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

Start: 3:00 PM Eastern - End: 5:10 PM Eastern
Location: Kissimmee, FL
Organizer: Lyndon Risser, Kurt Summers, Al Powers
Attendees: Per Roster
Minutes Respectfully Submitted By: Chad Youkers

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

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

Meeting Ground Rules
- We agree… to leave our EGO’s at the door!
- We agree… to create value for Generator Dealers and Distributors to grow EGSA products and services
- We do not… use this platform to sell anything but EGSA value and services
- We are committed to… stick to our agenda and park your ideas and suggestions to better serve our members with excellence
EGSA Mission

- Under the leadership of its Board of Directors and operating through its various committees and staff
  - EGSA strives to:
    - Educate
    - Provide networking opportunities
    - Share relevant knowledge and trends with Industry Professionals including manufacturers, distributor, dealers, engineers, manufacturer representatives, contractors, integrators and others who serve the Industry.
- To provide an environment where
  - On-Site Power Generation Industry Experts Unite and Share knowledge to drive the Industry to higher levels of Service and Performance.

EGSA Goals

Provide... the On-Site Power Generation community with education and industry enrichment

Maintain... financial viability to ensure a strong EGSA future

Develop... programs that promote long-term membership value.

2015 – 2016 DD Goals

75 / 300 / 1500

50 - Conference Attendees – 42 in Sacramento

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

1500 - LinkedIn Industry Professionals – 1,542

TAP

- Chad Youkers gave a short presentation on TAP
- The Team was introduced:
  - Chad Youkers – Chair
  - Al Powers – Vice Chair
  - Bob Piske – Advisor
  - Tyler Van Dyke – Advisor
- Tap Objectives:
  - Provide an EGSA sponsored and clearly designed path that will attract students that are attending, or planning to attend, a Trade or Technical School, to choose the Onsite Power Industry as their Career.
  - Compliment the Education Committee’s efforts for Tech Apprenticeship and Journeyman Certification.
Promote the Onsite Power Industry as a very viable and lucrative career path that has limitless possibilities Worldwide.
Provide a mutually beneficial path for up and coming talent to work with EGSA Member Companies to fill our ever-expanding void.
Allow all EGSA member companies a chance to participate.

**TAP Progress to Date**
- Board approved the website TAPP for 2017 implementation
- Short question and answer session

## TOYA

**The WHY**
- Increase awareness of generator technician career track by recognizing industry talent
- Promote and award excellence
- Member Tool – For EGSA Members to reward top performing technicians
- Member Tool – Creating an industry standard for us to measure Tech performance and behaviors

**What’s in it for you?**
- More engaged workforce. If we reward excellence – will get more of it!
- Increase our talent pool
- It’s a way to give an “Atta boy” to your Top Techs
- Some really great PR for the winners company

**TOYA – Where are we going?**
- We will continue to build on our past successes to enhance this program. We appreciate any suggestion to improve this program.
- We are soliciting EGSA members to serve on the jury. See me to get on this list.
- We are exploring ways to expand the program to recognize Techs at different levels.

### Hot Topic – Audience Participation / Round Robin Discussion

- Today’s Diesel fuel challenges
- [https://www.youtube.com/watch?v=fJn5xytXqOl](https://www.youtube.com/watch?v=fJn5xytXqOl)
- Goal: Create an engaging audience discussion on current industry challenges (diesel fuel) that are threatening the reliability of our nation’s Emergency Power Reliability
Bob Piske
- Fuel's changing
- Think about all the standby power installations in the US
- Starting with ULSD (ultra-low Sulphur diesel)
- Government has allowed the introduction of up to 5% of biodiesel without divulging this
- Fuel is unstable right out of the pump
- Lifespan of diesel is in months – not years
- Recipe for disaster
- Emergency power is actually the fuel in the tank (via conversion, etc.)
- What can EGSA do to fix this issue?
- Hungry for information

Manufacturers are allowing up to 5 – 10% of biodiesel usage – based on automotive type usable – not standby

Standby Power Generation market inherently does not use fuel regularly, hence the problem
- Hospital failure due to check valve sticking, etc.

Mark Stellmach -
- Good news, this issue is not insurmountable
- Today’s fuels – ULSD has an affinity for moisture
- Higher solvency characteristics
- Lack of Sulphur loss of its inhibition ability
- New fuels are different and need managed differently

VIDEO showing some of the issues of water infiltration, etc.

Lyndon: Break down to three separate parts
- Challenges / Issues

Dan Bigelow
- Storage with ULSD / Biodiesel is not new
- The new engines with their higher pressures, etc. exacerbates the issues – shorter lifespan, quicker degradation, etc.

Steve Belcher
- Large wireless company allowed for trends, etc.
- Concerns about ULSD came up very early on
- Fuel management, being on the lookout for issues – check valves, systems losing prime, etc.
- Service opportunities with fuel polishing, etc.

Phillip Kurt
- Agrees with Bob and Dan
- Much of this is because of the manufacturer
- Cutting corners are part of the problem, education, technicians discussing with facility managers, etc.
- Audience Member
  - Differences between cylindrical and rectangular tanks
  - Sub-base tanks much more prevalent to moisture than cylindrical tanks

- Audience Member
  - Fuel spec.
  - 7500 gallon tank – up to 3 ½ gallons of water!
  - 15000 gallon tank – up to 7 gallons!
  - People don’t realize that these amounts of water can be delivered, not to mention what is developed onsite

- Bob Piske
  - 2011 – Biodiesel produced over 1 billion gallons
  - 2015 – over 2 billion gallons
  - Sarcel / Paste – for water testing
  - Focus on maintenance shifting to what is in the tank vs. the unit

- Kurt Summers
  - Fuel supplier won’t provide biofuel blends for the standby generator market in his local market (Austin, TX)

- Greg Larsen
  - Had a conversation with the Technical director for the National Biodiesel Board. Summarized below:
    - “Biodiesel and biodiesel blends can be stored for at least as long as regular diesel fuel”
    - Antioxidants used to combat this
    - Be sure to keep moisture out and dry
    - Longer than 6 months – frequent testing
    - Any modifications to older diesels? Hoses, gaskets, etc. If an engine is old enough to contain rubber, there will be issues
    - Interested in speaking at the Fall conference?

- Dan Bigelow
  - Fuel cost a consideration when Kurt’s fuel supplier changed to non-blended fuel? No – although he was told it was

- Michele Hilger
  - JCHAO – Fuel testing nationwide?
  - Educating end users, etc. is key

- Brian Ponstein
  - Not possible to buy non-blended fuel
  - MN requires 10% minimum
  - EGSA needs to be active with policy makers – exemptions for nuclear and forestry

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

  - Audience comment
    - Mining companies, etc. don’t want to invest in recirculation, etc. High efficiency filters are a band aid in the long run
    - Management plan – retrofit is always much more difficult than it is during design phase

  - Bob Piske
    - Pics on screen earlier were on a new system. Heat is enemy

  - Glen Howard
    - Opportunities with 3 guys / crews every day. It’s not a liability for the supplier, etc. it’s basically the customer’s issue. We’re there to service their equipment, etc.

  - Audience member
    - Engineers need to be educated on new systems because there are systems that can be installed on the front side, not the back

  - Steve Belcher
    - 5,500 units under contract
    - Goes back to education

  - Audience comment
    - Be careful about what additives especially with Tier 4 final engines

  - Bob Piske
    - Manufacturer’s don’t allow additives
    - Manufacturers are un-educated
    - Suggest dotting I’s and Crossing T’s

  - Dan Bigelow
    - Testing, use of an additive, bypass filter, fuel polishing

  - Lyndon Risser
    - Join Linked In DD page – leverage it!

  - Kurt Summers
    - Taking care of customers and helping them through the problem
    - Thank you for the participation / etc.

Seemed like everyone liked the format of the meeting

**Next Meeting?**

- Communication topics of interest?
- Topics for Fall?
  - Security / Hacking / etc.
- Glen suggested being involved on the monthly call to help steer the topics for the next meetings
- IT / Security seemed
- Remote Radiators – Rick volunteered for remote radiator discussion
### Load Bank Certification
- DACUM panel for load bank testing
- Two (2) 100 question tests
- Pilot test takers are being compiled sometime in April
- Summer pilot test with hands on portion
- Testing centers scattered through US

### Meeting adjourned at 5:10 PM