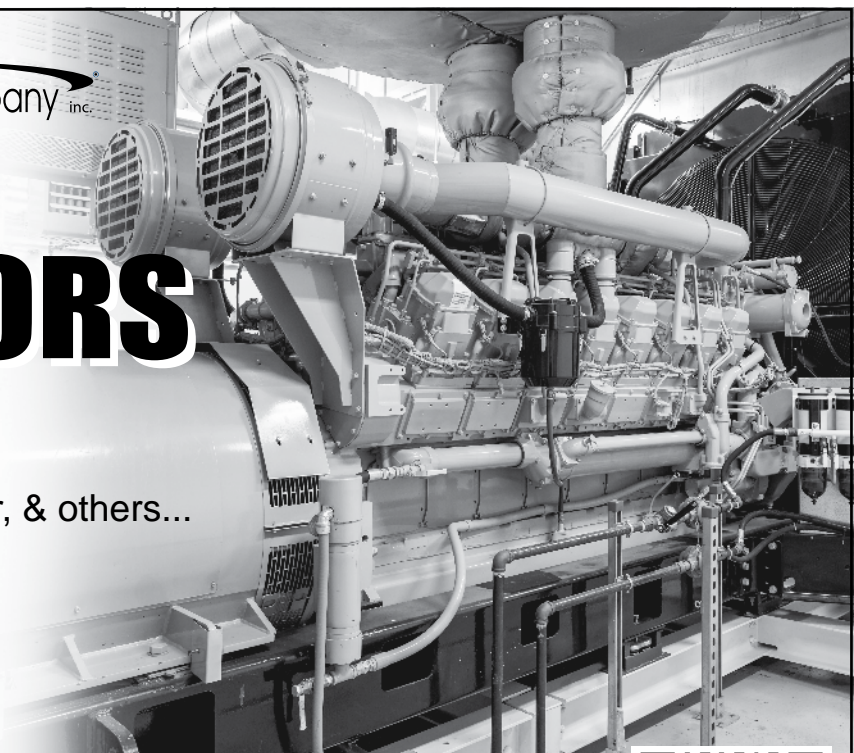
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Weld Power Generators, Inc. Hires New VP of Operations

Weld Power Generators announced the hiring of Jim Chianese as new Vice President of Operations. Jim brings over 20 years of electrical experience ranging from Project Manager for an electrical distribution company to years of service for a Power Systems Company as a General Manager. Jim holds EGSA certification, NFPA-70E, OSHA-10, NFPA-110, ASCO, Caterpillar and Baldor Generators.



Jim's responsibilities will include maximizing long-term profitability and growth. He will also be responsible for improving the efficiency and performance of the team structure and performance in order to optimize the operation within the On-Site Industry.

For more information, please visit www.weldpower.com. ■

The Newell Company, Inc. Receives Performance Awards

The Newell Company, Inc. have been awarded Amot's second best performing distributor for 2014 and second largest growth distributor for 2014. The Awards were presented by Amot at the 2015 annual distributor conference in Houston, TX. The award criteria was based on overall performance as a distributor in combination with overall customer satisfaction.

These awards are the latest acknowledgement of The Newell Company's focus on customer engagement and improving the customer experience. President David Oshefsky states "These awards reflect the synergy we create between our customers and the manufacturers we represent. We are honored by the recognition and strive for continuously improved customer experiences."

The Newell Company was founded by Edward D. Newell in 1956. Since its founding they have provided top quality products and services to the reciprocating

engine industry. In the beginning his idea was to make each customer feel as though they were the only customer. The tradition was continued by his son George O. Newell through the millennia. George was succeeded by David P. Oshefsky who has been their long tenured General Manager. The Newell Company's product base consists of thermostatic control, radiators, engine silencers, heat recovery products and the ancillary components that complete the systems.

Amot has been a global leader in thermostatic control since 1948. Amot started in Richmond, California USA with the invention of the industrial thermostatic valve. The valve was initially developed for the marine industry. Today the Houston, TX based company AMOT is owned by Roper Industries and the Amot thermostatic valve family is the accepted standard in various industrial applications around the world. Their products and solutions are still breaking new ground in temperature control and pressure sensing as well as in new areas such as diesel engine safety and condition monitoring technologies.

For more information, please visit www.ednewell.com. ■

HIMOINSA and Yanmar Announce Formal Business Alliance

Generator set manufacturer HIMOINSA, announced it has signed a consolidated operation agreement with Japanese firm Yanmar, a producer of diesel engines for agricultural, marine and construction equipment. The arrangement will strengthen the market positions of HIMOINSA and Yanmar and enable HIMOINSA to add generator engines to its product line.

HIMOINSA President Francisco Gracia stated that the relationship with Yanmar has been excellent since the beginning of their collaboration in the genset business in 2006, and that this step is a logical evolution in their affilia-

tion. "To gain competitive advantage in the global market for HIMOINSA as much as for Yanmar, we have sought to strengthen our mutual ties, resulting in our current partnership," said Gracia. "Our distribution network will benefit from this agreement."

HIMOINSA's long-standing goal has been to operate as a vertical manufacturer, offering a product that features 100% HIMOINSA quality. In this pursuit over more than 30 years of history, the company has oriented its business strategy to engineer and manufacture all the components required for a generator set. The company already produces its own alternators, electric controllers, canopies and other components, and with this business alliance, HIMOINSA adds engines to its business line.

According to sources on the Yanmar Executive Board, the consolidated business structure will enable HIMOINSA to improve its industrial development and strengthen its position in the international market. The alliance will provide a wider product range with technological excellence, more advanced, higher-quality production processes, a stronger sales rate and more robust development of HIMOINSA's services and company professionals.

With the new structure, Yanmar will acquire a 70% stake in HIMOINSA. No changes to company names, branding or employee structuring will occur at either firm as a result of the arrangement.

"We believe the bond created between the two companies will be stronger than if we were operating separately," said Gracia. "It will also give us a more prominent position in the global market."

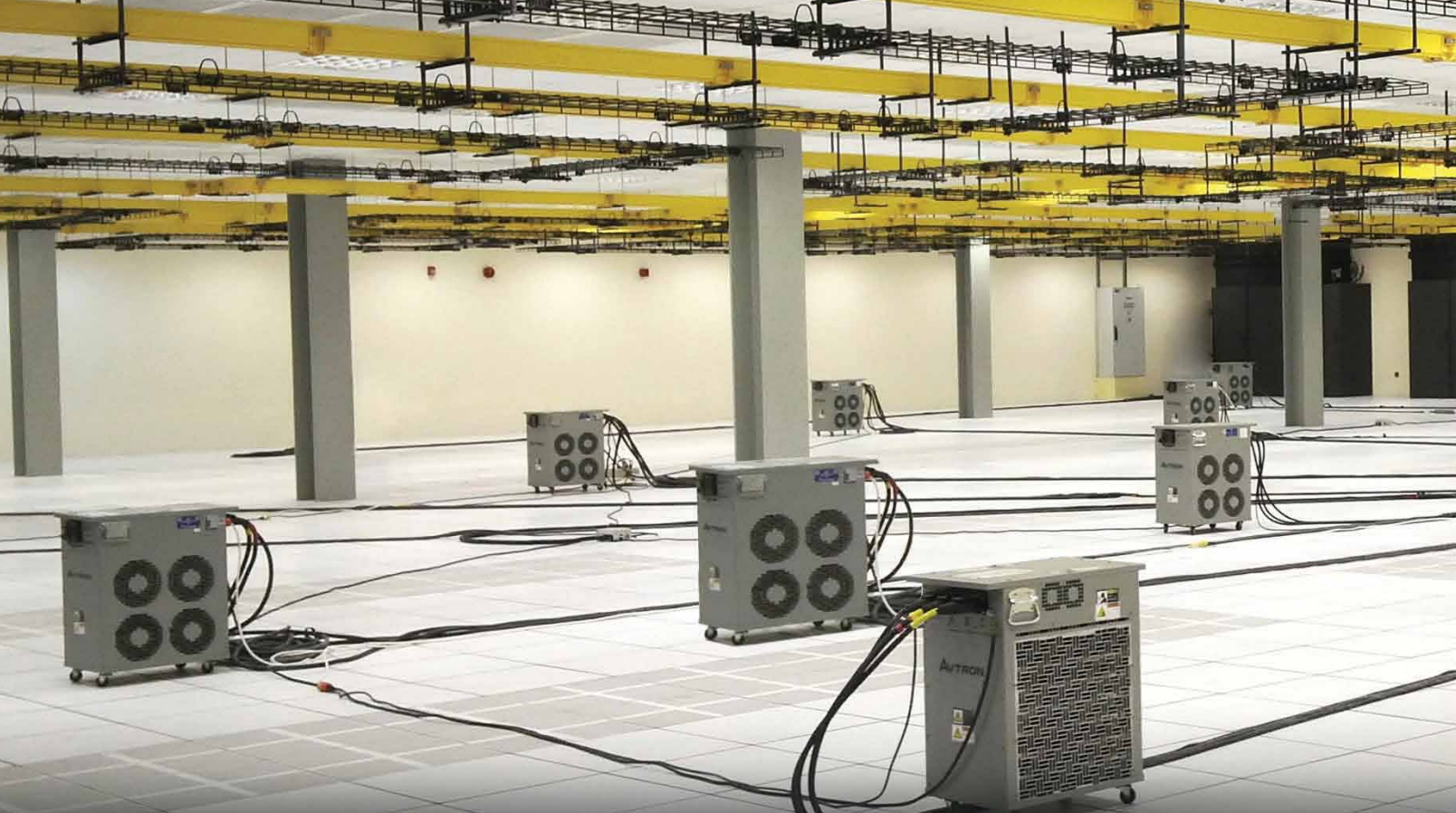
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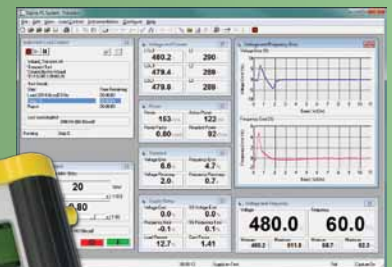
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