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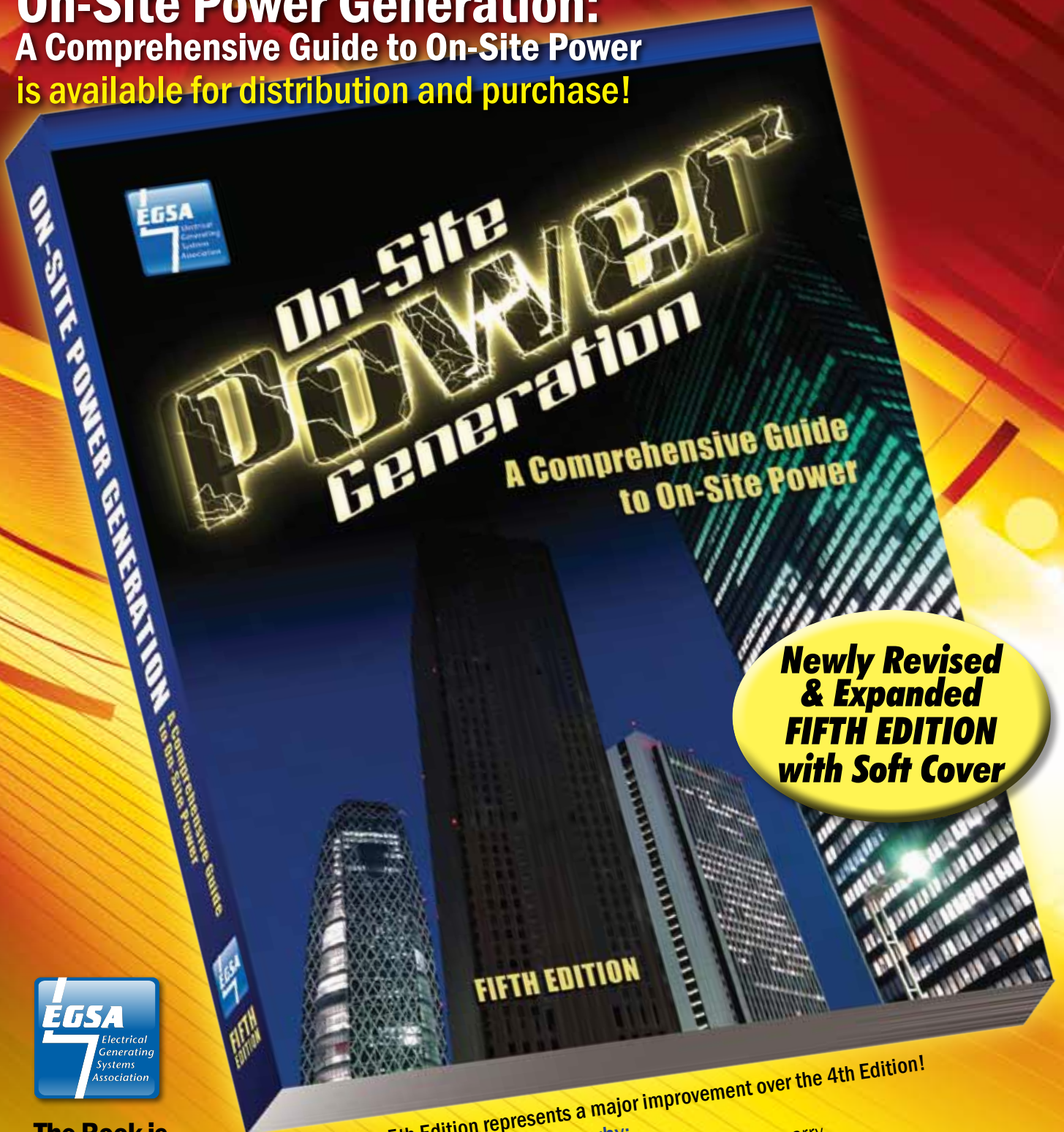


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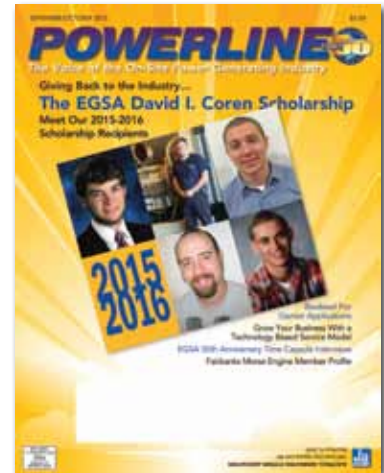
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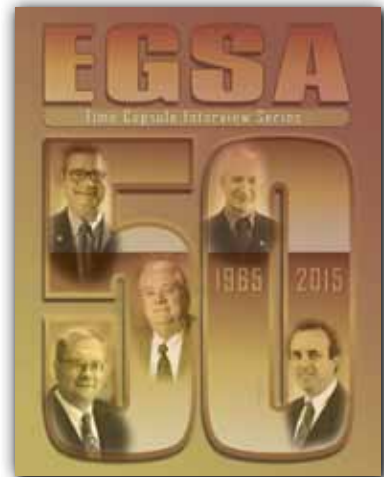
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Ed Murphy
 2015 EGSA President
 ed@powersearchinc.com

Constantly Evolving, That's How EGSA Continues to Bring Value to Our Members

I'll begin this column by communicating what a humbling experience it has been, becoming EGSA's 50th President. Even though I feel like I was thoroughly prepped for the job after many years of involvement, no one can truly prepare you to follow in the footsteps of so many great EGSA leaders after 50 years of service to this industry...like I said, I'm humbled.

I can also tell you that one of the greatest feelings of accomplishment that I've had this year (so far) has been to encourage change, not just for the sake of change, but the kind of change that makes this Association continue to evolve and grow. Whether it was streamlining and delivering tools to our Committee officers, like leadership timelines and job descriptions, to big ticket items, such as the rollout of the 5th Edition of our reference book published this year. These ideas were brought to the table and delivered, shaping a feeling of accomplishment. I'd like to personally thank all of the contributors that are helping us to grow EGSA!

Speaking of contributing, have you ever wondered how that whole process works? There are significant leadership changes each year to keep EGSA vibrant, cohesive and maintain continuity. For example, at our Meeting of the Members in Denver, I'll be announcing four new Directors to join the EGSA Board for a 3-year term (2016 – 2018). One might imagine, and you'd be right, that each of these new EGSA leaders will bring their own ideas and personalities to the position.

Our Executive Board will also change in January. As most of you are aware, the EGSA Executive Boards consists of five Officers: Secretary/Treasurer, Vice-President, President Elect, President and Immediate Past President. At the end of every year, a new Secretary/Treasurer joins the team and everyone else moves up a notch – except for the Immediate Past President, who retires from the

Board (making the Executive Board a 5-year commitment for the Officer and his/her employer).

Your Board of Directors also recently instituted a change as it relates to committee leadership, assigning a 2-year term limit for each of our 8 Committee Chairs.

Being a Chair of an EGSA Committee is one of the criteria for being considered qualified for the EGSA Board Nomination process. It's important that these positions open up on a regular basis to allow for a solid pool of potential leaders within the Association. Committee Chairs are appointed by the current EGSA President and often the Vice-Chair will get promoted. Once the appointment is confirmed, the new Chair is free to select their choice of officers (the Vice-Chair and Secretary).

If you are interested in leadership within EGSA, you can find a complete list of qualifying criteria on our website (egsa.org/AboutUs/Leadership.aspx), or make it a point to approach one of our current EGSA Board Members and express an interest in mentorship! We'd be honored to know that you have an interest and will do our best to help you succeed! The selection of new EGSA Board of Directors is made annually by the Nominating Committee, from Member nominations. The approval process starts with a check of their qualifications: service as a committee officer, regular attendance at conferences, approval of the 3-year commitment by the respective employer – 5-years for the Secretary/Treasurer, etc. The process appears to be working well.

EGSA's role as the "Voice of the Power Generation Industry," means we continue to seek additional voices (Members) and continue to lead the industry as a worthy and vigorous contributor. If you have ideas that can help us continue to reach out to industry colleagues, please drop us a line at e-mail@EGSA.org. ■



Michael Pope
 EGSA Director
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Education Update

I write this during my busiest time of the year – August. Preparation/training for the September/October rowing racing season is well under way and for me it means being on the water in a 26' rowing shell by 6:30 a.m. Or with my rowing partner in his 32' double shell.

Rowing has several important life and business lessons: a) if you don't work at it, you will not get good results; b) like golf, tennis and many other sports, anyone can get out on the course or court and do it, but for improvements and to be competitive, one has to constantly analyze the fine details of the body's motion and strive for the ideal.

Coaching and training are invaluable; doing it by the "seat-of-the-pants" may work for the very fortunate 5% "naturals" but the rest of us won't get there without some help and hard work. An 84 year-old rower recently wrote that after 65 years of rowing, he recently rowed the perfect stroke (no, I'm not there yet!). Golfers, in particular, can probably identify with this. Rowing in crew (four or eight in the boat) provides another important lesson – there is no hero or star in the crew; it is all about team work. Every member of the crew has to apply their best talents to move that boat as smoothly and fast as possible, and in precise coordination with the rest of the crew, in order to obtain the desired results. The boat wins or loses. And this is so true in business; the company whose employees see their mission as helping that enterprise achieve its goals will act as a real team (or crew) with that common goal of success for themselves, their colleagues and the enterprise. Successful teamwork builds enthusiasm within the company, making it a great place to work.

Your Rowley School Instructors would agree with this theory. They are all experts in their technical field; many of them wrote the material for their module in the school course and have shared their expertise as authors in *On-Site Power Generation: A Guide to On-Site Power* and/or earlier editions. The quality that sets them apart at the Rowley Schools is their ability to present their knowledge in a way that the attendees will understand and retain. Again, for 95% of us, seat-of-the-pants presentations are not going to cut it; we can talk, but will they learn? This is the reason your Association invests in an on-going Instruc-

tor Enhancement program. All Rowley School instructors are required to participate in an Adult Learning course which is presented by an outside consultant and a specialist in the subject. He also evaluates a 20-minute video recording of each instructor's School presentation. His suggestions and advice have been extremely useful and have improved the quality of the learning experience for those in attendance.

The results come back to us in the form of Instructor evaluations. All Rowley School attendees are asked to complete a questionnaire after each topic. This includes their opinion on the instructor's effectiveness as a speaker, the use of PowerPoint and handouts, organization and sequencing of the content, how well their need for information was satisfied and rating the complexity of the material (from too basic to too advanced). They are also asked to provide comments/suggestions on the presentation. Our instructors certainly take these evaluations very seriously and many adjustments and improvements have been made as a result of student feedback.

This issue of Powerline includes details of the EGSA David I. Coren Scholarship Program. This year, we are awarding five \$2,500 scholarships to deserving students that are studying On-Site Power Generation at a technical college or university. A maximum of eight scholarships may be awarded annually and I have to admit to my disappointment that we had to reject 13 applications this year.

EGSA is very specific about the information needed to assess each student and, sadly, several applications were incomplete. Others showed that the applicant was not attending a course in On-Site Power Generation nor intending to enter our industry. However, I am optimistic that those five will do well in their studies and go on to become excellent on-site power technicians for some lucky EGSA distributor/dealers.

Are there regional technical colleges or vocational technical high schools in your area? They could be, or maybe already are, the source of potential employees. Most likely, they offer courses on diesel engines, but how about on-site power generation? Could you take a few minutes and find out? Please forward contact information to me for any that are offering power generation courses and

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Codes & Standards

The first meeting of the committees reviewing the public input for NFPA 99 –Health Care Facilities 2018 Edition was held in Baltimore, MD during the first week of August. For the Electrical Systems, we had 97 public input items to cover in just 2 days. Three were rather long, yet insightful presentations that made the discussion afterwards on them much shorter. At first, I was alarmed that the presentation would include a complete rewrite of Chapter 6 – Electrical Systems requested by the Technical Correlating Committee, since the numbering system had gotten way too long and items were fragmented. A sub-committee had been formed and they took the whole chapter and followed the subject system in Chapter 5 to reorganize Chapter 6 without changing the content of each item. Unfortunately, we were not shown this work until 2 weeks before the meeting. There were a number of references at the end of the paragraphs that were not updated, but that work will be corrected prior to the completed work that will be available for public comment after 7 March 2016.

The other major topic was two requests by NEMA to expand the IT provisions of Chapter 7 – Information Technology and Communications Systems. The input would bring that chapter up to date with the quickly changing IT and Communication world as it applies to Health Care Facilities. NEMA wanted added references to two ANSI codes – 60601 and 8000 series.

At this meeting, there was no availability of telephone communication, so only those who physically attended were able to vote. A majority (in the case of this meeting, 12 votes) allowed a measure to pass. However, to be included in the final draft revision available to the public on 7 March, 2016, these measures have to pass a two thirds vote by ballot of the complete committee, which will be complete on 16 November, 2015 and approved by the Correlating Committee in January, 2016.

Several of the comments were editorial, meant to synergize the terms and language used in Chapter 6 and 7 to agree with definitions shown in Chapter 3. One such example was changing Patient Care Rooms to Patient Care Spaces, as shown in article 3.3.127.

There were several discussions as to whether an article should be included in NFPA 99, which

is considered a Performance Code or in NFPA 70 – The National Electric Code, which is considered an Installation Code. One item discussed is that the NEC deals more with buildings, which have to be safe for evacuation within 90 minutes. However, hospitals and nursing homes are not evacuated, but need to keep functioning during a power outage, no matter how long the outage is.

The June edition of *Business Energy* has two articles that may be of interest to EGSA Members. On page 20 is an article by Matt M. Casey titled Switchgear: Safety and Matters of Space – arc flash prevention, mobility and regulatory compliance. The second is on Page 32 by Daniel P. Duffy titled Engines and Gensets. This latter one talks about how they operate, technological advances and regulations. If your product is not mentioned, maybe you need to contact Mr. Duffy.

By the way, I only saw one ad in the magazine with the EGSA logo, even though there were ads from other EGSA Members. Are you aware that these logos are available on our website in multiple formats for your use? We'd certainly appreciate your branding support!

As for International Standards: IS15550 is open for balloting until December 1, 2015. This is a new number for an older standard – Internal Combustion Engines – determination and method for the measurement of engine power – general requirements. Also closing on that date is the ballot for IS7967-3 – Reciprocating internal combustion engines – Vocabulary of components and systems – Part 3: Valves, camshaft drives and actuating mechanisms.

UL 1236 ed. 8 – Standard for Battery Chargers for Charging Engine-Started Batteries is open for voting until 21 September, 2015. It is really, just a reissue and reaffirmation of the current standard as an American National Standard.

The UL/CPSC (UL 2201/Consumer Product Safety Commission) task group continues to meet to try and come up with a solution to the unnecessary deaths from carbon monoxide poisoning from the improper use of small portable generator sets. To date, we have come up with ways to lower the CO output of these sets, but they are expensive and still do not completely eliminate the problem. If any of you have a good solution, please contact me. ■

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Biodiesel For Genset Applications

Understanding how biodiesel interacts with today’s diesel engines will maximize a generator set’s performance and reliability.

By Brian Ponstein, Regional Sales Engineer, MTU Onsite Energy and Dylan Brandt Application Engineer, MTU Onsite Energy

While we often think of biofuels as a new innovation, the very first diesel engines were designed to run on them. Rudolf Diesel, known as the father of diesel engines, stated, “In 1900 a small Diesel engine was exhibited by the Otto Company which, on the suggestion of the French government, was run on Arachide [nut] oil, and operated so well that very few people were aware of the fact. The motor was built for ordinary oils, and without any modification was run on vegetable oil.”¹ He went on to state they tested other oils like plant and fish oils with perfect success.

Today, biodiesel remains an intriguing alternative to fossil fuels. Because biodiesel contains less carbon elements, it holds promise for reducing greenhouse gas emissions. Based on a 2014 White House report, a switch from petroleum-based fuels toward biodiesel is part of the overall strategy to mitigate greenhouse gas emissions. However, the diesel engines of the 21st century are more complex than the diesel engines of Rudolf Diesel’s day. If you are considering incorporating biodiesel, it is essential that you first understand the fuel and how it will interact with your modern diesel engine.

Composition

Biodiesels can be made from vegetable oil, plant oil, animal fats, waste cooking oils and greases. These oils can be virgin oils or refined from used deep-fryer oil. Biodiesel is a methyl/ethyl ester-based oxygenate and known as Fatty Acid Methyl Esters, or FAMES. There are industrial societies that have developed standards for biodiesel (DIN EN 14214, ASTM D 6751, ASTM D7467, and ASTM D975), and these standards define how to formulate biodiesel and how it is to be blended. Biodiesel can range from 0% (distillate diesel) to 100% (biodiesel in its purest form).

This fuel can be burned in a typical reciprocating internal combustion engine. However, there are considerations to take into account. These include, but are not limited to: fuel composition, fuel lifecycle, fuel storage and effects on the engine. Keep in mind that familiarizing yourself with the issues associated with biodiesel is a bit like the reading the fine print about the side effects of a prescription drug. If you read them all, you can’t help but think twice about actually using the product!

“Because biodiesel contains less carbon elements, it holds promise for reducing greenhouse gas emissions.”

¹Chalkley, Alfred Philip. *Diesel engines for land and marine work*. 2nd ed. New York: D. Van Nostrand, 1912. Google Books. 5 May 2015.

An operator or owner should refer to the manufacturer's specifications before using any biodiesel blends, as not all engines or equipment are suited or designed for this fuel. The typical blends of biodiesel commercially available today vary greatly due to local legislation and distribution networks. In most markets, biodiesel can be found in blending ratios from B2 (2% biodiesel) to B20 (20%). Be aware that the biodiesel concentration ratio can also vary with the season. For example, during the winter months in Minnesota, the biodiesel content changes to a lower percentage to aid with cold starting and resistance to "gelling."

Stability

Another issue with biodiesel is its relatively high cloud and pour points in respect to standard diesel fuel. The cloud point is the temperature when fuel begins to form wax crystals that makes the fuel look cloudy. This effect can be seen if you take a bottle of vegetable oil and place it in the refrigerator. When crystals form, it can cause fuel filters to clog until the temperature rises. The pour point of a fuel is the point at which the fuel retains the ability to remain in a completely liquid state. The cloud point and pour point of 100% biodiesel can range between 12–60°F (-11–15°C) and between 5–55°F (-15–12°C) respectively. As a rule of thumb, problems begin around 40°F (4°C) with 100% biodiesel. By comparison, #2 diesel has a cloud point in the 15–34°F (-9–1°C) range.

Biodiesel will absorb water, oxidize, and promote microbial growth more than distillate diesel fuel. It is known that water and oil don't mix easily; however, biodiesel is hydroscopic, meaning it mixes with water. This means it is much harder for water/fuel separators to remove all of the water in the fuel. Water present in the fuel system causes issues with lubricity, such as injector nozzle seizure, corrosion of the fuel system, and fuel pump failure caused by water ingestion. As the boiling point of water is lower, it can cause issues with deposits within the injectors.

Biodiesel's density and viscosity is also higher, thus biodiesel is more likely to cause crankcase lube-oil dilution. When fuel is present in the lubeoil, the properties within the oil start to change and the lube-oil becomes less effective thus increasing oil drain intervals to mitigate this issue. Distillate diesel fuel will also dilute the lube-oil but its flash point is about half that of 100% biodiesel (300°F/149°C). During normal engine operation, the fuel in the oil will "flash off" and not cause an issue.

Many manufacturers will recommend additives when biodiesel is used. Stabilizers, cold-flow enhancers and microbicides help mitigate each of these issues.

Other Considerations

The heat content of biodiesel is less than that of distillate diesel. This means that to get the same power out of the unit, the engine must consume more fuel or the engine will have a "derate" proportional to the heat content change. Some engines may have ways to compensate for this the expected power loss.

Biodiesel has the tendency to degrade hoses, gaskets, seals, glues and plastics with extended exposure. Certain material types are more susceptible than others. These materials included, but are not limited to, natural or nitrile rubber, and polypropylene. Polymers are not the only materials susceptible to the effects of biodiesel. There are some metals that display undesirable reactions as well. Copper, bronze and zinc may accelerate the oxidation process of biodiesel, creating deposits in the fuel and fuel system. When using biodiesel, these items need to be taken into consideration when adding any ancillary components or devices to an OEM genset system. This is one of the reasons why an engine should be flushed with distillate diesel fuel after being run on biodiesel.

Storage

With emergency power applications, fuel storage becomes a concern when using biodiesel, so the following recommendations are important to keep in mind.

Because of biodiesel's higher water solubility and the potential for a higher water content, all fuel systems should have a fuel water separator installed in them to mitigate the risk of increased corrosion and accelerated microbial growth in the fuel system.

Biodiesel has a tendency to oxidize. When this happens, the fuel begins to "rot" and biodegrade. The use of manufacturer recommended additives can help prolong fuel life.

Biodiesel is a solvent, and as a result deposits in the fuel system or fuel tank could dislodge and enter into the filtering system on the engine. Therefore, it is also recommended to replace the fuel filters more frequently, as their typical lifespan could be reduced by the biodiesel.

If you are changing your product over to run on biodiesel from distillate diesel, it is recommended that you change all fuel filters, and change the engine oil and filter prior to running the engine on biodiesel. The same recommendation applies if reverting back from biodiesel to distillate diesel fuel, and the manufacturer's recommendations should also be consulted. The engine should also be monitored for the first 50 running hours after any kind of fuel change over.

If you are changing your product over to run on biodiesel from distillate diesel, it is recommended that you change all fuel filters, and change the engine oil and filter prior to running the engine on biodiesel. The same recommendation applies if reverting back from biodiesel to distillate diesel fuel, and the manufacturer's recommendations should also be consulted. The engine should also be monitored for the first 50 running hours after any kind of fuel change over.

If the engine will be sitting for an extended period of time, it is often recommended to run the engine on 100% distillate fuel before shutdown.

“Generally speaking, there aren't any issues with actual engine performance when running on biodiesel, as most of the concerns about biodiesel are related to what happens when the unit is sitting in the standby mode.”

Benefits

Generally speaking, there aren't any issues with actual engine performance when running on biodiesel, as most of the concerns about biodiesel are related to what happens when the unit is sitting in the standby mode.

Biodiesel typically has better lubricity properties than distillate diesel. This can help reduce wear with fuel components that rely on the fuel for lubrication, such as fuel pumps and nozzles. Pure biodiesel is about 10 times less toxic than table salt.

Clarifications

Nearly all diesel engine manufacturers neither promote nor discourage the use of biodiesel. Their warranties exclude fuel-related issues from their warranties, but rather warranty the engine for material and workmanship.

E Diesel is not biodiesel. E Diesel is a mixture of diesel fuel with typically up to 15% ethanol. It is not considered biodiesel and may not meet ASTM or E.U. requirements. E Diesel is more like gasoline in terms of its flashpoint and volatility. E Diesel has other concerns, many of them the same as biodiesel, but the low flash point and volatility are the greatest risks.

Bi-fuel should not be confused with biofuel. With bi-fuel, the engine operates on the same principle as the standard diesel engine except that natural gas is mixed with the intake air to offset the amount of diesel being used.

Summary

There is a growing demand to use biodiesel in the generator set market. This is typically being driven by local requirements or customer demand. Before you start using biodiesel in your products, however, there are many things to consider. The use of this fuel can impact product life, emissions, power output, or the ability to operate when necessary in an emergency. Today's engines require high quality fuel to ensure they will operate properly when called upon. The use of biodiesel can add to this complexity, but there are ways to reduce the potential negative impacts associated with the fuel. Be sure to review the manufacturer's suggestions and have a plan in place before making the decision to switch to biodiesel. ■

About the Authors

**Brian Ponstein – Regional Sales Engineer
MTU Onsite Energy**



Brian Ponstein - In his role as a Regional Sales Engineer at MTU Onsite Energy, Brian is responsible for analyzing market needs and requirements in North America and working with engineering to provide solutions for MTU Onsite Energy's customers. His background consists of extensive customer-focused engineering experience, as well as intercultural experience in Europe and North America, including stints in Germany for MTU in both engineering and sales.

Ponstein is an active member of EGSA and serves as an Instructor for the EGSA Rowley School, where he teaches classes regularly. He has also assisted in the editing of chapters within the 5th Edition EGSA reference book.

Ponstein earned his Bachelor of Science in Engineering at Ferris State University, where he will also soon complete a Master of Business Administration degree.

**Dylan Brandt – Applications Engineer
MTU Onsite Energy**



In his role as Applications Engineer at MTU Onsite Energy, Dylan Brandt is responsible for developing testing procedures and new product lines, creation of simulation programs and collaborating with the sales team to determine market requirements.

Brandt was instrumental in Rolls-Royce's 2014 launch of the new MTU Onsite Energy 18V 2000 generator set, utilizing the common rail fuel injected MTU series 2000 diesel engine.

Brandt earned his bachelor's degree in Automotive Engineering Technology at Minnesota State University.

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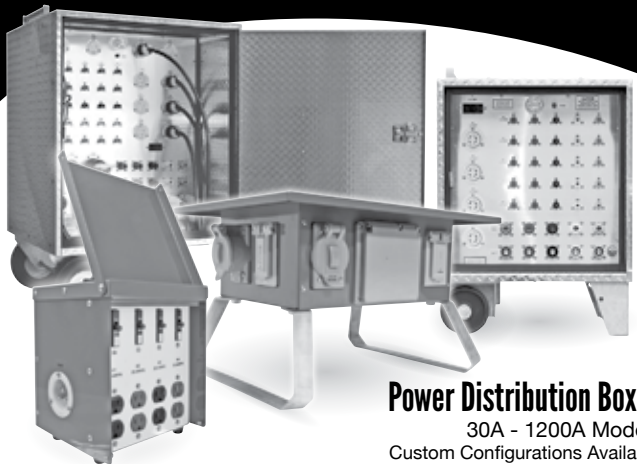
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Grow Your Business with a Technology Based Service Model

By Andy Briggs, President, Power Telematics, Inc.

Let's face it; the power systems industry is changing...and that is not necessarily a bad thing. As with most things in our lives, we must adapt and adjust to changing trends, circumstances and events, as well as changing technology.

The service component of your company is (or should be) the most profitable segment of your business. Therefore, it is imperative to focus on growing this segment of your business. Deliberate and thoughtful planning for service growth is vital to long term strength and profitability. However, there are inherent challenges that we face in our industry and within our own companies that will limit growth if we do not plan accordingly. The traditional service models that have served our industry for many years simply cannot be sustained long term. Today, service organizations must consider implementing technology strategies in order to remain competitive and relevant, to retain customers, to add new customers, to improve profitability and to grow.

Our Industry's Dilemma: Technicians

The power systems industry faces certain challenges when it comes to providing excellent service to customers. One of the key challenges we face is the shortage of qualified technicians. We simply need more technicians. However, there are not enough technicians entering the profession to keep pace with the growing number of power systems being deployed each year. I have always held technicians in our field in very high regard. They have to be proficient at engines, electricity, electronics and fuel systems and perform this highly skilled job in some of the most adverse conditions. Occasionally you can find a young person that can be "groomed" into a good tech. However, the most common strategy for a service organization to add

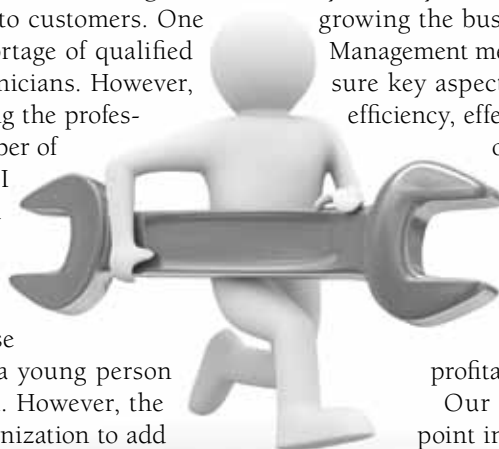
new technicians has been to lure them away from a competitor, which can be costly and often comes with added "baggage". While we are collectively looking for ways to get people interested in becoming professional power systems technicians, this industry problem will not go away any time soon.

Operational Challenges

Having owned a successful generator distributorship, I understand firsthand the challenges we face with operating a profitable service company. The service component of the business was indeed the most profitable segment of our business from a gross profit contribution perspective. However, it was probably the most management intensive and challenging segment of the business as well.

Finding and keeping good technicians is always a challenge. Some of the other challenges included managing and staffing the right personnel, managing a fleet of trucks, attempting to maximize profits while staying competitive, managing parts inventory, meeting (and exceeding) customer expectations 24 hours a day – 7 days a week, adding new service agreements, and growing the business. As a longtime follower of the Curry Management metrics on service management, I would measure key aspects of the operation including productivity, efficiency, effective billing rate, and vehicle expense. The operational challenges we all face within our service organizations are fairly easy to understand, but often difficult to achieve and maximize. Running a service organization is certainly not for the faint of heart. However, those companies who run a solid service operation are the strongest and most profitable businesses in our industry.

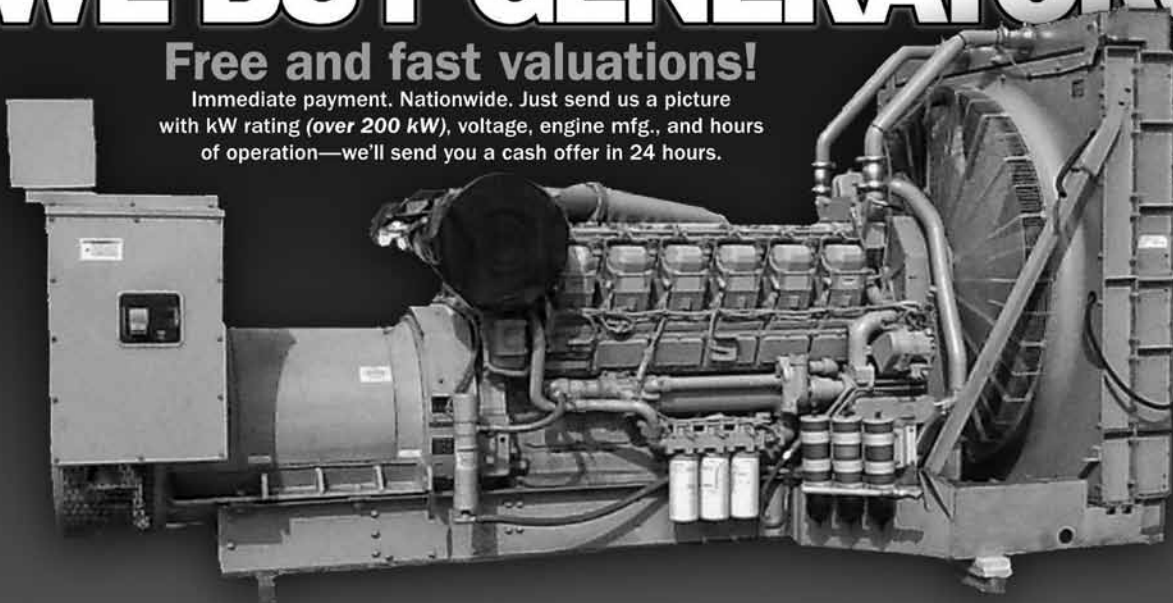
Our industry is changing and there comes a point in time where we simply cannot continue to



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operate our service companies the same way we have, if we expect to grow and remain competitive. We must find better ways to deliver a higher level of responsive service to our end user customers and serve more customers with the labor force that is available. What that means is that service organizations that want to grow MUST strategically plan to implement tools and technology in order to serve more customers.

What's the Solution?

Service companies must compete every day to add new customers and to retain the ones we have. It has become more and more challenging to deliver the high level of service that we want to provide (and that our end user customers expect) while trying to maximize our profitability. In order to grow and to improve our profitability, we must take a holistic view of our business, the markets we serve and how we can strategically plan for service growth. Companies who do not take action today to prepare for growth will eventually find their market share and profits eroding.

Implementing Technology to Better Serve Customers Must be a Key Part of a Strategic Growth Plan.

Phrases such as IOT (Internet of Things) and M2M (Machine to Machine) are becoming more and more common in our conversations and in our business plans. Michael E. Porter, Harvard Business School professor and James Heppelmann, President and CEO of PTC published an article in the Harvard Business Review (November 2014) titled "How Smart, Connected Products are Changing Competition." The article illustrates the changing landscape of equipment and machinery service and describes the inevitable trend of how service will be provided in the future. These trends are real and are happening.

The day will come when we are remotely connected to all vehicles, stationary generators, mobile generators and all other equipment that we service and maintain. Those who embrace this fact now and include technology in their growth plans will emerge as the leaders of tomorrow. Those who do not, may very well be out of business.

Implementing remote communications technology (telemetry) into your service program will derive significant benefits including:

Improved Equipment Reliability

The definition of reliability in our business is simply this: the power goes out and the generator works! The generator is a critical piece of equipment that absolutely MUST work when needed. Ask yourself this:

- Are you certain that the generators you maintain will work when the power goes out?
- What are the consequences and repercussions to you and your end user customers if they don't?

There is no easier way to retain a loyal customer than to have the generator perform as it is supposed to when the power goes out. Conversely, there is no faster way to lose a customer if the generator fails.

We all know that inspecting a generator more often increases the reliability and the likelihood of finding and resolving a problem before the next power outage. Inspecting a generator quarterly or even monthly improves reliability. Monitoring a generator 24/7 exponentially increases that reliability and the chance of addressing a problem BEFORE the next power outage. At the end of the day, the service company and the brand are judged by the definition of reliability, did the generator work when it was supposed to? Remotely monitoring a generator allows you to know with confidence that the generator system will work when needed, it improves the overall reliability, and reduces those calls in the middle of the night that the power is out and the generator did not work.

Provide a Higher Level of Service

Are you offering your end user customers the highest level of service possible? If not, you had better look out because your competition will. Customers expect (and deserve) excellent service and if you are not providing it, someone else will.



Monitoring a generator 24/7 is indeed providing a higher level of service than looking at it quarterly or even monthly. This not only provides a higher level of service to the end user customer, but provides the service company many benefits as well. When an alert occurs, the service company is able to provide fast, proactive (not reactive) response to equipment problems. You are calling the customer letting them know you are on top of the situation, not the customer calling you stating: "My generator is in alarm and I need someone out here right away." Additionally, if you know the condition in advance, you are more likely to know what the problem may be before you dispatch the technician. This allows you to take the appropriate parts, fix the problem in one visit, maximize the service technician's time and make the customer very happy.

Retain Happy and Loyal Customers

We all want to say that we have "happy and satisfied customers" and we hope that they are "loyal" to us. Are your customers truly "loyal" to you? Satisfied customers will drop you in a minute, loyal customers won't.

When you provide the highest level of service possible and their equipment performs as it should, customers WILL be loyal to you. Quite frankly, they can't afford to take a chance on another service provider if you are providing a superior level of service and their emergency power system works. Your customers will be loyal to you and a *Loyal Customer* is the goal.

- Loyal Customers say 'yes' to recommended repairs
- Loyal Customers stay with you through the life cycle of the equipment, allowing you to capture the routine services of batteries, block heaters, load bank testing and other repairs
- Loyal Customers are your advocate and provide testimonials and referrals
- Loyal Customers are more willing to forgive mistakes

Stand Out from Your Competition

Differentiate yourself from the competition. Why should a customer do business with you? Is it because you are the authorized distributor or dealer for the brand? Is it because you have better technicians? Is it because you believe you offer better service?

Whatever your belief is (for why customers buy from you) always continue to find ways to improve and stand out from your competitors. Utilizing cutting edge technology in your service organization or incorporating it into your new generator sales can certainly differentiate you from your competition. Are you better than your competitors?

Improve Internal Efficiency & Productivity

High efficiency and productivity rates are fundamental measurements in a profitable service organization. These are also two of the key aspects of your service business that you can control. Improve these and your profitability will grow considerably.

Efficiency and productivity are achieved through better service management and better routing and scheduling. By knowing which units have problems in advance, you are able to more effectively route and schedule the repairs.

Reduce Unbillable Service Trips

How often do you dispatch a technician to a site from a customer calling and stating "the generator doesn't work," only to find there is nothing wrong with the unit? It is often a contentious situation with the customer if you have to send them an invoice. Remotely monitoring the generator greatly reduces and even eliminates most of these types of calls.

Reduce Vehicle Expenses

Better routing and scheduling will help reduce vehicle expenses. However, the most significant opportunity to gain better control of vehicle expenses is to implement vehicle tracking. What gets measured gets improved. Monitoring vehicle usage, driver behavior, idling, speeding, travel time and after-hours usage will make significant improvements in your overall vehicle expenses. In addition, if you are not currently tracking your service vehicles, call your insurance broker today. Most companies receive a large enough reduction in their auto insurance premiums to more than offset the cost of implementing this tool.

Validation of Service

Professionally run service organizations utilize GPS tracking for their service fleet, either tracking the vehicle or the technician location (smartphone app). This not only provides internal benefits to the company, but also provides validation to the customer when or if a dispute arises on a time and material invoice. When you have electronic "proof" that the technician was on site for the time invoiced, the issue is usually resolved quickly.

Communicate with Your Customers

How many of your customers today ask you to send them an email every week letting them know how their generator is doing? How many of your customers require operational reports on their equipment? Implementing technology allows you to automate a lot of these processes and provides you with the ability to communicate with your customers every week. This includes equipment status reports, activity reports, engine run reports, etc. In addition, most technology user platforms provide you with the ability to send marketing emails and other information directly to your customers.

Increase Revenue

Simply stated, you must find a way to serve more customers. If you are not growing (adding new service customers), you are on a path of decay and decline. Implementing technology to allow you to serve more customers is the most effective way to rapidly increase your service business without having to hire new technicians in direct proportion to the number of service customers you gain. As a result, your revenue, gross profit and net profit will increase. The objective is to maximize the revenue per technician and service more units per technician while growing your customer base.

Grow the Bottom Line

Improved bottom line profitability of your service business is realized when you implement fundamental technology solutions in your service operations. The more you maximize and optimize the above benefits, the more bottom line grows. Companies that are currently embarking on these technology changes are realizing that the revenue and profit benefits are far outweighing the cost of implementing the technology.

What's In It for the End User Customer?

While the primary focus of this article has been on the benefits to the service organization, providing better service to the end user customer and higher system reliability is really the ultimate goal and benefit. Remember our definition of reliability? What would happen if the generator did not work in an outage situation? The consequences could be quite severe!



The implementation of remote monitoring technology has many additional benefits for the end user customer.

- Most importantly - Improved reliability and peace of mind - Know with confidence the system will work when needed
- Confidence in their equipment, the brand and their service company
- Instant alarm notifications via email, text and/or voice call
- Fast, proactive service response to problems minimizing down time
- Access to Data - Reporting with time & date stamped event history
- Weekly and/or monthly automated activity reports
- Remotely monitoring a generator actually helps decrease the overall cost of ownership. This may seem contradictory. However, small problems can be fixed before they become big problems, thereby reducing major repair costs. The most significant cost to the owner is if the generator does not work during a power outage!

Is it time to transform your business model?

Hopefully your mental wheels are turning and thinking about the macro view of your service business. Where will your business be in the next five years, ten years? What will it look like?

Technology solutions are fundamental to the growth and success of service organizations. The day will come when we are remotely connected to all vehicles, stationary generators, mobile generators and all other equipment that we service and maintain. Those who embrace this fact now and include technology in their growth plans will be the market leaders of tomorrow. Those who do not may very well be out of business. ■

About the Author

Andy Briggs – President of Power Telematics, Inc.

Andy has three decades of power systems industry experience including extensive knowledge in executive level leadership, sales and business operations. He has held senior level positions with several leading generator distributorships including Vice President of Nixon Power Services Company. In 2003, he founded Pro Power Solutions, the distributor for Generac Power Systems in Georgia. The company quickly became a very successful multi-million dollar enterprise and received many awards including recognition by Generac as Dealer of the Year. In 2007, the Metro Atlanta Chamber of Commerce and the Atlanta Business Chronicle recognized Andy as one of the “Top 5 Small Business Leaders in Atlanta”.

After selling his company in 2010, Andy founded Briggs Consultants providing consulting, coaching, training and business development services to companies in the power systems industry. In 2013, Andy joined John Maxwell’s mentorship program and is a Certified John Maxwell Team Coach, Trainer and Speaker. Andy is also an experienced implementer of The Entrepreneurial Operating System, developed by Gino Wickman, to help small to mid-sized businesses grow and to become more profitable.

Throughout his career, Andy has been at the forefront of industry trends. These industry trends are what drove Andy to found Power Telematics. “Our industry is changing and companies in our profession need to recognize these changing trends and embrace them in order to be successful and grow.” Andy has assembled a growing team of experienced industry professionals at Power Telematics, dedicated to providing tools, services, solutions, and resources to help customers build better businesses and to position them for significant growth and profitability. For more information, please visit www.powertelematics.com.



EGSSA

Time Capsule Interview Series



Vaughn Beasley

- Ring Power Corporation

EGSA President 2014 - Active Member 1986 - Present

Vaughn Beasley, EGSA President 2014, Committed to Member Value and Return on Investment, Gets Down to Brass Tacks With EGSA.

In conducting these interviews since last year, it has become a reoccurring theme that people are either enticed to join a company in on-site power, or their combination of skills made the cross-over possible. Our first interviewee for this issue, Vaughn Beasley, is not one of those candidates. He actually "grew up" in Power Generation. Fresh out of high school and ready for a challenge, Vaughn enlisted in the Air Force as an Electric Power Generation Specialist in 1973. Fast forward to 1979, Vaughn joined a Jacksonville Cummins/Onan dealer upon his honorable discharge from the service.



In 1981, Vaughn joined Ring Power Corp. (RPC) and put his GI Bill to work for himself. He graduated from the University of North Florida in 1985 with a BS in Building Construction and has never looked back!

Today, Vaughn is not only the Senior Vice President at RPC, he is also coming to the end of an 8-year commitment to the EGSA Board of Directors, serving from 2007-2009 on the Board and then, on the Executive Committee from 2010-2015. He is currently our Immediate Past President, where he will remain an active member of the Executive Board until the end of this year.

RPC has been a member in good standing since 1980 and Vaughn attended his first EGSA Conference in the mid 80s. During Vaughn's year as President, he placed great emphasis on making sure that our members take all the opportunities to get the most from their membership. "There are numerous organizations that compete for the dollars that every firm budgets for, like membership and conference travel. EGSA delivers a quality product, and we continue to seek ways to bring member value. We have our ears open when people provide their feedback," he adds.

And with that, our interview begins!

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

Vaughn Beasley: "I have had numerous mentors over the years, as I attended EGSA Conferences early on in my career. Maybe it was because I was a young salesman for a Caterpillar dealer, easily influenced and eager to learn? In other words, they were selling and I was buying. Of course, we are in a 'relationship' business and all these folks I considered mentors at the time would become good friends later.

Bill Young (then President of Industrial Power Systems, now IEM Power Systems) helped me navigate my first conference, then there is John

Meuleman (Russelectric), Herb Daugherty (ASCO), Ron Seftick (Zenith Controls), Warner Bauer (Kickham Boiler), and Jim Wright (Marathon Electric). All of these fine gentlemen were great mentors early on in my EGSA experience. It amazes me that all, except Jim, are still active. There is some definite longevity in my mentor stable."

What was your first impression of EGSA?

Vaughn Beasley: "Ring Power had been an EGSA member for awhile when Harley Baily (an early mentor of mine at RPC) and my boss, Jim Rockenbach, encouraged me to attend. My recollection was that it was a little overwhelming, yet fun at the same time."

Any great rivalries or fun stories to share?

Vaughn Beasley: "I recall my first EGSA Conference was at Innisbrook Golf Resort in Tampa, FL. This was also one of the first times I ever played golf and I distinctly remember that we played a course named Copperhead. It must have made quite an impression, because I have never forgotten it.

Back then, there was only golf and tennis. Ron Mellow, my Russelectric representative at the time, was very active in the Tennis Group. Then there was Golf, nothing like chasing a little white ball around all day, but if I am going to be in the blistering heat, I would rather be on, or in, the water.

So, what was my first order of business when I became an EGSA Director in 2007? I suggested we start a bi-annual fishing tournament. As it turned out, and much to the chagrin of the golf tournament chair, at the time Steve Stoyanac, we have a lot of members who enjoy fishing.

The size of the fishing group soon rivaled the golfers. That of course got Steve Stoyanac's attention and it quickly became a fun rivalry. It has also been a blast to fish the various waters around the country and the challenges at every location. By far, the best time is telling the fishing stories (lies) and presenting the trophies to the top 3 anglers at the Conferences."

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

Vaughn Beasley: "EGSA could play a significant role in influencing and monitoring the regulatory bodies that govern our industry at the municipal level up to, and including, the Federal Government. This umbrella would also include independent organizations like UL. This would be a significant play on EGSA's part and after some investigation, I have concluded that it will take a significant investment of our resources.

Our conferences would be another area where I would like to see more involvement to include the 'all elusive' engineering community and end users."

Vaughn Beasley – Ring Power Corporation

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

Vaughn Beasley: “EGSA offers new members a host of opportunities to increase industry knowledge and hone soft skills. Regardless, if you are new to the industry or a veteran in on-site power, the EGSA conference experience alone is worth the cost of admission.”

I would say the product(s) that EGSA Staff and our Board is putting out today is 10-fold from when I started. Can we get better? You bet and we are! Our members are constantly offering suggestions and challenging staff and leadership to make the conferences better.”

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

Vaughn Beasley: “It was never my intention to have a leadership role at EGSA. I think it just evolved after attending so many years as a spectator and then becoming active in the DD Committee.”

When I was selected to be member of the Board of Directors, I was delighted to be able to make a contribution and support the efforts of the Executive Board Members. Then, John Kelly called one day and asked if nominated, would I be interested in serving as an officer on the Executive Board. After he explained the commitment required to the position and after some thought, I told him I would be honored.

I will say, that serving an 8- year tenure in leadership, with one year as President, I feel that I gave back just a fraction to the industry that has given so much to me. As I have said before, whether one aspires to a leadership role or not, being engaged at any level in EGSA is giving back to the industry and is much appreciated.”

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

Vaughn Beasley: “I was most active in the DD Committee, eventually becoming Chair. Back “in the day” (late 90s), when John Kelly and Joe Hafich (ESCE) were in leadership roles for the Committee, we and (a small handful of others) used to get together and discuss “best practices” and try to figure out how we were going to grow our small committee.”

Today we are busting at the seams and adding value to the overall organization. It makes me feel great to see programs and committee interest soar and take on additional responsibilities as a Committee.”

As most are aware, we awarded our very first EGSA Technician of the Year Award (TOYA) during my year as President last year and by the time you read this interview, we will know who our 2nd winner is. Committee level work is really remarkable and important to an association like ours. I feel I got in on the ground floor.”



Top Left: Vaughn presents Mike Witkowski (Pritchard Brown) with the Committee Chair gavel for the EGSA Codes & Standard Surveillance Committee.

Top Center: Greg Linton (EGSA President 2009) received the Leroy Carpenter Award from Vaughn last year.



Top Right: Vaughn and Leslie, take in the view in Mission Bay, CA during our Fall Conference in 2014.

Bottom: As the Fishing Chair, Vaughn loves to shake things up between the Golfers and the Anglers! A little friendly competition never hurt anyone.

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

Vaughn Beasley: “Leslie has really become part of the EGSA family. She enjoys the socializing, different venues, and of course, the friendships that have developed over the years. So if I am going, she is going!”

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!

Vaughn Beasley: “Fishing is my passion, and I still try to surf a bit. I like hunting for shark’s teeth on the beach. Most enjoyable is going to the beach with Leslie and the grandkids, they love it.”

I am also an avid football fan. I love to watch the mighty Florida Gators and our home team, the Jacksonville Jaguars.”

As the clock strokes almost midnight, Vaughn will be reentering the general membership in 2016, but we have the feeling that he will be just as active and will also continue his role of EGSA Fishing Chair well into his 40s (haha!!!).

Michael Pope

– Clariant Corp.

EGSA President 2012 - Active Member 1992- 2013 (and beyond)

Michael Pope, EGSA President 2012, Recounts How Being in an Apprentice Program Prepared Him for a Rich Career in Power Generation and How EGSA Made an Impact.

Michael Pope's original career choice was to join the British Merchant Navy. "At age 14 it seemed like a great idea," he laughs. "The staff was average at teaching academics, but great on seamanship, which was taught by ex-Royal Navy officers. The discipline of military training is, I believe, highly beneficial for young people. Shortly before graduation I learned that my color sight was not up to the required standard and was not able to pursue a career as a deck officer."



Being slightly colorblind did not deter Michael. "So, my fall back plan was to become an engineer and when qualified, go to sea as an engineering officer. (Since I was the only member of our family that could figure out how to replace the spark plug on our lawn mower, I knew I was a natural-born engineer!).

After a year at a technical college, I joined R.A. Lister Co. (the fore-runner of Lister-Petter) as an apprentice, and being an apprentice gave me the best possible training for my future career path. It was all about the design, manufacturing and servicing of diesel engines, plus the academic benefit of attending a technical college one day and most nights every week.

An active social life blew away the attraction of 6 – 9 months at sea, but the strong urge to travel remained. After completing the 4-year training course, I gravitated towards sales with the hope of gaining an overseas assignment, which happened in 1970."

Michael is originally from England, but he and his family have also lived in New York, Ohio, Toronto and Atlanta. He and his wife, Pauline, have lived in South Dartmouth, MA for almost 30 years. At the end of 2013, he retired from Süd-Chemie, Inc., a German company with a catalyst manufacturing facility in Needham, MA (now Clariant Corp.). He also previously held positions with Volvo Penta, R.A. Mitchell Co. and Lister-Petter.

"These experiences really helped shape my career and cranked up my motor for education and training, but in 1985, when I joined the Lister-Petter distributor for New England (R.A. Mitchell Co.), it was then that I really got involved in on-site power generation applications – and EGSA," he continued.

"I learned first-hand, the value of being able to meet key personnel at the neutral EGSA events and then strengthened those relationships over time. Back in 2000 when I joined Volvo Penta, and later Süd-Chemie, I made it clear that 'If we are going to be in power generation, we have to be EGSA Members' – and they both joined and got returns. I was working with many OEMs, including Katolight, Kohler Power Systems, MQ Power and Taylor Power Systems.

And with that, our interview begins!

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

Michael Pope: "There have been many 'influencers' among the EGSA Members, but after a second or two, George Rowley's name comes rushing to my mind. In 2001, the Board of Directors had concluded that the EGSA Education programs needed to grow beyond the traditional member-assisted rate and authorized Jalane, our EGSA Executive Director, to add a full-time Director of Education to the Staff.

George was not technical, but he had a strong educational background. His first major project was the update of *On-Site Power Generation: A Reference Book* for the 4th Edition. He established a thorough procedure for every aspect of putting a first-class technical reference book together.

This was repeated for the selection of EGSA School Instructors, for the awarding of EGSA David I. Coren Scholarships and the EGSA Technician Certification Program. He brought a new level of professionalism to each educational program. George had a great personality, and was able to get the best from the many member volunteers that worked with him. I learned a lot from George and got to know him well when I was Chair of the Education Committee. We remained very good friends until his passing."

What was your first impression of EGSA?

Michael Pope: "My first exposure to EGSA came through my colleague, Peter Frayling, our 'power gen guru' at Lister-Petter. He attended all the EGSA meetings and reported on them.

However, it was actually several years later that this information came in handy. While working for R.A. Mitchell Co. (a DD), I suggested the company join and I attended my first Conference.

I have to report that my first impression was not good! This was long before we had the New Member/First Timer's Reception, so new members simply entered the Welcome Reception and attempted to mingle. I only saw one person that I recognized, who also happens to be English,

Michael Pope

– Clariant Corp.

and went over to his group. He just said ‘Hi, Michael’ and immediately returned to his group conversation. Hmm, not such a great start...but at my next conference, a very enthusiastic Steve Stoyanac came up and introduced himself, welcomed me and introduced me to other Members. That was when I knew that I would be back.”

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

Michael Pope: “In no particular order, here are my Top Five for 50 years from now:

1. Every DD has EGSA Certified Technicians on staff.
2. “The Voice of the Power Generation Industry” – I hope that EGSA will have the resources and power to represent the On-Site Power Generation industry nationally, to any regulatory group that might impact our industry.
3. I would like to see all technical colleges that offer power generation courses have their graduating students take the EGSA Apprentice Level Technician Certification test.
4. Although there is a great benefit to having the classroom courses of the Rowley Schools, we will need to offer online learning.
5. I would like to see an EGSA Technician Certification at the Master level.

As a more immediate ambition, I am really looking forward to EGSA offering a classroom/hands-on course on Load Banks; DD members have shown that there is a serious need for such a course, which would result in an EGSA Technician Load Bank Certification. I am sure that we will have e-versions of the 5th and subsequent editions of *On-Site Power Generation* available too.”

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

Michael Pope: “Like many organizations we have many Members that, sadly, do not get involved and fail to get the benefits that are available to them from attending our conferences. Unfortunately, it is too easy to stay in the office and complain that there are just not enough hours in the day to take a break.

EGSA frequently hears our First Timers report that their experience was so good, that they will definitely be back for the next one. Not only have we all been there at one time, we are also a very welcoming and friendly group with that common area of interest that binds us together.



Top Left: President Pope, Pauline and Lanny Slater enjoyed our Fall Conference in 2012 in Milwaukee, WI. **Top Right:** Michael and Pauline enjoying an EGSA reception during his year as President. **Bottom Left:** Michael getting warmed up for the morning 10K row. **Bottom Right:** President Pope at the podium in Milwaukee, WI

We like meeting new members; they are the future of this Association. Attend the Conferences, join a committee, network and meet people. If a new member wants to learn more about the technical aspects of power generation, attend a Rowley School. While Dale Slemp was EGSA President, he pointed out to me that just two years previously, no one in the industry had ever heard of Süd-Chemie Inc. “but now everyone here knows the name and what they make!” That was just because I was involved, had presented papers at two conferences, exhibited at the EGSA On-Site Power Pavilion at POWER GEN Intl. and placed ads and authored articles for *Powerline*. Hands down and from personal experience, there are no better ways to get known in this Industry.”

Any great rivalries or fun stories to share...

Michael Pope: “I have one that is very fresh and won’t soon be forgotten (by me!). At the 50th celebration in Jacksonville last March, I was sharing some time with that great group of other retired Past Presidents, and one of them referred to me as “that young whippersnapper”! It had been so many decades since I was called that!”

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

Michael Pope: "I was walking through the POWER GEN Intl. exhibit hall, when a young man left his booth to introduce himself. He recognized me as a Rowley School Instructor from one of our schools that he had attended a few years previously.

He came over to tell me that when he had taken our Basic Course, he had only just started a new job and wasn't sure that it was the right industry for him. After attending our ESGA School, he felt he had a much better understanding of the technologies of the power generation. He decided after that to stay with the company and was now there at POWER GEN Intl. managing their booth."

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

Michael Pope: "People prefer to do business with people they know, and for me personally, I get to know people better in the neutral and social environment of EGSA Conferences. This is where we meet, as colleagues, in the on-site power generation business. We may meet and be talking with people that we are unlikely to have a business relationship with, or our suppliers, competitors or customers. But it is not unusual for a networking contact from an EGSA reception to provide you with a business opportunity.

I speak from personal experience; one of the first people I met at an EGSA Conference asked me, several years after we met, to visit his company. As a result, we did several \$M of business together. That would not have happened if it had not been for an EGSA networking event."

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!

Michael Pope: "I have always been very interested in sports cars and was lucky to find a very affordable 1954 Jaguar XK120 in 1973. It is an awesome car to drive, but now I am trying to find the time to finish a rebuild.

My main hobby for the past 20 years has been rowing in a single person 'shell.' It provides a great workout in a therapeutic setting and I am fortunate to live in a beautiful area, close to the ocean, where there are several good places to row. For the past six years I have been entering 4 - 6 rowing races per year, competing in a Veteran's class (for "old geezers" some of whom are ex-National and Olympian winners and that really improves one's humility!)"

Michael is a tremendous asset to EGSA, having been one of only a handful of members who have gone from active leadership roles to being a member of our staff. "Just before retiring from Clariant Corp, Jalane approached me about joining the EGSA staff, part time, as Director of Education. Perfect!! I get to stay involved in this great industry, stay in contact with many friends, attend the EGSA Conferences and be tasked with missions to accomplish, the principle one being to get the 5th Edition of our Reference Book, On-Site Power Generation back on track and published.

I still consider myself moderately active as a Staff Member, retired member and volunteer School Instructor for Basic and Advanced Rowley Schools. Being a Rowley School volunteer instructor is hugely rewarding for me. In addition to sharing knowledge and experience with the attendees, I always learn something from the class and I hope to continue this work for many years - or until my evaluations indicate that it is time to quit!"

Armand Visioli

- ASCO Power Technologies

Active Member 1993 - Present

Armand Visioli Provides A Unique Perspective as One of EGSA's "Star Employers" Based on the Resources & Generosity of ASCO Power Technologies and the Gentleman at the Helm.

Back in 1992, Armand Visioli was promoted from VP of Operations for ASCO Valve and ASCO Power, to General Manager (and later President) of the ASCO Power Technologies, and that was a very good day for EGSA indeed," says Gary Kidwell (EGSA Past President 2001 and 2007). "The intense involvement in EGSA ramped up right from the start, once Armand changed divisions within the firm."



Now, no one has ever claimed that ASCO wasn't an involved and active EGSA Member company prior to Armand's arrival to ASCO Power. Herb Daugherty (EGSA President 1992) and Lawrence Hogrebe (EGSA President 1982-83) are two beacons that stand out in the "pre-Armand" days, but when you examine the last 22 years of ASCO's EGSA involvement, one would be hard pressed to find a more active firm within the EGSA membership roster, and this is directly attributed to the gentlemen at the helm of ASCO Power Technologies in Florham Park, NJ.

Armand chaired the Convention Planning Committee from 2003-04, winning a Timmler Award for his work on EGSA Committees in 2005. He was also a Member of EGSA's Board of Directors from 2003 until 2005. He served on the Executive Leadership Summit Working Group, earning a President's Award in 2013. What this 'laundry list' of personal achievement does not truly show though, is his personal dedication to assisting EGSA in every facet of the Membership.

"From day one, Armand has always been supportive of my volunteer efforts and that continued after my retirement almost 16 years ago. That speaks volumes about him," confides Herb Daugherty, who has been an EGSA School Instructor for 30 years, is currently EGSA's Manager of the Rowley Schools and was an ASCO employee from 1963 until his retirement in 1999.

Here is how one person has made a significant difference as an EGSA Member! Let us marvel together, before we begin the interview, shall we?

- **Reference Book Authors for the 5th Edition** - there were 5 ASCO employees who authored and reviewed.
- **Reference Book Buyers** - Not only did ASCO commit resources to author the book, they have also purchased almost 250 On-Site Power Reference Books in the last 12 years, with a plan to purchase more of the 5th Edition (published this year).
- **How about *Powerline Magazine*?** From multiple authors, who have contributed technical articles through the years, to being one of our longest running magazine advertisers, ASCO has contributed significantly to *Powerline Magazine*, both editorial and advertorial contributions.
- **EGSA Conferences** - Armand believes in generating member value by contributing to the speaker slate for our Conferences and through the years, the firm has committed many speakers, some are quoted in this article. ASCO has also been a Conference Sponsor since we started the sponsorship program in 2010. In addition, a typical EGSA Conference Registration list includes no less than 5 members of the ASCO Team, twice a year.
- **Rowley School Instructors and Rowley School Attendees** - In addition to the Rowley School Instructors that ASCO has supported through the years, they also believe in the program too. Since 2010, ASCO has sent close to 150 employees through the Basic and Advanced Rowley Schools.
- **EGSA Working Groups, Committee Chairs and Officers, EGSA Board of Directors, Executive Board Members** - ASCO Employees have volunteered their time in all areas of leadership, one would not want to even attempt to name the people who have contributed to this effort for fear we'd miss one!
- **POWER GEN International** - ASCO has exhibited in the EGSA On-Site Power Pavilion at POWER GEN International every year since inception with an exceptionally large booth, serving as a role model and testimonial for any business in on-site power who might wish to exhibit collectively, within the On-Site Power umbrella!



Left: Armand in 2015
Center: Armand and his wife, Paulette have enjoyed networking with their friends and colleagues during EGSA Conventions and Conferences through the years.
Right: Powerline Magazine has seen many advertisements through the years for ASCO, this is one of our “staff favorites”!

- EGSA Technician Certification** –The ASCO headquarters is one of only a handful of certified locations for proctoring the EGSA Technician Certification exam. Speaking of Certification, Jack Petro, currently Chair of the Technician Certification Committee, has been a member of the Committee since its inception more than 10 years ago. While Jack retired from ASCO in 2011, Armand still supports Jack’s integral involvement, dating back as far as the original DACUM Panel. Jack reported to us directly that ASCO currently has 55 EGSA Certified Technicians on staff. “We are second only to Generac Power Systems in the number of Journeyman-level technicians,” Jack adds. There’s only one guy to blame...or hold accountable...and yet, he wonders aloud, “Why are you interviewing me? You know I wasn’t ever President.” Well, Armand, with guys like you and the level of commitment that our Association has be privileged to receive as a direct result, we would answer, “That is the only job that you haven’t tried yet!”

“One of Armand’s strengths is in identifying people to take on an assignment and then making sure you don’t disappoint! I can recall several times when he would return from an EGSA Conference and come in to tell Brian, Rick, Stan, Bhavesh or me, ‘Guess what? You’re on the agenda to make a presentation about utility deregulation/grid interconnect technologies/Connectivity Trends at the next EGSA Conference.

Congratulations...oh, and make sure it’s of the highest quality possible and that it’s of value to the membership.’ After the third time being volunteered, I decided to attend every EGSA Conference that I could with Armand. I figured if I kept him distracted, he’d have less time to volunteer me!” confided Don Blackman, when asked.

Then, on the fun side of things, there’s the ASCO Golf foursome. While one person may vary, the only variation is a different ASCO ringer! Oh the rumblings and grumbings when you lose big to that dynamic team! Plus, they gloat (and rightfully so, their scores are usually 4-5 strokes better than the next team behind them). Staff has wondered if all of the trophies through the years are housed in one place. “Don Blackman and I were ‘charter members of ASCO’s golf team.’ We were successful and won many a tournament, and occasionally {only occasionally} Armand would contribute,” jokes Gary Kidwell with a smile.

Don (Blackman) added, “Armand’s high standards translated into golf as well. He would register the ASCO Team and tell me ‘You’re going to EGSA and you’re on my golf team....as long as you keep winning.’ That forced me to sign up and attend numerous golf schools to ensure I kept getting invited!”

Ron Schroeder adds, ‘All I can really say is whether or not I play with the ASCO foursome depends mainly on the skill level of the other employees (or ex-employees) attending the Conference.’

Armand Visioli

- ASCO Power Technologies

Herb Daugherty adds, piling on *“They only invited me to play (in the ASCO foursome) if they needed someone to make the birdie putts. I also bought Mulligans.”*

So, to a guy that has given so much and asked for so little in return, we salute you Armand! You tell it like it is and you are one of our most active employers, who waves the EGSA banner high! Thank you for all that you do, and have done, to strengthen EGSA and help us maintain a vibrant membership by being an example for others to follow.

Gary Kidwell summed it up well, when asked, *“I consider myself fortunate to have worked for ASCO for many years under his leadership. Armand’s commitment to excellence carried over to our involvement in EGSA as well. I am proud of ASCO’s contribution, and will always treasure the many accomplishments realized within EGSA, during my tenure.”*

Most importantly, the friendships that were made within EGSA will endure. Armand brought ASCO to a leading position within the On-Site Power Industry, and I believe helped directly contribute to EGSA’s success. I worked for him for many years, and while I respected him as the President of ASCO, he is and will always be, a valued friend.”

And with that, our interview begins...

What was your first impression of EGSA?

Armand Visioli: “I remember thinking, ‘This will be a great opportunity to network with leaders and customers in our industry, to gain exposure, while sharing technology.’ I was right.”

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

Armand Visioli: “Participation... Participation in the Conferences, the education programs, and the use of Powerline for promotion and education will all provide immediate benefits to new members. Learning and networking are valuable benefits of EGSA, regardless of your tenure!”

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

Armand Visioli: “I enjoyed chairing the Convention Planning Committee. I had the opportunity to review and select presentations that were of interest to our Members with the Committee members. I also helped to develop the ‘forefather’ of the EGSA Exhibitor Showcase, creating the

Manufacturing Forum to enhance our networking opportunities during the breaks in the General Session. This development not only enhanced the networking, it also improved the conference agenda making participation by members easier on their travel/business schedules.

I am also the one who lobbied the Board to move the Awards Banquet to Monday night, reducing stress on my favorite networking group, the Golfers!”

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

Armand Visioli: “I served on and chaired the Convention /Communications Committee for years, redesigning the convention format to what is the current “agenda.” I also served on the Board of Directors, but was unable to continue to participate because of time constraints as ASCO acquired several companies and needed my full attention.”

Any great rivalries or fun stories to share?

Armand Visioli: “Every golfer has heard of the Stableford method of scoring in golf. Because the ASCO Team was a repeat winner every convention, the EGSA Golf Chair at that time decided to use a new scoring format called the “Stoyanac” method, which prevented the ASCO Team from winning, even if we had the lowest score!!”

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?

Armand Visioli: “My wife has participated in many conventions, bringing her closer to other ASCO employee spouses that attended EGSA conventions, as well as others.”

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

Armand Visioli: “I have enjoyed participating in EGSA for many years. It is a great organization with great people. EGSA is a great forum to gain industry knowledge, network with leaders in the industry, make lasting friendships and have some fun!”

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!

Armand Visioli: “If you haven’t guessed yet, golf is my hobby, but most of my spare time is spent with my 4 grandchildren! I have also served on non-profit Boards in NJ.”

Ray Kacvinsky

– Marathon Electric

EGSA President 2005, Active Member – 1990 – 2013

Ray Kacvinsky, EGSA President 2005, Gives Us a Glimpse of What Recent Retirement From On-Site Power Looks Like!

Ray Kacvinsky is an engineer and a marketer and that is a lethal combination in power generation...not only can he sell you on feature, function and branding, he can also explain how the complex, sensitive piece of generator equipment works!

He earned his Master's in Business from the University of Wisconsin at Madison, where he also received his Engineering degree. Ray began his career in power generation after short stints in other industries and has been an active EGSA Member for the better part of 25 years. While he did retire back in 2013, he and his lovely wife Mary have continued to come to our EGSA events as often as they can.

After consulting for the Dairy industry, Ray worked the last 37 years of his career for Marathon Electric, an EGSA Member firm that was probably in our association since inception. The firm, Marathon Electric, has held EGSA in high esteem for now going on 50 years. "There is a great line of employees who have risen through the ranks of EGSA. "Let's see there was Ike Davidson, who was EGSA's 27th President, Jim Wright our 26th President and then there was me," Ray confides. "In 1985, Marathon Electric bought Lima Electric and we got Jim (Wright) as a bonus," he adds with a chuckle.



"Did she have a date?"

"Yes, she did."

Ray and Mary have 3 children and 7 grandchildren. The couple still stays pretty busy in retirement! First, they are enjoying "watching everyone grow up" in their family. Ray is also enjoying travel, golf, fishing, attending sporting events (Go Badgers!) and a host of "Do-It-Yourself" projects since retirement. Some refer to his golf game as Mark Twain did..."a nice way to spoil a nice walk" he admits, but he will not be deterred!

And with that, our interview begins!

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

Ray Kacvinsky: "At the time when I rose through the ranks of EGSA, it was Leo LeBlanc, of Nixon Energy Services (now Nixon Power Services), who was a key leader of the Association. Leo was instrumental in preaching the fact that we needed to provide value to the membership for their dues and time.

Leo also was responsible for a resurgence in making each EGSA Conference as meaningful as possible, to bring more Member value. He also worked tirelessly at getting the dealer group to expand and grow with us."

During this time in EGSA history, we added a full-time teaching leader, our first Director of Education, George Rowley. We also added EGSA Technician Certification to our menu of EGSA education services.

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)?

Ray Kacvinsky: "The best story that I know of regarding our Members working together is our EGSA Education Program. I think that the commitment to these initiatives for the better of the on-site power industry is unrivaled.

Members contribute enormous amounts of time to the dedication of our programs...from the 5th Edition of *On-Site Power: A Reference Book*, to the support EGSA garners from our member firms who have Rowley School Instructors in their employment...everything from course development and updates to teacher training and the technical updates that have to occur more frequently in recent years. These set tremendous precedents for people working together for a common goal to benefit all members.

In some cases, these individual contributors, and the companies they work for, have been doing it for 20 to 30 years. That is an amazing level of commitment!"

Editor's Note: For those who aren't familiar with the work of Jim Wright, suffice it say that our educator's award is named in his honor and he is still contributing to the Association to this day.

For anyone who has known Ray for any significant length of time, his wife Mary is something of a legend. She is also thought of fondly in all of the right circles! From Steve Stoyanac's admiration for her shopping prowess to Charlie Gears and his story of 'short-sheeting' the Kacvinsky bed during Ray's Presidency, it appears that Mary can also take a joke!

Here's the short version of how the two of them met, as only an engineer could tell it...

"How did the two of you meet?"

Ray replies matter-of-factly, "Well, I had hotwired a relative's boat and taken it out for a midnight cruise with some of my buddies. There we were, cruising Lake Superior, and we hit a 'deadhead' and tore the drive shaft from the boat. We fixed our eyes on a point on the beach and that point just happened to be a beach party. Mary was at that bonfire."

Ray Kacvinsky – Marathon Electric

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

Ray Kacvinsky: “What I have enjoyed the most about EGSA is the membership. I have had the privilege to meet and work with so many great and memorable people. Mary and I have forged personal friendships that we will enjoy for a lifetime. The other benefits of the organization are many, but the one that will last a lifetime will be those friendships.”



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

Ray Kacvinsky: “Take full advantage of your membership. I would start with regular conference attendance and participating within an EGSA Committee that most interests you.

Understand the committee’s goals and work to help achieve them. Your growth will help EGSA and your own personal development. The opportunity to lead, maybe make presentations and learn from observing others will benefit you in the long run. Take it from me!”

EGSA has done a great job with our growth in 50 years. Tell us, from your perspective, what do you think contributed to that?

Ray Kacvinsky: EGSA has the following – we have a Purpose (Strategic Long Range Plan) that guides the organization in how to grow, we have member value – Schools, Books, Certification, Conferences, Powerline Magazine, etc... We also enjoy a rich tradition, from our leadership awards, our education grants and even our new traditions, like the Technician of the Year Award. Finally, we have strong leadership with great continuity and a great management team who provides the Staff that we have all come to appreciate...it is a great formula for continued growth and success, if you are asking me?”



Top Left: At our 2012 Fall Conference, several of our industry leaders got together for this photo! Talk about power! (L to R) John Kelly, Jr. (Kelly Generator & Equipment, Inc.), Larry Bryce (Kohler Power Systems), Michael Pope (Clariant Corp.), Aaron

Jagdfeld (Generac Power Systems), Dave Brown (Collicutt Energy Services) and Ray Kacvinsky (Marathon Electric).

Top Center: Gary Kidwell, Ray and John Kelly, Jr. enjoy a laugh in Austin, TX during our 2012 Spring Convention.

Top Right: Ray and his girl, Mary – they met on the beach and the rest was history!

Bottom Left: Ray greets one of our First Timers at the 2013 Spring Convention in Savannah, GA.

Bottom Right: Ray has several interests that keep him busy after retirement. Here are seven of them!

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

Ray Kacvinsky: “As I said earlier, I think we do a super job of educating our members, but as we continue to grow, we should challenge ourselves to make the general public aware of EGSA and what we are all about...talk about a lofty goal...to educate the public on power generation. Stand-by power is so important and people need to be made aware of the growing significance of our industry and the role we play in getting the lights back on.”

We hope Ray and Mary will join us in Denver to continue the 50-year celebration of the Electrical Generating Systems Association! Hats off to our 2005 EGSA President, Ray Kacvinsky!

Dale Slemp

– Industrial Power Systems
EGSA President 2006, Active Member – 1973 – Present

Dale Slemp, EGSA President 2006, Details How EGSA Membership Has Great Rewards!

Dale Slemp grew up in the Midwest (in northwest Missouri, near Iowa and Nebraska) as a resident of a rural farming community. The town wasn't big enough to fulfill his personal dreams, and so he joined the Air Force in 1957 at the age of 17.

While he served his country for the next 4 years, Dale achieved not only his GED, but his HS diploma as well, from San Rafael HS in CA. In 1961, he began attending San Mateo Junior College, and later San Jose Junior College. During this time, he was focusing on Electronics with the goal of a BSEE.

In 1965, Dale moved his family back to Nebraska, as the technology recession (in and around 1963) was making it very hard to find a job. "I would go apply for anything, even a job pumping gas, and the guy applying next to me would have a Phd," Dale recalls. "I was 25 years old and had two kids, so I ended up going to night school at the University of Nebraska for 9 years, all while working as a Sales Manager and Product Manager for Notifier Corp., a fire detection equipment & security systems manufacturer.

Finally, in 1972 Dale went to work at the local Caterpillar dealer. Here is where he found the right fit and spent the next 20 years with three Caterpillar dealers, two in Nebraska and the other in Albuquerque, NM. He continues, "I had the electronic background, but I had to learn the engine side of the business and the codes, standards and practices of the trade. I found that I love mentoring people and helping them succeed at their job. From then on, I was hooked on management and personnel development."

"Yes, I am glad I got into Power Generation. In the Air Force, I was trained in electronics. I worked on fighter jets, air-to-air missiles, and of course, my 9 years of night school, but by the time I got close to that degree, I wanted to move towards management and sales management, so I switched emphasis and ended up taking business, marketing and additional higher level courses," he explains.

Ultimately, at the Cat DD in Albuquerque, Dale found a position where his strengths were a perfect fit! While the dealership was new to the Power Generation market, the owner saw the value that a guy like Dale could bring to the table, so a business decision was made to branch out further into our industry.



"Oil was booming, so we launched an International power generation division and also a fluid pump packaging business for the oil field, Rust Power Systems and Rust Enerpac, respectively (Rust was the owner's last name). Ninety percent of our projects were overseas, mostly Central America, South America and the Middle East. These two divisions are still successful and operating today as part of Wagner Power Systems (CAT DD).

In 1991, Dale accepted a position as Division VP of Cummins Power Systems in Philadelphia for 5 years. They were the largest Cummins PS Distributor in North America at the time. Then, in 1996, he and LoAnn moved to Colorado, where he was appointed Senior Vice President & General Manager of Industrial Power Systems, Inc., the Rocky Mountain Kohler Distributor. "The owner of IPS and I teamed up and had a great run until his retirement in 2001, when he sold it to EC Power Systems. They are still members of EGSA.

"After this, I semi-retired and went to work with Western Power Group, Inc. an EGSA Member and very successful DD in the Rocky Mountain Region. The owners are John & Janet Fink. We developed a great relationship that has lasted 12 years and counting so far," Dale adds. "We had to land somewhere and we frequently look at each other and remark how lucky we were to live in beautiful Colorado."

And with that, our interview begins...

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

Dale Slemp: "Art Coren (Zenith Controls) was without doubt one of the most influential people I met early in my EGSA career. I was one of the few distributor sales people attending the conferences in the early days. You have to remember, back in 1973 when I joined, the organization was mostly a 'good old boys club' of defense suppliers. They had all known each other for many years, and did not see a need for new members outside their circle of friends. Many at that time in our history did not appreciate the value of commercial, industrial and municipal markets as a part of the future vision of EGSA.

Art was different. He always made a point of making me & LoAnn feel welcomed and wanted. Without him and a few others, I don't think I would have become involved with, and served EGSA for decades like I have.

Other individuals of note that were very warm and encouraging were Leo LeBlanc (Nixon Energy Services), Marty Bever (Michigan Tractor), Jim Shore (Hol-Gar, later Pavid Power Systems), Jim Wright (Marathon Electric), Gary Kidwell (ASCO Power Technologies) and several others, too numerous to mention."

Dale Slemp

- Industrial Power Systems



Left: Dale and his "girls", LoAnn & Shatzi.

Left Center: Dale & LoAnn at their daughter's wedding

Right Center: Dale & LoAnn at the Lake

Right: Dale & LoAnn at their son's wedding

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

Dale Slemp: "I strongly believe the future of EGSA is in expanding the Education function and protocols already in place. I was on the Board of Directors when we held our 5-year planning session in the late 90s. It was during that meeting, that a few Board Members, myself included, pushed hard to create a professional education department we called the "EGSA Institute."

The hurdle to overcome was the hundreds of thousands of dollars it would cost to hire a professional director and fund his or her activities. This was a heavy lift because the commitment represented 40% to 50% of EGSA's cash reserves at the time. This was very intimidating to the Board's fiduciary responsibilities.

After much heated discussion and soul searching, the Board voted in favor. Shortly thereafter George Rowley was hired, (perhaps the best decision EGSA has made in its history). Fast-forward 10 years and our membership went from 250 to 350 Members to 700 to 800. These days, we are talking of the magic 1,000 Member figure, a truly remarkable achievement.

More importantly, the DD's have become a major force instead of an incidental group. I have always felt that the best way to grow the membership was to make the organization and meetings compelling to DDs. Manufacturers and reps have an intrinsic motivation to be involved because their customers (DDs) are there and are available for influencing.

Today, with the education programs and particularly the Technician Certification Program, the DDs have compelling reasons to attend and become involved as well. Another side benefit is that DD service management personnel are now becoming involved instead of just the sales management people. This makes the Association even more dynamic and essential to manufacturer Members and to the industry as a whole."

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)?

Dale Slemp: "Well, my last answer is certainly a great example of that. The Board of Directors looked beyond surviving the next downturn to the economy and we all took a leap of faith for the future of EGSA.

However, maybe the best example of working together for the industry was in the early days of the DD Council. It was a different time back then. As you might imagine, all of the DDs were concerned about helping their competitors by sharing their successes and failures openly. This was simply unheard of at the time. In addition to worrying about your competition, many DDs were feeling the pressure from their manufacturer principals, who did not want them to get involved with an organization outside of the manufacturer's own circle.

It may sound funny now, but the very first meeting of the DD Council was in Las Vegas. Only three people showed, Leo LeBlanc, one other guy and me! It was truly scary, but we were very committed to its success.

Without Leo, I am confident that the DD Council and the EGSA Technician Certification Program would not have survived. He deserves a huge amount of credit for his "Yeoman's" work! Good job Friend!

Vaughn Beasley was another one who was quite instrumental in gaining manufacturer and distributor acceptance from the all-important Caterpillar distributor group. Then of course, there were Bob & Joe Hafich. In addition to their leadership, they were a constant and enthusiastic force for the DD development and expansion, and then later, the Technician Certification Program. Those two were always eager and willing to share their personal experiences with EGSA and the DD group."

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?

Dale Slemp: "Not in the beginning. My EGSA involvement was based on the needs of EGSA at the time. In the early 80s, I became the Membership Committee Chair, mainly because membership was not a leadership priority at the time.

If memory serves, we struggled to get 4 to 6 Members to attend just so we could get anything done! In spite of that, we were able to totally re-write the EGSA By-Laws to better accommodate all of the membership categories, some of which had not been recognized by EGSA up to that point.

I am proud to say that many of the EGSA By-Laws we developed are still in place 30 years later, largely intact. I was awarded the William Timmler Award in 1986 for this effort and that committee recognition was instrumental in me being nominated to the Board shortly thereafter.

I also served on the Board again in the late nineties and became passionate about education being the future of EGSA.

In 2003, I was approached by Gary Kidwell to serve on the Executive Committee, and ultimately become President in 2006. I felt very honored and agreed to serve. In 2008, after serving as President, I was further honored by being selected for the Leroy Carpenter Award. During my years on the Executive Committee my previous experiences in EGSA and my career made me confident that I was needed by EGSA and could make a significant contribution. I find that looking back, those years as President and on the Executive Committee were some of my most rewarding.”

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?

Dale Stemp: “LoAnn attended all but a few of the decades of meetings that I attended. We had a grand time visiting all of the great locations and sharing them with our wonderful EGSA friends. We also had the great fortune of becoming close friends with Jalane Kellough. She is not only an exemplary leader for EGSA, but a great person as well. She helped me and others immensely, guiding us through the assumed responsibilities of EGSA leadership. She and her team are great assets of EGSA and we are very fortunate to have them!”

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!

Dale Stemp: “LoAnn and I have always loved travel, dining, entertaining and reading. When the kids were growing up, we enjoyed fishing and boating activities. We don’t travel as much as we used to but do enjoy trips on occasion. I have always loved to cook, and now have more time to engage in that. LoAnn is an excellent and award-winning quilter and continues to enjoy that hobby and the fruits of her labors. In addition to several grown children and grandchildren, we are fortunate to be able to enjoy two small ones (ages 10 & 12) that live here locally in Colorado.”

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

Dale Stemp: “I would urge all of our newer members to reflect on my experience, (and others in these historical interviews), in evaluating their own current and future involvement in EGSA. I found that the more I gave to EGSA, the more I received in return in terms of personal satisfaction, great lifetime friendships, and learning valuable skills.

I know that my employers over the decades received many and valuable advantages to their business through my improved industry knowledge, contacts, confidence, and improved management skills.

I would also say that the new members should give the organization 3 to 5 years of attendance before they make their decision about including it in your career activities. During that time push yourself to get involved in whatever committee activity you are passionate about.

Also consider what unique skills and knowledge you may have that would benefit EGSA. If you do not meet people and get involved, your impression of EGSA is not likely to change. Your own sense of achievement and recognition by your peers can go a long way in the way that you feel about EGSA.

I also found that my wife LoAnn loved the interaction with my peers and our great friends over the decades. It became a great way for her to feel a personal connection to my career. Most of my employers did not do a good job of involving spouses in company activities. EGSA however, became an enjoyable activity on our calendar that we looked forward to twice each year. What person does not appreciate their spouse being involved and enjoying their chosen professional career activities?”

Dale’s first EGSA convention was in March, 1973 at the Camelback Inn in Scottsdale, AZ. He is one of our oldest living active members (since 1973). “It is hard to believe it has been over 42 years! What an amazing journey through the great and dynamic changes to EGSA. We have not attended the Conferences for the last several years, but continue to enjoy the communications and great friendships. We will be attending the social activities at the Fall Conference in Denver.”

Make sure you welcome our friends Dale and LoAnn when you see them in Denver! They have some wonderful memories and friendships to share with membership memories back into the early days of our great association!

Giving Back to the Industry... The EGSA David I. Coren Scholarship

Meet Our 2015-2016 Scholarship Recipients



Thirteen years ago, EGSA launched the David I. Coren Scholarship Program to promote awareness of, and generate interest in, On-Site Power. Since 2002, your Association has given out well over a quarter of a million dollars to deserving students like the ones featured herein.

Upon completion of the Scholarship Committee's review of the applicants and at the direction of the EGSA Board of Directors, EGSA awarded 5 scholarships, each for \$2500.00 for the 2015-2016 calendar year.

Garritt Aucker – Winfield, PA



Hi! My name is Garritt Aucker and I am from Winfield, PA. I graduated from Selinsgrove Area High School with a 93.38% GPA and attended SUN Area Technical Institute for Diesel & Truck Technology.

While attending SUN Tech, I competed in SkillsUSA and qualified for the national competition in Diesel Equipment Technology. For winning the state competition, I was awarded a scholarship to Pennsylvania College of Technology. I will be attending this college in Williamsport, PA for On-Site Power Generation and Business Management.

I also work part-time at the YMCA as a Lifeguard and at Mack's Garage as a Mechanic. I enjoy working on vehicles and racing ATVs in my spare time. When I graduate from Penn College, I would like to have a career as a technician at a dealership that has power generation and work my way into a management position.

I would like to thank EGSA for awarding me with the David I. Coren Memorial Scholarship.

Evan Bozek – Hamburg, NY



My name is Evan Bozek and I am from Hamburg, a town just outside of Buffalo, NY. I recently attended and graduated from Ohio Technical College located in Cleveland, OH. At the same time, I also worked in an automotive shop to aid in applied knowledge for what was being taught in classes.



About David I. Coren

After working in the financial sector for nearly a decade, David I. Coren began his career in On-Site Power at Zenith Controls, headed by his father (and 1978-79 EGSA President) Arthur Coren. David became active in Zenith's business development group. He worked closely with Executive Vice-President and 1998 EGSA President, Ron Seftick and was eventually named President of Zenith Controls. David actively served EGSA as a conference presenter; along with serving on and chairing the Convention Planning Committee in 1998. Sadly, in April of 1999, he was diagnosed with a brain tumor and in September of 2000, we lost him.

David is remembered for his desire to succeed, his leadership potential and his ability to motivate his fellow association members.

Working while in school also helped pay for the cost of college and my living expenses. I majored in Auto-Diesel Technology and minored in Power Generation. My training includes an Associate's Degree in applied sciences, a diploma in Auto-Diesel technology and a certification in Generator Power Systems.

I graduated from school in December of last year. The power generation program was an extra course that spanned from January 2015 through March of 2015. My GPA was 3.0 average. Just recently I took the EGSA Technician Certification Apprentice test and received certification as a EGSA Apprentice Technician.

I am now working full time for a power generation company in Buffalo, NY and hope to reach my ultimate goal of being certified as a EGSA Certified Journeyman.

Alex Meyer – Spokane, WA

I am from Spokane, WA, where I have lived all my life. I went back to school to pursue a Degree in Mechanical Engineering after getting exposure to the field while working for HOTSTART Mfg. for several years.

I have been with the company almost 8 years, starting as an assembler and moving up to Manufacturing Engineer Technician.

I attended Spokane Falls Community College for my first two years and will be transferring to Gonzaga University this Fall. I have continued to work full-time while in school and hope to do so for the remainder of the program.

My plan is to stay on at HOTSTART after I graduate, as either a Manufacturing or Design Engineer.



Michael Rivera

– Williamston, MI

Hello world! My name is Michael Rivera. I am attending Lansing Community College, under the Electrical Technology - Power Generation Associates Degree program, with a desire to study Electrical Engineering from Michigan State University. My current GPA is 3.73.

I served in the U.S. Air Force as an In-Flight Refueling Specialist (Boom Operator) on the KC-10 airframe. That job is what inspired me to pursue an electrical-based degree, you can thank the APU for that!

Furthermore, I will soon be volunteering my time to help maintain the four Fairbanks-Morse opposed piston engines residing in the USS Silversides attack submarine in Muskegon, MI. It is a beautiful submarine with a rich history, with an even more amazing engine which powers the submarine.

I am currently opening an online T-shirt sales company to create supplemental income. I also attend school full-time and work part-time at the Von Tersch Tree-Farm, maintaining the grounds. Ultimately, I would like to see myself the head of Research and Development within a large company focused on power generation. Who knows, maybe it's your company? Contact me!



Dakota Schwartz

– Bensalem, PA

I am a second year student at Penn College of Technology, currently majoring in Power Generation.

I live in Bensalem, where I am a full-time Diesel Mechanic for a Philadelphia tour bus company. I also work part-time, managing a private landscaping business.

I have a great passion for the outdoors, and I am an avid hunter and angler. After I receive my Associates degree in PW and a Bachelors Degree in Business Management, I can see a great opportunity to start my career in upstate Pennsylvania where power generation is in high demand, because of natural gas fracking. My goal is to be a Service & Operations Manager for a small to medium scale power plant.

EGSA is proud to support the Power Generation community with important educational advances within our industry! We are appreciative to our Scholarship Committee, the EGSA Board of Directors, our Education Director, as well as the Coren family for their support of this worthwhile program. ■



“When I was introduced to EGSA, the work of David Coren inspired me to think about becoming part of this great organization. We had the pleasure of hosting Judy and Arthur Coren, David’s parents, at our Spring Conference in Jacksonville, FL this past March.

The EGSA David I. Coren Scholarship is a testament and a wonderful legacy to a fond family and a special individual, who will never be forgotten.”

Ed Murphy
2015 EGSA President
Power Search, Inc.

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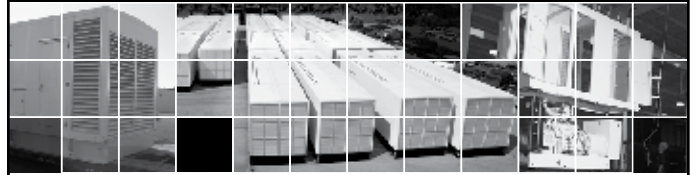
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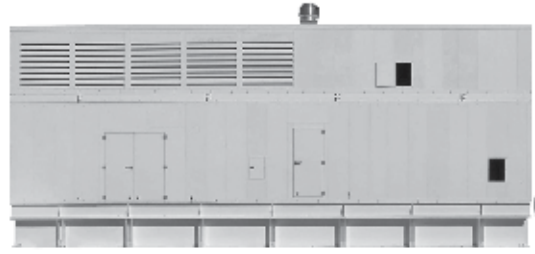


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EDUCATION

Continued from page 8

I will make sure that they have all of the EGSA information that will benefit their students and help them on their way to a great career in our industry. Here are the main topics of interest to these schools:

1. Our book, *On-Site Power Generation*, 4th Edition (only \$50/ copy) or the new 5th Edition (Member Price \$125, Non-Member \$225). These reference books are ideal for setting up a power generation curriculum and will be invaluable to the students throughout their careers.
2. EGSA Technician Certification (Apprentice Level) for graduates of their power generation course. This additional certificate shows our DDs that the student attained an industry accepted level of knowledge.
3. The EGSA David I. Coren Scholarship Program for the best qualified students. The school needs to be in our data base in order to receive the Scholarship applications which are sent out during the spring.

Earlier in my career I was with a distributorship; we already had an initiative in place with the local Voc-Tech; every year their diesel instructor brought his class of up to 20 students to our facil-

ity. We told them about our market, our products, our opportunities and something about the daily life of our crew of mechanics and technicians. The tour of our workshop, with many diesels being rebuilt and generator sets under construction was usually their first taste of a real business and we made a point of comparing our work in really nice conditions to that of a truck mechanic; not so nice! We gave several of those students a job after their graduation.

Have you noticed that we have updated the map showing the locations of our approximately 1,200 EGSA Certified Technicians by state? Go to [EGSA.org/Education & Certification/Technician Certification](http://EGSA.org/Education&Certification/TechnicianCertification) and click on the map. The top three states with the most Certified Technicians are presently Florida (79), Ohio (75) and California (73). Many DDs are actively encouraging their technicians to get the study guide, study, take the test and become certified. An addition to the test questions this year is the subject of Communications and there is an excellent chapter on the topic in *On-Site Power Generation: A Guide to On-Site Power* the 5th Edition. Stay up to date with generator set technology; make sure you have a copy available! ■

Sunbelt Transformers **NEW** Packaged Products Division

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EGSA Announces the Recipients of the 2015 Raymond G. Russell Education Grant for Veterans



The EGSA Raymond G. Russell Education Grant for Veterans was another great EGSA achievement rolled out at the 2014 Fall Conference! The EGSA Government Relations Committee selected their Working Group Members in June and along with Mr. George Whittaker, of member company, Russelectric, made their final selections and 5 grants were awarded this Fall.

Congratulations to the following grant recipients in 2015:

- James Allen Bell – *Morris, AL*
- Andres Luis Bellido-Delung, Jr. – *Oakland Park, FL*
- Christian Andrew Lentini – *Shelbyville, KY*
- Scott Lieneck Oberle – *Wilmington, NC*
- Rick William Perkey – *Antioch, CA*
- Eric Charles Wercholuk – *Cumming, GA*

Special thanks to the Education Grant Selection Committee and to Warner Bauer as Chair of this group!

The Russell Grant is a great way for EGSA to provide the opportunity to enhance the skill set of the veterans recently discharged. Our main goal with the program is to recruit discharged veterans and bring them into the talent pool of industry pros with the on-site power skill set that we, as an industry, are seeking. ■

Typically, What Happens in Vegas Stays in Vegas... But Not This Time!!!

Make sure you tell everyone about the EGSA Power Party at POWER GEN Intl. this year, because it is going to be bigger and better than ever!

The EGSA Power Party will be held on Tuesday, December 8th from 6-8:00 pm at the Westgate Las Vegas Resort & Casino in Ballroom F-G. This means we are also bringing the party to YOU, because as you exit POWER GEN Intl., the party is on your way out.

Tickets will go on sale in mid-October. EGSA Members will be notified via email. ■


EGSA is Heading to San Antonio and Sacramento in 2016! Interested in Making an Impact at Our Conferences in 2016? Here is How You Can Help!

Prior to the last three conferences, Staff has been approached by EGSA Members who have had great ideas for Gearhead Tours! We have visited Mitsubishi in Savannah, Solar Turbines in Mission Bay and Wartsilla in Denver.

Do you have an idea for Texas and California? We would love to hear from you! Please drop us a line at e-mail@EGSA.org with the subject line: **Gearhead Idea** and thanks in advance for your help! ■

EGSA Announces the Passing of Thomas E. Pafford

It is with heavy hearts that we announce the passing of Engine & Compressor Accessories founder, Thomas E. Pafford, at the age of 83. (EGSA Member since 1997) Our thoughts and prayers go out to his family and friends. ■





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

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

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

1. Contact Information

Company _____

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Phone _____ FAX _____

Official Representative _____ Title _____

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

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

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

2. Member Classification

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

Full Memberships

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

Associate Memberships

- Regular Associate Membership →
- Full Associate Membership →

(Select Appropriate Category)

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

3. Membership Dues

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

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

4. Payment Method

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

Check # _____ Amount Due \$ _____

Mastercard Visa American Express

Card # _____ Exp. Date _____

Signature: _____

Print Name: _____

5. Products/Services

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

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

Available Codes:

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

Enter codes here: (Limit 10 codes per category)

Products sold: _____

Products rented: _____

Products serviced: _____

6. Sponsor(s):

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

Sponsor Name _____ Company Name _____

7. Official Representative's Authorization

Signature _____ Date _____

NEW EGSA MEMBERS

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

Brags & Hayes, Inc. DD
Pembroke Park, FL
Ricardo Schwarz, General Manager
Dealer for Kohler, SDMO, MAN, Dina Power Systems, Lister Petter, Blue Star Power, Gillette

Capital Regional District, Water Department AD
Victoria, BC Canada
Ron Tates
The Capital Regional District or CRD provides governmental services to municipalities and electoral areas for southern Vancouver island.

Eduardo Sar AF
Lakewood, WA

Florida Power House, Inc. DD
Miami, FL
Guillermo Hernandez, President
Generator sales, installation and service. We are trained and certified to sell and service major brands such as Generac, Kohler, Cummins, Onan, Phasor Marine, Kubota and more.

Hunter Power Group LLC AE
Morrisville, NC
Dennis Tracy, Owner
Troubleshooting, repairing, servicing Diesel, natural gas, propane, bi-fuel generators, transfer switches, open/closed transitions, stand-alone backup and parallel generators. ASCO and Zenith switchgear service and repair. Load testing generators and engine tuneups. We maintain a small generator rental fleet (CAT, Generac, Kohler, Blue Star, Cummins, Tradewinds, Thompson)

Jared Van Fleet AM
Evansville, IN

Mark Northrup AM
Grandville, MI

MIT Lincoln Laboratory AC
Lexington, MA
Raymond Paradiso, Research Engineer
Lincoln Labs performs R&D activities for government sponsored projects critical to national security.

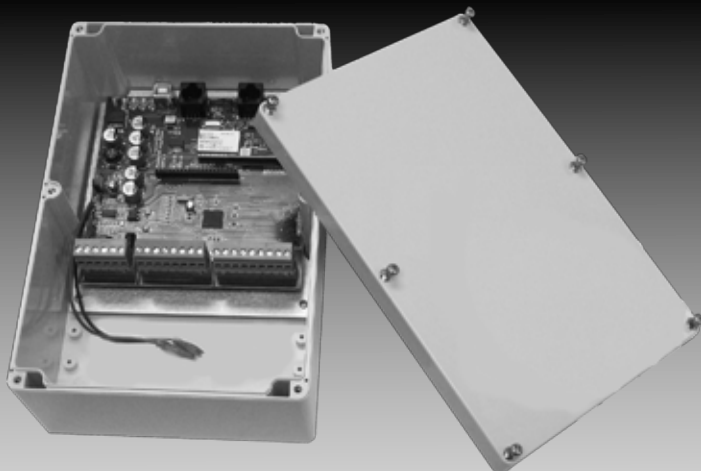
Northern Power Products, Inc. DD
Eagan, MN
Bob Pross, Account Manager
Northern Power Products sells custom generators to original equipment manufacturers and distributes Kubota generators.

Peter Ungaro AM
Buffalo, NY

Precision Drive & Control DD
Monroe, WI
Troy Edler, Manager
Distributor for Generac, Eaton, Honda

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- Remote starts

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

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ALTRONIC, LLC

Another in Our Series of EGSA Member Company Profiles



ALTRONIC, LLC

www.gti-altronicinc.com

Altronic, LLC manufactures the patented GTI Bi-Fuel® System which converts a standard diesel engine to operate on a mixture of diesel and up to 70% natural gas, LNG, CNG, LPG or bio-gas.

Altronic, the lead plant for HOERBIGER Engine Solutions, is the world leader in the production of industrial ignition systems, engine controls and digital instruments for spark-ignited, natural gas engines; digital instruments and controls for heavy duty rotating equipment; and custom control panels for the oil and gas industry.

More information is available at www.gti-altronicinc.com.

GTI Bi-Fuel®

Unrelated to the core business of Altronic, GTI Bi-Fuel® is nonetheless a vital part of the company's product mix and has been since 2002. With 4,000 systems, in many different applications on over 125 different make/model/size engines, GTI Bi-Fuel is the global leader in innovative technology that enables operators of light and heavy duty diesel engines to substantially reduce operational costs and lower emissions (with use of DOC) by substituting diesel fuel with lower cost, cleaner-burning natural gas.

The GTI Product Sales, Marketing and Product Application Group is headed by Keith Brooks, Senior Vice President at Altronic, Chris Brudos, GTI Product Manager, and Steve Roix, GTI Sales Manager. The remainder of the GTI staff includes technical engineers, field engineers, and technical support. GTI Bi-Fuel is sold via a world-wide network of Authorized Central Distributors. Each Central Distributor maintains a service staff, including factory trained and certified technicians.

GTI Bi-Fuel Systems follows a design philosophy of simplicity. The system does not interface with the diesel control governor, but instead remains independent. This allows the diesel governor to react to changes in genset load without interference of the gas system. In this manner, the diesel leads, and the gas lags. This philosophy ensures safe engine operation with no compromise in the operation of either fuel system.



GTI Bi-Fuel Gas Train

The System is comprised of patented technologies that allow engines to safely operate on gas percentages up to a maximum of 70% of the total fuel requirement. Engines converted to GTI Bi-Fuel exhibit diesel-like performance in such critical areas as efficiency, stability and load acceptance.



Factory Certification Training



Steve Roix, GTI Sales Manager

A key feature of the system is the ability to switch fuel modes without interruption in engine power output. The engine can be switched between diesel and gas automatically while maintaining speed and load. This feature gives the user the flexibility to choose between gas and diesel modes as dictated by fuel pricing, fuel availability or other operational considerations. An equally important feature is the ability to maintain engine power levels while operating in gas mode between the “continuous” and “prime” ratings of the engine. For operations above the programmed power limit, the engine is automatically switched to 100% diesel mode, thus avoiding the necessity to de-rate the engine.

GPN2020 Controller

The GTI Bi-Fuel System uses a state-of-the-art electronic control and monitoring system which monitors critical engine and bi-fuel system parameters and activates or deactivates gas mode according to programmed limits. When a monitored parameter exceeds the allowable limit, the controller switches the engine to 100% diesel mode and electronically logs the fault for diagnostic purposes. The control panel is CSA-approved for Class I, Division 2 environments.



Displacing a percentage of diesel fuel with methane-based gas provides an immediate economic benefit based on the cost difference between the fuels and the amount of run time of the genset. In high usage gensets, the GTI System can pay for itself in a short period of time.

GTI Bi-Fuel installation in a waste water treatment facility

Reducing the amount of diesel fuel used extends the run time in proportion to the substitution rate, providing extra hours of operation in critical applications. The frequency of refueling is reduced, thereby lessening the costs and risks associated with hauling diesel fuel. Reducing the volume of above-ground diesel fuel storage offers some relief to operators who are under increasing pressure due to environmental concerns about liquid fuel storage.

CARB Certification

Altronic commissioned independent third party emissions testing of the GTI Bi-Fuel System on industry representative engines by EPA and CARB-certified laboratories to stringent industry testing standards and procedures. The results demonstrate conclusively

that, when properly installed and commissioned on engines maintained to OEM standards, operation of the GTI Bi-Fuel System can provide a reduction of oxides of nitrogen (NO_x), particulates (PM), non-methane hydrocarbons (NMHC), and carbon monoxide (CO).

In May of 2014, following an extensive effort, the Altronic GTI Bi-Fuel system received CARB certification as an aftermarket add-on system that, when applied as prescribed in the Executive Order, preserves the emissions TIER rating of the diesel engine.

Additionally, pressure to reduce the flaring of waste gases into the atmosphere continues to increase worldwide. The GTI-Bi-Fuel System allows these unwanted gases to be used as fuel for the generation of electrical power.

Gas suppliers offer discounted rates to customers who can tolerate supply interruptions in times of high demand/inadequate supply. GTI Bi-Fuel provides for this option since the genset can operate on 100% diesel at any time.

Due to the higher power density of diesel engines relative to pure spark-ignited gas engines, the cost per kW produced of a diesel engine can be significantly less compared to the same output gas engine. GTI Bi-Fuel allows the user to enjoy many of the benefits of gas engine operation coupled with the lower capital cost of the initial purchase.

The EGSA Connection

Altronic, LLC has been a member of EGSA since 2008. However, Steve Roix, GTI Sales Manager has been involved for the last 15 years and counting! Altronic's GTI Bi-fuel is a “perfect fit” product at EGSA because the majority of the members are involved in diesel driven power generation. Altronic GTI has been an EGSA Sponsor and Exhibitor at the Spring and Fall Conventions since joining in 2008. Additionally, we have participated in the EGSA On-Site Power Pavillion each year at the POWER-GEN International Show.

It has been very interesting and rewarding to see the interest level in bi-fuel technology dramatically increased over the past several years. In 2008, Altronic GTI was the only EGSA member promoting bi-fuel, but today there are six or seven companies representing this technology. Additionally, EGSA has had various special speakers on this topic and Steve Roix recently participated on a panel to discuss the pros, cons, emissions issues, etc. involved with bi-fuel.

Although Altronic GTI has seen the competition grow, we will remain the industry leader in bi-fuel technology as we continue to introduce new and innovative products for the benefit of EGSA Members. ■

EGSA JOB BANK

USA Mid-Atlantic

On-Site Manager EPG

Alban CAT

Location: Elkridge, MD

Alban CAT, the Caterpillar dealer for the mid-Atlantic region is accepting applications for an On-Site Manager at our Elkridge branch. For more information and to apply visit www.albanhiring.com.

Senior Application Engineer-Power Systems

Alban CAT

Location: Elkridge, MD

Alban CAT, the Caterpillar dealer for the mid-Atlantic region is accepting applications for a Senior Application Engineer-Power Systems in our Elkridge branch. For more information and to apply visit www.albanhiring.com.

Generator Technician

Bemana Power Recruitment

Location: Pennsylvania, Ohio, West Virginia, Virginia, Maryland

Are you looking for a better opportunity? We are searching for a generator technician with 3+ years of experience with the following qualifications: Loadbank Test Abilities, ATS and Switchgear Experience, Troubleshooting and PM Experience. You don't want to miss out on this opportunity! Contact us for more info!

To apply: Send your resume to info@bemana.us or call 504.982.1155

Application Deadline: 2015-10-01

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

National Account Manager

MTU Onsite Energy

Location: Mankato, MN USA

The National Account Manager will drive strategic development of select market channels to achieve specific revenue goals. This position supports direct corporate sales and distribution sales. This position will plan, execute, control and finalize customer relationships. The National Account Manager will work with customers to assess current and future needs.

To apply: <https://sjobs.brassring.com/TGWebHost/home.aspx?partnerid=25548&siteid=5150>

Business Development Manager

MTU Onsite Energy

Location: Mankato, MN

The Business Development Manager drives strategic development of select market channels to achieve specific revenue goals. 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 customer contracts.

To apply: <https://sjobs.brassring.com/TGWebHost/home.aspx?partnerid=25548&siteid=5150>

Diesel & Generator Mechanic

Central Power Systems and Services, Inc.

Location: Dodge City, KS

Location: St. Louis, MO

Location: Liberal, KS

Location: Woodward, OK

Location: Salina, KS

Location: Wichita, KS

Location: Great Bend, KS

Location: Colby, KS

Location: Springfield, MO

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

EGSA Certified Technicians Preferred.

To apply: www.cpower.com

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EGSA JOB BANK

Generator Technician (Field and Shop)

Central Power Systems and Services, Inc.

Location: Kansas City, MO, USA

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

EGSA Certified Technicians Preferred.

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

USA Northeast

Generator Technician

Bemana Power Recruitment

Location: Central New Jersey

Are you looking for a better opportunity? We are searching for a generator technician with 3+ years of experience with the following qualifications: Loadbank Test Abilities, ATS and Switchgear Experience, Troubleshooting and PM Experience. You don't want to miss out on this opportunity! Contact us for more info!

EGSA Certified Technicians Preferred.

To apply: Send your resume to info@bemana.us or call 504.982.1155

Application Deadline: 2015-10-01

Field Service Technicians (Diesel & Gas) Worcester, MA

Bigelow Electrical/ BigPower

Location: Worcester, MA

Bigelow Electrical / BigPower is seeking experienced generator technicians in the Worcester, MA area. Technical position includes completing scheduled maintenance, repairs and service on Standby Power Generator equipment. Being a field service position requires living within a 25 mile radius of the territory, a clean CORI and driving record. OSHA Certification a plus.

EGSA Certified Technicians Preferred.

To apply: Steve@bigelowelec.com, or Norm@bigelowelec.com

Operations Manager

Kinsley Power Systems

Location: East Granby, CT & Syracuse, NY

Kinsley Power Systems is looking for an Operations Manager for our East Granby, CT & Syracuse, NY locations. This role is responsible for providing overall leadership, coordination, planning, development 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

Aftermarket Sales, Boston, MA – USA North East

Kinsley Power Systems

Location: East Granby, CT

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

To apply: lbarnes@kinsley-group.com

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

Kinsley Power Systems

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

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

To apply: Lbarnes@kinsley-group.com

Generator Field Technician

MTS Power Systems

Location: Farmingdale, NY

Generator Field Technician Position for experienced individual with a growing company. Must have a minimum 5 years of experience with Kohler and or Cummins equipment and possess excellent troubleshooting, mechanical and computer skills. EGSA certified preferred. Excellent salary and benefit package plus overtime opportunities. Come be a part of a winning team not just a corporate number. Clean drivers license, Drug Free.

To apply: Please send resumé to joe.clemets@mtspowersystems.com

com

Generator Field Technician

MTS Power Systems

Location: Farmingdale, NY

Experience individual, must have a minimum 5 years experience with Kohler and Cummins equipment. Posses excellent troubleshooting, mechanical and computer skills. EGSA certified preferred. Excellent salary and benefit package plus overtime opportunities. Come be a part of a winning team not just a corporate number. Clean driver's license, drug free.

EGSA Certified Technicians Preferred.

To apply: email: mesposito@mtspowersystems.com

USA Northwest

President - Power Systems

EC Company

Location: Portland

Since opening our doors in 1955, EC Power Systems has specialized in the sales, service, rental and parts distribution of industrial power products. For a full job description and other openings with our company, please visit www.ecpower.com/current-openings. :CCB# 49737

To apply: For consideration please e-mail or fax resume and cover letter to Human Resources.

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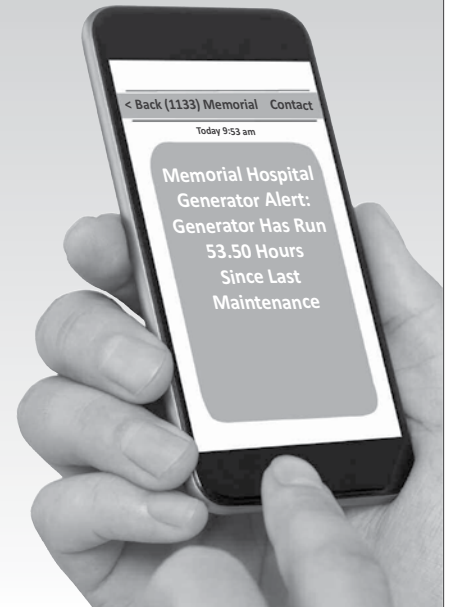
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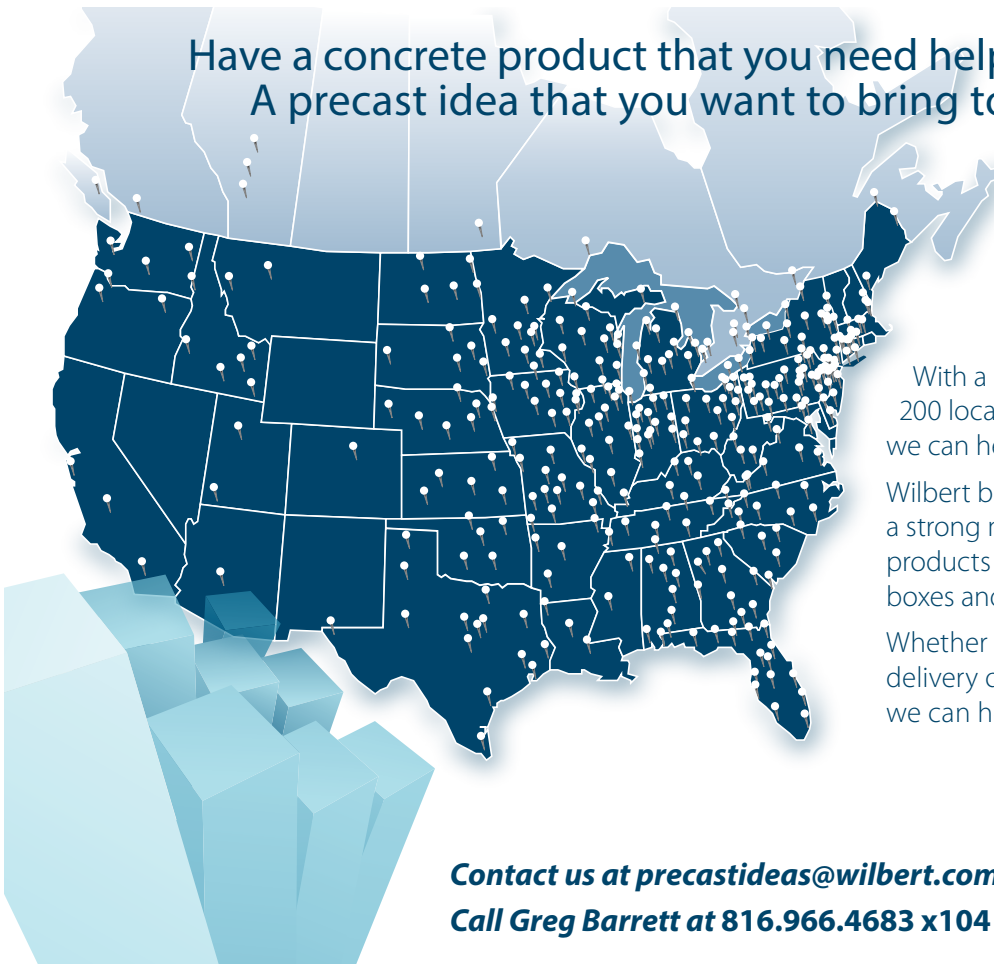
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Call Greg Barrett at 816.966.4683 x104

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EGSA JOB BANK

USA Southeast

Generator Technician

Location: Florida, Alabama, North Carolina, Louisiana, Texas

Are you looking for a better opportunity? We are searching for a generator technician with 3+ years of experience with the following qualifications: Loadbank Test Abilities, ATS and Switchgear Experience, Troubleshooting and PM Experience. You don't want to miss out on this opportunity! Contact us for more info!

To apply: Send your resume to info@bemana.us or call 504.982.1155

Application Deadline: 2015-10-01

Generator Field Technician

Florida Power House, Inc.

Location: Miami, FL

Responsibilities are maintenance, troubleshooting and repair of power equipment. Required Skills: Strong mechanical and/or electrical aptitude, Ability to troubleshoot and work independently, Ability to lift a minimum of 50 lbs., Work outside in the elements, Respond to emergency calls as required, Verbal and written communication skills, Clean driver's record.

To apply: Email your resume and salary requirements to mcapera@floridapowerhouse.com

USA West

Generator Technician

Bemana Power Recruitment

Location: California

Are you looking for a better opportunity? We are searching for a generator technician with 3+ years of experience with the following qualifications: Loadbank Test Abilities, ATS and Switchgear Experience, Troubleshooting and PM Experience. You don't want to miss out on this opportunity! Contact us for more info!

To apply: Send your resume to info@bemana.us or call 504.982.1155

Application Deadline: 2015-10-01

Technical Sales Support and Industrial Account Management

SENS (Stored Energy Systems)

Location: Longmont/CO/US

The selected individual will be responsible for the development and overall growth of revenue & market share. In addition to direct sales calls on assigned accounts, which may include OEMs, specifying engineers, distributors and end users, this individual will also be responsible for supporting SENS existing direct sales organization, providing technical quotation to customer RFQ's, as well as provide training and advice when requested. This individual is expected to become expert in various required battery sizing programs and also act as back-up for Industrial charger order write up and buy/resell approval process.

To apply: Send cover letter and resume to johnk@sens-usa.com

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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)



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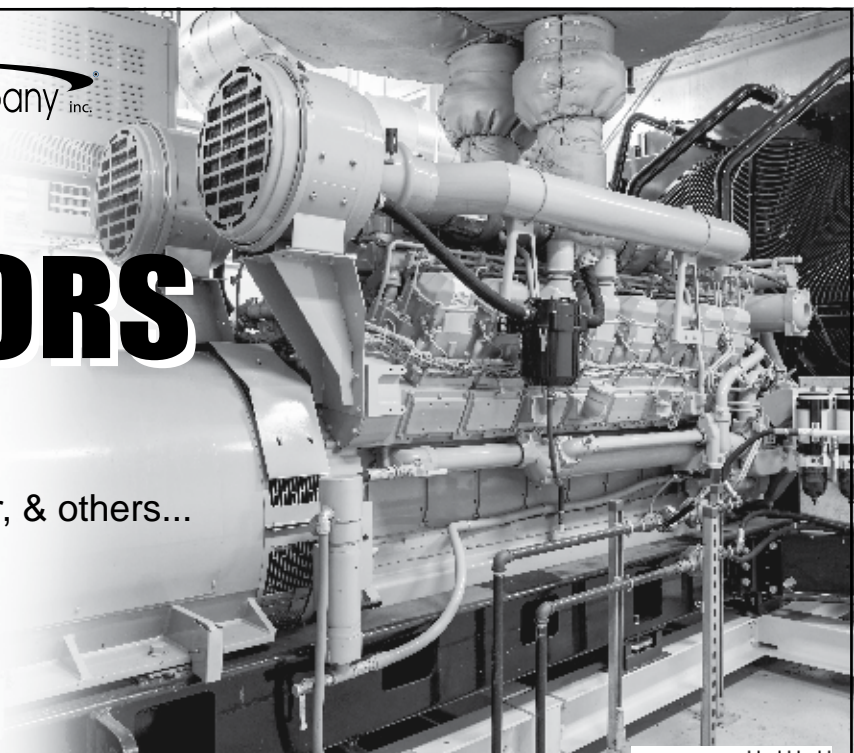
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We welcome you to submit press releases for consideration for inclusion in the Industry News section of *Powerline Magazine*. However, due to the fact that *Powerline* is the voice of an organization consisting of more than 800 Member companies, we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

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



Gillette Generators celebrates 44 years in Business with an Employee Appreciation Lunch

"Gillette has been around for over 4 decades, and we see plenty of blue sky ahead," comments Charlie Habic, President.

"We have a industry-educated staff, the best vendor channel partners, and gritty, hard-working dealers."

The luncheon not only included employees, but Ray and Pat Habic, who are the now retired founders of the company.

For more information on Gillette Generators Inc. please visit www.gillettegenerators.com ■

Total Energy Systems, LLC, Kohler Co., Expand Northern Illinois Distribution Network

Demand for backup power; overall economic strength driving regional demand

Kohler Generators, a leading brand of automatic standby power generators, and Total Energy Systems, LLC, a 20-year Kohler distributor are expanding their presence throughout northern Illinois by signing an updated distribution agreement through which Total Energy Systems, LLC will distribute residential and light commercial products throughout the region.

Total Energy Systems, LLC already represents Kohler Generators in Wisconsin, Minnesota, North Dakota, and western Michigan. Total Energy Systems' territory will now expand into northern Illinois to help provide enhanced market coverage and customer support for residential consumers and small business owners in a robust and growing market.

"We're excited about this expansion into northern Illinois and the opportunity it represents to provide the quality service, expert advice and overall excellent value that our customers in our northern tier states receive," said Christopher Stiles, Total Energy Systems' President and Managing Member. "Everyone who turns to Kohler Generators for backup power will benefit."

An automatic standby generator is permanently installed outside a home or small business, similar to a central air conditioning unit, and runs on natural gas or propane using existing gas lines. When utility power is lost, a standby generator automatically turns on – there is no need to be present to start or refuel the generator. Depending upon specific needs, a standby generator can power critical and sophisticated appliances and systems, including lights, heating/cooling systems, refrigerators, sump pumps, security systems and more.

For more information please visit www.totalenergysystems.com ■



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