Seeking EGSA-Lence?
Look No Further Than Our Ten EGSA Committees in 2014!

COMMITTEES

EGSA
CSS
C&C
CRT
DD
EDU
GOV
GRN
INT
MKT
MBR

2014 NFMT Wrap Up
2014 Spring Convention Wrap Up
POWER Up Your Game In 2014 & Beyond!
North Carolina Hospital’s Emergency Power System
Carries on Tradition of Excellence

Where Are You Going?
Navigating the Challenges of Running a Small Business
International Supply Company
Member Profile
Enercon is committed to engineering excellence. Every custom designed project we build is of the highest quality. Our worldwide leadership and years of experience in the design and manufacturing of engine generator set packages and enclosures for customer provided engines, make us uniquely qualified to meet your needs.

We continue to grow and strengthen our manufacturing capabilities with offices and manufacturing facilities across the globe. From our headquarters in East Peoria, Illinois, to our facilities in Barnesville, Georgia, Phoenix, Arizona, Singapore and Bangladesh, we are able to meet our customer's exact specifications and requirements, however unique, with a full line up of custom power generation products and services.
Columns
From the Top .................................................. 7
Regulating the Regulators

Education .................................................. 8
“We Don’t Need No Education”

Codes & Standards ........................................ 10

Features
2014 NFMT Wrap Up ........................................ 12
Neither Rain, Nor Sleet... but How About Snow at the 2014 NFMT Show?

2014 EGSA Spring Convention Wrap Up .................. 14
From High Stakes to High Seas

POWER Up Your Game In 2014 & Beyond! ............. 25
Business 3.0 Gives You Smarter Options For The Future

Seeking EGSA-Lence? ...................................... 26
Look No Further Than Our Ten EGSA Committees in 2014!

North Carolina Hospital’s Emergency Power System
Carries on Tradition of Excellence ...................... 33

Where Are You Going? .................................... 38
Navigating the Challenges of Running a Small Business

International Supply Company Member Profile .......... 43
Another in our series of EGSA Member company profiles.

Departments
Events Calendar .............................................. 5
Association and Industry events.

Index of Advertisers ........................................ 6
Who’s Who in this issue of Powerline.

Association News .......................................... 41
Updates from EGSA.

EGSA Membership Application ................................ 45
It pays to be a Member of EGSA. Join now!

EGSA New Members ....................................... 47
Who has joined EGSA in the past few months?

Job Bank ....................................................... 48
Looking for a new job?

Industry News .............................................. 50
The latest reports.
Limited diesel fuel storage and irregular re-supply can often cut emergency generator run time to 24 hours or less. The GTI Bi-Fuel® System can increase your run time by as much as four times that of conventional, all-diesel operation.

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

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

Industry Trade Shows

POWER-GEN International 2014
December 9-11, 2014; Orlando, FL
The world’s largest show for power generation, featuring the EGSA On-Site Power Pavilion. For exhibit information, contact EGSA at (561) 750-5575, ext 205 or e-mail Jalane Kellough at J.Kellough@EGSA.org.

Conferences & Conventions

EGSA 2014 Fall Technical & Marketing Conference
September 14-16, 2014; San Diego (Mission Bay), CA
The Fall Technical and Marketing Conference is held during September and is designed to focus on technical and marketing issues. Registration information will be available online at www.EGSA.org or call (561) 750-5575.

EGSA 2014 George Rowley School of On-Site Power Generation
The most complete overview of an On-Site Power Generation System available. Gain valuable Continuing Education Units (CEUs) by applying today! For information, visit www.EGSA.org or call (561) 750-5575.

Basic Schools
Scottsdale, AZ ................................................... February 25-27
Charlotte, NC ..................................................... June 3-5
Minneapolis, MN ................................................. August 12-14
Orlando, FL ..................................................... December 9-11*
*To be held concurrently with POWER-GEN International 2014

Advanced Schools
San Antonio, TX ................................................April 28-May 1
San Diego-Vista/Carlsbad, CA ................................... July 14-17
Rosemont (Chicago), IL ......................................October 20-23

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THERE’S A COMAP SOLUTION FOR EVERY APPLICATION
Regulating the Regulators
EGSA Examines Our Current Relationships and Seeks a Louder Voice

It was great to see so many of you at our annual Spring Convention in March. As you will read in the subsequent pages, there was much accomplished in Savannah.

As I announced during the Convention, high on my priority list for 2014 is adding Member value. I would like to go into a little more detail on how EGSA is going to do that.

EGSA Members and the On-Site Power Industry serve a critical function in (North) American society. For example, we provide back-up power in our healthcare facilities to the emergency circuits essential to life safety and critical patient care. We support our national defense by providing power to global Department of Defense (DOD) operations. The things that people take for granted everyday are backed up by OUR systems…from data centers to financial institutions and central communications offices to the buildings and homes, in which we work and live. That doesn’t even cover the natural disasters that our Members respond to.

As a trade organization, our members make the engines, generators, the switchgear, controls, enclosures and every mechanical and electrical accessory that you will find in an on-site power system. We also commission, service, troubleshoot, repair and test these critical systems. The bottom line is EGSA On-Site Power systems support the very infrastructure that powers our Country and with EGSA being the single voice of our Industry, that voice needs to be louder when it comes to the governing bodies that impact the way we do business.

The Exploratory Task Force – Next Steps on the Team & the Tasks

The Task Force consists of 9 positions that have been filled, including the following members:

**Chair** (and DD Member) – Vaughn Beasley, Senior Vice President, Ring Power Corp.

**Advisor to the Chair** – Jalane Kellough, Executive Director, EGSA

**Co-Chair** (and Manufacturer Member) – Debra Laurents, Sales Force Automation Strategy & Product Management, Cummins Power Generation

**Team Leader** (and Manufacturer Member) – Steve Sappington, Engineering Standards Manager, EPD Diesel North America, Caterpillar, Inc.

**Team Member** (and Manufacturer Member) – Randy Engelmann, Director – Power Generation Product Compliance, Cummins Power Generation

**Team Member** (and Manufacturer Member) – Allen Gillette, Executive Vice President – Engineering, Generac Power Systems

**Team Member** (and Manufacturing Member) – Vito Minneci, Vice President of Marketing, Kohler Power Systems

**Team Member** (and Manufacturing Member) – Al Prosser, Director of Sales & Latin America, MTU Onsite Energy Corp.

**Team Member** (and Manufacturer Member) – Ron Schroeder, Director – Project Management & Applications Engineer, ASCO Power Technologies

The Chair will be responsible for providing direction and oversight of the task force, as well as be responsible for reporting to the EGSA Board of Directors. The Advisor to the Chair will coordinate meetings and make recommendations based on previous experience. The Co-Chair will support the Task Force in keeping the group on task and on schedule. The Team Leader will coordinate with the Team Members to develop the action plan to accomplish the Task Force goals and report back to the Chair.

Continued on page 24
"We Don’t Need No Education"

The intended irony of the double negative from the chorus of Pink Floyd’s “Another Brick in The Wall” reflects a common belief that further education, training schools and seminars are not really necessary for us or our employees. After all, they were well educated, to some level, before being hired. They know their stuff; they got/are getting on-the-job training; they haven’t screwed up too badly up or asked for more training…. And, of course, sending people to training schools is expensive; just add up the T & E costs, hotel, registration fees and lost time.

We all know how easy it is to maintain the status quo ….and, in too many situations, the easiest action to take – is no action!

But, some companies have been sending their people to EGSA schools since the very first school in Denver in 1983. Year after year.

We see business owners, managers, engineers, technicians, parts people, sales and marketing people from manufacturers, distributors, service companies, manufacturer’s representatives, facility managers, utility companies and the US and Canadian military at the Rowley Schools.

Attendees have traveled from every state in the USA, from Canada, the Caribbean and Central America to attend our schools.

So why is it that our George Rowley Schools of Power Generation are consistently filled to the 40 person limit? Why do so many of the leading companies in our industry keep sending their employees, year after year? Here are some reasons:

“The reason ASCO sends so many students to the EGSA Rowley Schools is because it is a great education platform to learn about the entire standby power solution – equipment and technology rarely covered during formal education. Entry level design and applications engineers as well as sales trainees benefit immediately from this industry specific training. There is a huge benefit to our company having our staff understanding the total system, not just ASCO products.”

ARMAND VISIOLI, PRESIDENT
ASCO Power Technologies

“Continuing education is important in On-Site Power. You can never learn enough and it is important to stay on top of latest industry trends. I like the way the Rowley schools offered Continuing Education Units (CEUs) after completion of the course(s). I was very pleased to achieve passing marks, In fact; my goal was 100 percent correct answers!”

TANJA LEWIT, VICE PRESIDENT
Panel Components & Systems, Inc.

“Coming into a day-to-day executive role for our company’s generator business, I recognized my lack of technical knowledge related to our products. My historical focus had been directed toward strategic and financial aspects of the business but I knew that a fundamental understanding of power generation equipment and its applications would assist in my effectiveness and support to our team. Fortunately, EGSA’s Basic Power School provided the ideal platform to obtain this valuable knowledge. The breadth and depth of the curriculum was well balanced and delivered the sought after fundamentals.”

RON STANLEY, PRESIDENT & CEO
Nixon Power Systems Co.

“The first EGSA event I attended was the Basic Training School in 2011, when I was fresh into my career, working to gain a better understanding of trends, technology, and things to come in the power generation industry. I’m still new to the industry and trying to absorb all the information that I can. Since I joined EGSA, I haven’t missed a single semi-annual convention. The conventions provide the perfect opportunity to stay up to date on new information and to connect with and learn from industry leaders. I look forward to many conventions in the future!”

WYATT FRANKS, ASST. PRODUCT MARKETING MANAGER (Generators North America)
Doosan Infracore Portable Power

Companies are only as good as the people they employ (talent seems to be the current buzzword for employees now). Give people the tools to learn new skills and increase their knowledge and they become greater assets to their employers. And that is what the Rowley Schools are all about, passing on a huge range of knowledge to our members, making them more competent and stronger.

Continued on page 24
The best power control systems provide for full manual operation

Most power control systems are designed for automatic operation only.

Russelectric systems come equipped with controls that provide for complete manual operation including synchronizing and paralleling of generators in the event that automatic controls malfunction.

Don’t settle for less than the best power control systems… Insist on Russelectric.
The March EGSA Convention in Savannah was another great success and the Codes and Standards Surveillance Committee (CSS) meeting was well worth attending. Steve Sappington gave a very informative presentation on NFPA 70 E, the Standard for Electrical Safety in the Workplace. The biggest electrical safety hazard, Arc Flash, can be very destructive and even fatal. All employees that are involved with live electrical systems or are responsible for turned off electrical systems that are capable of being turned back on inadvertently, need to be trained in Arc Flash protection and wear the appropriate gear.

Next the CSS Working Groups gave reports on their progress. The Guide for Rating Generator Exhaust Silencers has been completed and voted as finished by the working group. There were a few editorial changes needed on the final version presented to the CSS. These changes were minor and did not alter the meaning of any part of the Guide. Copies of the Guide were presented to the Board at the Wednesday, March 26, 2014, Board Meeting, The Board requested time to read the document. Since that meeting, the Board has voted, via email, to accept the document with editorial corrections.

The Working Group involved with the Digital Paralleling Recommended Practice has reached a point where they will either finish the document or abandon it. This impasse will be faced over the summer and the final decision reported at the Fall Conference in San Diego.

In addition, Steve Sappington has a group that is continually working on keeping current UL 2200, the UL standard for stationary generator sets. If you would like to get involved in this ongoing project, please contact Steve at Sappington_Steven_R@cat.com.

The Committee also discussed a proposal from the Environmental Protection Agency (EPA) and The Centers for Medicare & Medicaid Services (CMS) that would require hospitals to run a 4 hour test of the emergency Power Supply System every 12 months. Presently under NFPA 110 – Standard for Emergency and Standby Power Systems this test must be run every 36 months. The additional cost burden for hospitals is large and the CMS does not give evidence of need to back up the change they are proposing. The members of NFPA 110 Committee have spent many hours and done much research to back up the contents of the standard. After Superstorm Sandy hit the Northeast there were several well documented failures of Emergency Power Systems in Hospitals. The investigation of these failures showed that, in all cases, the hospitals had not followed the guidelines in NFPA 110. The major cause of the failures was flooding of some part of the Emergency Power Systems. In the most publicized case, while the generator sets were not located in the basement, unfortunately the fuel tanks and fuel pumps were. When the basement flooded, the fuel pumps failed. Section 7.2.4 in NFPA 110 says: “The rooms, enclosures, or separate buildings housing Level 1 and Level 2 EPSS equipment shall be designed and located to minimize damage from flooding, including that caused by the following:

1. Flooding caused by fire fighting
2. Sewer water backup
3. Other disasters or occurrences.”

Another important item discussed at the meeting was IEEE 1547 the Interconnect Standard. This standard is being rewritten. Presently Herb Daugherty is the EGSA Member involved, but we need as many Members as possible to contribute as well. The standard as currently written has been heavily influenced by the inverter industry. Our goal is to have the rewrite include more references to the rotary generating equipment. Dealer distributors as well as manufacturers are welcome to contribute. Unfortunately, the IEEE meeting discussing this was held in April in Las Vegas, following our convention. Please contact Herb Daugherty (h.daugherty@egsa.org) if you can be of assistance.

With reference to the Guide for Silencers referred to above, the ISO is balloting ISO19425 Reciprocating Internal Combustion Engines – Measurement method for Air Cleaner Sound Power level of combustion air inlet noise and insertion loss using sound pressure. It is 25 pages long and has 3 appendices: (A) – Qualification procedure for the acoustic environment; (B) – Calculation of A-weighted sound power levels from frequency band levels; (C)– Sound power level under reference meteorological conditions.
Strengthening our world class capability with a solid commitment to consistency.

This is confidence, UAI style.
Neither Rain, Nor Sleet... but How About

The City of Baltimore shut its doors late Sunday and didn’t really get going again until late Tuesday morning. Tasks like exhibitor set up and speaker schedules had to be amended, but by the end of Tuesday (the first scheduled day of the show), we were up and running again with no issues.

EGSA reached attendees via signage on each escalator entering and exiting the exhibit hall, via a full-page advertisement in the Show Directory, our speaker line-up for the Power Track and as a part of our On-Site Power Pursuit Game, each of the 5000+ facility professionals received a game card in their Registration Bag.

Winning! No One Can Lose Playing EGSA’s On-Site Power Pursuit

On-Site Power Pursuit is akin to Trivial Pursuit, except each of the questions surround On-Site Power and our Member companies. Speaking of our Members, our exhibitors went the extra mile and provided questions for the On-Site Power Pursuit Game, making the game much more exciting! As with anything we do, when our members are involved, the Association achieves better branding and word of mouth for our activities. By the end of the 3-day event we had 100s of participants in the game, with many of them repeat players each day and all of them hoping to take home an iPad Mini!

“No one really lost playing your game,” remarked Marta Cavero of DCM Engineers, LLC. “By playing the game, we all confronted a daunting subject in a fun way. Of course it helped that I won the iPad on the first day.”

The City of Baltimore shut its doors on Sunday with extreme weather predicted. Luckily, by Tuesday at noon, it was business as usual!

Coming from the On-Site Power Industry, we understand that some of the best laid plans can be changed due to weather. Two days prior to the National Facilities Management & Technology Show (NFMT), our EGSA Power Source Pavilion Exhibitors were on high alert!

Marta was one of 3 prize winners, but she was “spot on” with her remarks. Facility Managers don’t approach power generation the same way that our Industry does. It was very interesting to see conversations start at most every booth thanks to this sure-fire conversation starter…and since the contest involved asking questions, people couldn’t just walk up and check the box. They had to engage with our Members.

Tours & Networking – Two EGSA Members Open Their Doors for a Trip through Some of the Local History of Power Generation in “Bawlmer”

Something new for NFMT this year, we had 2 of our Members offer tours of their respective facilities. Pritchard Brown, LLC and Curtis Engine took advantage of the show hours not overlapping speaker presentations and each offered a glimpse of their employees, their products and services and exemplified why they have been around so long! “It is always nice to be a host when fellow members come to Baltimore. That is one of the great things about NFMT, as the EGSA Power Source Pavilion grows, we can continue to be one of those hosts and bring greater value overall,” added Mike Witkowski of Pritchard Brown, LLC.

“I was just hoping to ride along on a service call,” remarked Steve Stoyanac, who took the tour offered by Paul Koch of Curtis Engine. “Seriously, one of the most interesting things I took notice

www.EGSA.org
of was the photos hanging in the hallways of Curtis Engine… such history! They were in chronologic order and I kept noticing this one guy through the series of photos who stood out. It showed the progression of time succinctly by looking at the photos of that particular technician!"

“For me, it was realizing the method of how these huge enclosures and tanks get put together today versus long ago…learning the history was very thought-provoking,” remarked Jalane Kellough, Executive Director for EGSA, who took the Pritchard Brown, LLC tour.

“At the end of the Curtis Engine tour, Paul and Al (Grimes) showed off a recent purchase. Someone had contacted them that one of the old Onan gensets that Curtis Engine serviced back in the 50s or 60s was being sold on Craigslist. They scooped it up and it is a great conversation piece, with that Onan green still pristine after all these years,” added Brad Fennell (Chillicothe Metal Co.).

Thanks to Our Members Who Spoke at the Power Generation & Reliability Track in 2014!

Shake table testing, stored energy systems, what to do if your genset doesn’t start and what is EGSA…just a few of the topics that took place in the EGSA sponsored Power & Reliability Track at NFMT.

Many of your EGSA colleagues took to the NFMT stage to provide presentations that garnered facility management Continuing Education Units (CEUs). These presentations provided great value to the NFMT audiences and they also furthered the EGSA brand with facility managers!

For those of you who are not aware, NFMT’s tradeshow model is similar to an EGSA Convention, where education and exhibit hours do not overlap. This brings added value to the facility management professional, with no competition between earning Continuing Education Units (CEUs) and walking the tradeshow floor during the 3-day event.

NFMT’s educational sessions are divided into 12 different tracks, from to Greening an Existing Building to Healthcare Facilities Today. We coordinated a “Powerful” track of presenters to take this education track to the next level for the second year in a row! Join EGSA in thanking the following Members:

MICHAEL POPE
Director of Education, EGSA
Introduction to EGSA, the Electrical Generating Systems Association

GARY FARMER
Power Systems Engineer, Curtis Engine & Equipment, Inc.
Power Systems Foundation for Supporting your Critical Operations

BHAVESHE PATEL
Director of Marketing & Customer Support, ASCO Power Technologies
Facility Management of the Future

WILLIAM KAEWERT
President & CTO, SENS - Stored Energy Systems
Solutions to the Number One Problem with Standby Generators

MICHAEL HUDSON
Technical Director, Reverso Pumps
Fuel Quality and Storage Life, The Ill Effects of Not Maintaining Your Fuel

Ken Cockerham
Executive Vice President, Nixon Power Services
Death, Taxes & EPA Reporting

Steve Stoyanac
Sales & Marketing Manager, Chillicothe Metal Co.
International Building Code and On-Site Power Generation

Arnold Kravitz
Vice President Commercial Products, Technology Research Corp
Solar Grid Tied Micro Grid Inverters

Michael Dahl
President, Trystar
Generator Docking Stations: How to Back up Your Facility when Your Backup Plan Fails

A. Pritchard Brown opened their doors for a tour Monday morning before the show opened. (left to right: Dave Philips (SENS), Michael Pope (EGSA), Jalane Kellough (EGSA) and Mike Witoowski (Pritchard Brown, LLC)

B. A piece of history from our tour of Curtis Engine, this Onan 7.5 kW still had the original paint job, complete with the cool Curtis Engine service label!

C. Membership has its privileges! Several of our active members take the time to congratulate new member, Bob Giles, as he turns in his EGSA Membership application.
From High Stakes to High Seas

Historic Savannah Welcomed EGSA for our 49th Annual Spring Convention

Imagine a quaint city whose backdrop is one of the oldest and most historic planned cities in the country...couple that with new entertainment, several new sponsors, more than 300 industry colleagues in one location, a solid speaker slate and...it all equals “The Night That the Lights Stayed on in Georgia.”

We began our 49th EGSA Spring Convention on Sunday in earnest, with multiple EGSA Working Groups, the Technician Certification Committee Meeting and the Board of Directors Meeting taking up most of the day. Later that afternoon, Vaughn Beasley, your 2014 EGSA President, took to the podium for the Committee Officers’ Briefing and the New Member/First Timers Reception held concurrently.

With 88 First Timers, we set the tone for the 3-day event with networking, education and fun and this event did not disappoint.
Our speaker slate drilled down on several different topics, from the future, to hydraulic fracturing to specific technology growth in the facility manager industry; there was something to “take away” from each speaker,” said 2014 EGSA President-Elect, Ed Murphy, who also emceed the event.

Sunday evening, our President’s Welcome Reception was a big hit, with great attendance and floor to ceiling windows that faced out onto the Savannah River. It was unique to see all of the heavy import/export container ships floating by.

John Deere Power Systems also hosted a party favor that added festivity with a green glowing John Deere/EGSA party cup. It was a chance to see old friends and meet new ones. The reception set the tone for the perfect balance of networking and making new acquaintances.

Monday morning came bright and early with several EGSA Working Groups getting together during the full breakfast sponsored by DEIF, Inc. Attendees also got their first opportunity to step into the Exhibitor Showcase and see what their colleagues had to offer.

During the introduction that morning, we took a moment to honor colleagues George Rowley and David Walch, who EGSA lost in 2013. EGSA President Vaughn Beasley laid out his platform for the year (and beyond) during his Welcome Address with many exciting challenges ahead. It was at this time that Vaughn called George Whittaker of Russelectric to the podium.

George provided a great overview on the Raymond G. Russell Education Grant for Veterans and why the firm selected EGSA as the recipient. His memoriam of Mr. Russell also got a standing ovation.

Several active Members received EGSA Bucks during the Convention for recruiting new Members. (l to r: Debbie Schilling (Universal AET), Lyndon Risser (DynaTech Generators), Nic Phillips (wattsOn Power), Ed Murphy (Power Search, Inc.), Katie Evans (Diesel & Gas Turbine Publications), President Vaughn Beasley (Ring Power Corp.) who not only presented the EGSA Bucks, but won one himself, Warner Bauer (Kickham Boiler), Charlie Habic (Gillette Generators, Inc.), Michael Pope (EGSA) and Steve Sappington (Caterpillar, Inc.)

EGSA audience.

You asked and we delivered! Back in September, several Members expressed interest in hearing a hydraulic fracturing presentation. We aim to please! The Communications & Conventions Committee contacted Troy Huey, Global Wellsite Technology Manager from Schlumberger Well Services and he brought his A-game.

A chemical engineer, Troy approached the subject of hydraulic fracturing from several angles, shedding light on the controversy that surrounds the subject, all from a scientific point-of-view. He used geological, land and water usage data and explained the facts on why horizontal drilling was a game changer for the industry.

Our “closer” for Monday came from EGSA Member firm, Dresser-Rand. Chris Nagle, the General Manager for their Power North America Division, presented an insightful presentation on the Six Key Components of a successful business for a leadership team to use.

EGSA also hosted our Welcome Lunch with a short program to showcase our First Timers and New Members and award EGSA Bucks to our colleagues who have recruited new members since our last event. For those unaware of what EGSA Bucks are, they are used just like cash for things like a convention registration, reference books or the Rowley School. President Beasley also recognized our member companies who brought more than 5...
Monday evening, the festivities began with our EGSA Awards Banquet & Reception, sponsored by Clariant Corp. and Kickham Boiler. President Beasley began the awards program by honoring Past President, Debra Laurents (Cummins Power Generation) and presented her with the traditional President’s Jacket, Portrait and Plaque. She in turn, presented Vaughn with the President’s Gavel plaque, traditionally given to an incoming president during their first meeting.

Debra, in turn, presented Vaughn with the President’s Gavel Plaque, which each incoming president receives during their first event as President of EGSA. She also presented the 2013 President’s Award.

The EGSA President’s Award, established in 2009, is given on an as-needed basis to an individual, or individuals, who have volunteered their time to the betterment of the Association and the Industry through a specific project or endeavor.

This year’s recipients worked hard for this honor! Laurents honored the Executive Leadership Summit Working Group for their exemplary work on the Executive Leadership Summit (ELS) that EGSA hosted last September. Members of the ELS Working Group included Michael Pope (Chair), Rick Morrison, Ed Murphy, Charlie Habic, Armand Visioli and Mike Osenga, who also served as the moderator.

One of President Beasley’s first official duties as President is to present the annual EGSA Timmler and Carpenter Awards. The Timmler Award honors an individual for outstanding work on a Committee and the Carpenter Award for long and outstanding service to the Association.

Our 2014 Timmler Award was presented to Bob Piske of Arizona Generator Technology, Inc. Bob has worked tirelessly as Chair of the EGSA DD Committee. From increasing attendance during the committee meetings, to coordinating with committee leadership to launch the DD Linkedin page (currently sitting with 443 individual participants), to his work on developing the EGSA Technician of the Year Award (TOYA), Bob has guided the DD Committee to the next level.

For our annual Carpenter Award, Greg Linton was selected as our 2014 recipient. First awarded in 1972, the Leroy Carpenter Award honors an individual for long and outstanding service to the Association. Greg Linton certainly lives up to this honor! He is an EGSA Past President; has also served on the Board from 02-04, he was the Committee Chair for the EGSA Technician Certification Committee in 2004, the Nominating Committee in 2010 and also served on the EGSA Strategic Planning Committee from 07 until 2013.

When it came time for Greg to become EGSA President, he championed a mentoring program for EGSA leadership, not only from the top down, but from the bottom up. He has also been an integral volunteer and leader for this Association.
When the awards concluded, the EGSA competitive spirit kicked in with a Casino Night sponsored by Pramac America. Our grand prize was a check for $500.00 presented to the charity of the winner’s choice. Kirk and Kim Hilbig of Ultimate Services Associates, LLC took home the prize and they selected Victory Junction, an organization that enriches the lives of sick children by providing life-changing camp experiences that are exciting, empowering and most of all, fun! The check is being presented this month on the Hilbigs’ behalf.

Our third and final speaker for the Spring Convention had a refreshing message and a spring in his step. Tom Hudgins, one of the 10 co-founders of Glaxo (now Glaxo SmithKline), has had more than 30 years in packaging, quality assurance, regulatory affairs and business development. Along the way, Tom developed his message on what it takes to retain quality employees, how to motivate and to inspire.

Tuesday was super-charged when Dr. Gregory Reed, Director and Associate Professor from the University of Pittsburgh took the stage. His presentation on Electric Power Grid Infrastructure generated many questions from the floor. Dr. Reed’s presentation was very well-received.

A quick room change turned the luncheon location into a casino on Monday, complete with Blackjack, Craps, a Roulette Wheel…even one table reserved for Texas Hold Em’!

The Casino Night featured several great prizes thanks to the generosity of our SWAG providers!

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<th>Company</th>
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<tr>
<td>Atlantic Power Solutions</td>
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<td>Leatherman Tool-set</td>
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Vito Minneci, VP of Marketing for Kohler Power Systems (KPS) was on hand to draw the name for an iPad Mini during the Tuesday General Session! Thanks to the KPS sponsorship, Stephen Athans, Dean of Vocational & Technical Programs for Central Carolina Community College and EGSA First Timer, took home the iPad Mini on Tuesday.

The wind really kicked it up on Tuesday afternoon, but for the first two hours our formal networking events moved along just fine…but then the water followed suit and the high waves made for a little more than expected for our anglers! There were fish to be caught and the low country tide to come in, regardless of the extra weather.

John Kelly, Jr. (Kelly Generator & Equipment Co., Inc. & 2011 EGSA President) took home the Top Angler trophy for our East Coast fishing tourney with Dan Bigelow (Separ Filter) and Adam Woodall (Energy Sys-

Our Gearhead Factory Tour was a great opportunity to see some larger turbine technology. Many of our Members participated in this educational networking tour!

The Blue & the Gray Tour began with passed crab cake sliders as we checked in on the Riverboat! Once the boat got underway, our Chef Anthony proudly revealed the sumptuous lunch beneath more than 20 chafing dishes that day. From fried chicken to fried green tomatoes, it was a southern lunch at its finest.

The riverboat had multiple decks and our party was private, so many varied groups congregated inside and outside the boat. After an hour-plus cruise, our crew landed at Fort Jackson for just the right amount of hazing. Our guests were shocked to find that there would be tests administered by the Georgia Militia that day, learning about the history of the Fort as we went!

When the weather got rough on the return trip, all of our guests gathered in the main room for banana pudding, peach cobbler, sweet potato pie and pound cake. We didn’t mind a bit!

Our golfers enjoyed a great day on one of the most beautiful courses we have ever played according to the Members who hit the links for the 2014 Spring tournament, sponsored by Global Power Components. The Club at Savannah Harbor is between the banks of the Savannah Rover and the backwaters of the Georgia Low Country. While the wind did affect play later in the tournament, the competition was fierce! Designed by renowned architect Robert Cupp and in the true Troon Golf tradition, the course was challenging and this was the first time in quite awhile that the ASCO Team didn’t take home the top foursome.

Our golf committee, consisting of Steve Stoyanac (Chair), Marty Morrill (Clarient Corp.), and Annie Burford (EGSA Staff), went the extra mile in collecting prizes and goodie bag items to make the tournament exciting. Many EGSA Member companies donated goodies and golf accessories which added greatly to the quality and fun of participating. A special thanks to: ASCO, Doosan, Chillicothe Metal Co., Clariant Corp., Hotstart, MIRATECH, MTU Onsite Energy, Seismic Source International and the VMC Group – Korfund Dynamics for their kind golf goodie bag items/donations!

The Tournament honored David Walch of Interstate Power Systems, who passed away last year. David was an active Member and friend, David Walch, who passed away in November last year.

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<tr>
<td>3rd Place Team</td>
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<td>Brad Holmes (Clay &amp; Bailey Mfg. Co.), Bill Laubach (Direct Wire &amp; Cable), Aaron Yates (Depco Power Systems), Ray Ziegler (ZMac Transportation)</td>
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The 74 participants on the Blue & the Gray Tour had a fabulous lunch and tour of Fort Jackson. When we arrived at the Fort, the Georgia Militia gave each guest a physical and mental test to see if we qualified to join their ranks! Take the time to watch your EGSA colleagues and spouses load and fire the cannon. It is the last selection in our Spring Photo Gallery at www.EGSA.org. Special thanks to John Hawkins (Powertherm Co., Inc.) for his photography and BB Morrison (Rick Morrison’s wife) for the great video!
A Word of Thanks to Our Sponsors of the 2014 EGSA Spring Convention

On behalf of the EGSA Board of Directors, we wish to thank our generous sponsors who have continued to help promote the EGSA brand by committing resources to assist us in bringing greater value.

Sponsors are to thank for any number of things that make our signature events happen! Whether it is the “custom enclosure” USB sponsored by Global Power Components that housed all of the speaker presentations, handouts and committee materials or our entertainment sponsor, Pramac America, who provided our ability to change things up with the lively Casino Night, so many fine organizations made Savannah a big success.

We tried some new things and with that, several of our sponsors upped their ante. The Captains Bags (sponsored by Ring Power Corp.) and fleece jackets (from Diesel Radiator, new sponsor in 2014) came in handy when the weather “kicked in” out on the water for our anglers. We also added décor and gobo lights thanks to Clariant Corp. and Kickham Boiler providing us with a little extra in order to try something new. We also simplified our name badges this year to add visibility (whichever way your badge was turned) and Generac Power Systems supplied a comfortable neck lanyard that is visible in every picture! Power Systems Research also went big with a new water bottle to save on hotel resources and go green. DEIF, Inc. sponsored the big breakfast on Monday to keep our energy up.

The John Deere Power Systems glowing drink cups, the flashing Kohler Power Systems ice cubes, the iPad Minis sponsored by Separ Filter and Kohler Power Systems, the fishing trophies sponsored by Phoenix Products and the fabulous desserts on Monday night sponsored by Doosan all added “whimsy” and hopefully caught your attention.

Or how about those sponsors who kept us organized, from Pritchard Brown, LLC, our faithful event-at-a-glance signage sponsor who kept us going in the right direction to ASCO Power Technologies, who sponsored our Registration Bags, Altronic, LLC who provided the Attendee Registration Organizers and Girtz Industries who supplied the awesome fishing totes for the fishing and golf participants.

How about some of our new sponsors, Fairbanks Morse Engine, who sponsored our 1st Timer/New Member Reception; PowerSecure, who sponsored the great fishing teeshirts and Energy Systems Southeast, LLC who were the title sponsors of the fishing tournament. Thanks for the energy and new life for the sponsor program. It is hard to return to the same well time and time again, we appreciate your organizations stepping up in 2014!

Last but not least, to our DD sponsors, who gave us web banners to place on the Spring Convention website and assisted in offsetting some of our convention costs --- Assurance Power Systems (also a new sponsor in 2014), Emergency Systems Service Co. and Nixon Power Services Co., we thank you!

We are always seeking new ideas and will work with you to customize a sponsorship that works for everyone. Let us know if you have new ideas for Mission Bay that can make your trip that much better, we are all ears! For more information or a general inquiry, please email Kim Giles, Marketing Manager at k.giles@egsa.org.
The Task Force goals consist of some clearly defined tasks, which include, but are not limited to the following:

- Identify the regulatory bodies that impact EGSA and our Industry, as well as their organizational structure;
- Determine the current state of EGSA representation and influence on regulatory bodies;
- Determine the future state of EGSA’s representation, influence and benefit gained from that representation;
- Identify Member companies that are currently influencing the regulatory bodies and to what extent;
- Take into account what resources in people and money it would take to realize that future state; and
- Report back to the EGSA Board.

With such lofty goals, we have established a timeframe in which to accomplish them. The project milestones are:

- **July 10, 2014** – Progress report to EGSA Board – Vaughn Beasley
- **September 17, 2014** – Progress report to EGSA Board of Directors - Steve Sappington
- **December 7, 2014** – Final recommendations to EGSA Board of Directors – Vaughn Beasley

Finally, our resources are:

- The Task Force Member Companies
- EGSA Staff & Herb Whittall, EGSA Technical Advisor
- EGSA Member companies

We welcome your thoughts and opinions concerning this task and you can share them by emailing us at e-mail@egsa.org with the subject line: Task Force.

I know you can take pride, knowing the critical nature of the products and services we provide to our clients and the general population. More than ever, EGSA as “the voice” of the Industry and the “subject matter experts” is being consulted on a broad spectrum of technical issues and matters. Thus, we are being recognized by private, institutional and governmental bodies as a valuable resource when making policy or developing codes that impact our Industry.

The question is: Are we going to up our game and seize this potential opportunity to elevate EGSA’s status in the industry and therefore add member value?

---

Thanks to our talented pool of volunteer instructors, and their employers, 96% of those that attended the Rowley Basic School in Scottsdale in March said that they would recommend the school to others. 88% stated they expect to continue their professional education by attending a Rowley Advanced School within 2 years. And those numbers have been fairly consistent during the past several years.

I can tell you that every Rowley School is intense; there is so much information flowing during the 3 or 4 days that only truly outstanding scholars can absorb it all. Not so much for lesser mortals like me! And that is why all attendees leave the course with a full set of handouts, their notes, and a copy of the 600 page On-Site Power: A Reference Book. They will know where to turn to for almost any technical information about power generation systems when needed.

**About the EGSA Rowley Schools:**

- A great introduction into all aspects of basic generator systems
- Will help electrical people understand the mechanical components
- Will help mechanical people gain an understanding of the electrical systems
- Advanced schools are for people that already have a good general understanding and experience with electrical generator systems. Attendance at a Rowley Basic School is not a prerequisite, but is recommended, especially for people with less than 4 -5 year’s experience in on-site power generation.
- We suggest a minimum of two years between taking the Basic and Advanced schools
- The Advanced school will also be helpful to technicians that are planning to take the EGSA Technician Certification exam.
- Schools are held in different cities across the US; we try to find warm locations during the winter and cooler locations during the summer months. There is always a school running concurrently with Power Gen International

Over 2,500 students have attended Rowley schools since 2000 and, due to increasing demand we are holding a record number of seven schools during 2014 – 4 Basic and 3 Advanced.

Full details of the Rowley Schools, including curriculum, schedule and registration are, as always, available at EGSA.org.

Did you know that we can arrange “On-Demand” Schools for your company or group at your facility? We suggest that you have 30 – 40 people attend for it to be economical. We offer the Basic and Advanced schools, subject to the availability of our instructors. And, as always, Continuing Education Units (CEUs) are available. Since we first offered CEUs in 2005 no one (at least up until press time) has aced the test with a 100% score - there is a challenge for you!

Contact Herb Daugherty (H.Daugherty@egsa.org) for details.

Pink Floyd actually got it right with the double negative, making it a positive. It is a very important message – we do need education – throughout our careers.

Your Association can help.
POWER Up Your Game In 2014 & Beyond!

Business 3.0 Gives You Smarter Options For The Future

By Patrick Meyer, Futurist & Biz 3.0 Expert

As ESGA and its Members head into the future, there are a series of dynamics that are moving around us. Shift with these evolving technologies and solutions and you can evolve with your customers and their needs. Yet, hesitate, lay back or be the last to follow, and you put your business growth at risk. This was my focus as the keynote speaker at the EGSA Spring Convention.

At the Fall EGSA conference and more recently in the Price Waterhouse USA CEO Survey (January 2014), this theme was echoed: 61% of the surveyed USA chief executives said, “they are concerned with disruptive entrants” (+ 19 pts. vs. 2013) and “speed of technological change” (57% in 2014; +14 pts. vs. 2013).

As a result, these leaders are shifting into the offensive mode, with 86% of the CEOs stating “technologic advances will transform their businesses over the next five years.”

The following chart reflects their strategic focus going forward (Top 2 Box is the level of CEOs changing their strategies):

<table>
<thead>
<tr>
<th>Top 2 Box: 93%</th>
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<tbody>
<tr>
<td>Customer growth and retention strategies 41%</td>
</tr>
<tr>
<td>Use and management of data and data analytics 28%</td>
</tr>
<tr>
<td>Talent strategies 38%</td>
</tr>
<tr>
<td>Technology investments 40%</td>
</tr>
<tr>
<td>No need to change 60%</td>
</tr>
<tr>
<td>Considering or planning change 30%</td>
</tr>
<tr>
<td>Change is underway or complete 10%</td>
</tr>
</tbody>
</table>

Source: PwC 2014 USA CEO Survey

So as an EGSA Member, in a small to large business, you are or should be, likely tracking with these leaders and their priorities: focus on customer strategy/solutions, technology investment, evolved talent capabilities and lastly, data analytics. Behind these strategies are a set of 3.0 technologies that are rapidly being adopted by customers across the Fortune 500, the USA and globally (including most, if not all, EGSA Members’ customers).

1. Mobility Solutions: As the penetration of smartphones climbs over 70% of all phones in the USA in 2014, it has unlocked capabilities to engage users everywhere in ways never conceived of. They are the #1 driver of innovation. This comes via new smartphones, tablets and now wearable devices (Google Glass, Samsung Gear watch, etc.) and everything mobility connects them too. As an EGSA leader or sales or service professional, mobility can enable you to work smarter, more efficiently as you move through you and your customer's world.

2. Cloud Solutions: In a very efficient, simple, flexible way, companies of all sizes are turning to Cloud providers (Amazon.com, Terremark, Microsoft, etc.). So a company can store its customer/user data, preferences, content, etc. in a secure cloud without incurring the fixed expense and need for continuous upgrade that a company-owned set of servers would require. Every Fortune 500 Company reportedly has shifted at least part of its storage requirements to the cloud. For mobile-based solutions, this allows smart devices to seamlessly interact with the cloud so less needs to be stored in the user's handheld.

3. Enterprise Platforms: The consumer led the way with their apps, games, social activities, shopping etc. on their mobile devices. Customer focused companies have now embraced a whole series of enterprise platforms that let their organizations and customers operate in a whole new, more satisfying way. These platforms replace the legacy systems (along with the Cloud) that companies have historically maintained.

One example is Sales Force, a mega-platform and CRM resource, which has over 100,000 customers and millions of client/prospect profiles. If you want to track, drive and measure your sales or service efforts, Sales Force has the “plug and play” platform for your business. Importantly, this type of enterprise solution will work across digital, mobile, social, the cloud, and emerging new tech tools coming to the marketplace. EGSA Members’ emerging needs can benefit with this type of evolving resource.

4. Engagement & Activation Technology (E.A.T.): Smart devices are now moving to a whole new level of performance for companies and their customers/consumers through what I call E.A.T. solutions. This is the ability to engage and activate people with a simple tap or touch of your device. It starts with a new generation of devices, from late 2012 to date, that can interact with new chips, QR codes and sensors placed in the world around us. The Radio Frequency Chips, linking to Near Field Communication(NFC) function in phones, can be placed in media, on retail shelves, into products, electronics or even wearables. A frictionless tap then brings up a unique user experience for that location and occasion.

Then there is the iBeacon type technology that creates a 100+ feet zone that can interact with app-enabled devices. Place a beacon in a wide range of places and it then reaches out to its users or prospects. One added aspect to these technologies that deliver video, coupons, product updates, social connection, retail and e-commerce, etc. is data capture. Each interaction is cloud stored so future experiences get better and more personalized.

There is also new level of engagement that comes thru integrated chips and sensors in machines or what is called “the Internet of Things.” The idea is to give products an identity (a url of its own) that can be engaged by device or machine to create a new level of functionality. A washing machine, a kitchen, a home system or office environment can be engaged and managed via the internet (with cellular, Wi-Fi, cloud, etc.). From an enterprise solution standpoint, this can change how assets are managed, monitored and upgraded by the service and sales teams. For the electric generator industry and its tech shifting customers, there is clear E.A.T. potential for evolution and innovation across the entire value chain.

Continued on page 49
It has been said many times, but worth mentioning again as it relates to this article, one of THE best ways to get involved and have a voice in On-Site Power is by attending and being an active participant in one of our EGSA Committees. The work that comes from EGSA at the committee level provides longevity for our organization. These meetings are literally where the “heavy lifting” gets done… and, if you want to see EGSA Members in their finest hours together, these meetings and working groups are the crossroads for many ideas and programs. Seeking EGSA-lence… look no further!

In case you were unable to attend our meeting in Savannah, here is a snapshot of our Spring Convention Committee Meetings.

First, EGSA President Vaughn Beasley inducted 2 new Committee Chairs at the Spring Convention. Mike Witkowski, of Pritchard Brown, LLC is now Chair of the Codes and Standards Surveillance Committee. Tom Wein, of Generac Power Systems, became the new Chair of the EGSA Education Committee. Both received their gavels at the Committee Officer’s briefing on Sunday afternoon.

There are several other committees who will be changing leadership in the coming months as positions change and open up to the general membership for volunteers. If you have an interest, make that interest known to the current committee leadership.

**Codes & Standards Surveillance Committee (CSS):**

The Codes & Standards Surveillance Committee (CSS) had several balls in the air in Savannah. This Committee currently has 4 active EGSA Working Groups that are doing great things on behalf of our Association and the Committee.

Here is a recap of the CSS Committee activities:

The Silencer Working Group, led by Chair Robert Simmons of Seismic Source International, has just completed a 13-page document entitled *Guide for Rating Generator Exhaust Silencers*. This Guide took more than 2 years to complete and it is especially significant because previous to this work, there were no industry-wide standards. This Guide was also forwarded to the EGSA Board of Directors for approval.

“When we began to look at all the various industry terms that have been used to describe mufflers, I was surprised that we found so many. We identified at least 16 different terms used to describe silencer ratings. There was no clear consensus among the various ratings. The Silencer Working Group (made up of silencer manufacturers and users) really worked well together to tame the plethora of ratings out there into a clear, concise rating table that can now be used universally by suppliers, buyers and spec writers alike. It was a pleasure working with the Group and I am honored to have been able to participate in the development of the guide,” added Robert Simmons.

In addition to the EGSA goal of developing a solid set of Silencer guidelines, this Working Group was a shining example to show how competitors can work together, under the EGSA umbrella, to achieve something that has never been done.

Michael Pope (current Director of Education for EGSA, but at the time, he was the 2012 EGSA President) had this to report, “I was working with most of the engine exhaust silencer manufacturers during my time with Clariant Corp. and it was Stephen Halkett of IAC-Acoustics, who first brought to my attention the fact that there were no industry standards for silencer grades. For example, one manufacturer offered a silencer that was advertised as being near hospital grade? What specification would that meet?

It was at that same time that I heard about the frustration of a Caterpillar dealer who found it difficult and frustrating to compare different brands of silencers because each manufacturer had their own standard for the dBA reduction range of each of their silencer grades. Why couldn’t someone, EGSA perhaps, establish some industry guidelines? The Board of Directors and the CSS Committee quickly agreed that this was a worthwhile project.

It did not take long to find out that this had, indeed, been attempted on at least 3 previous occasions – and failed because consensus could not be reached. Credit goes to the Silencer Working Group Members, all experts in this field, who understood that success would require considerable compromises in order to reach the goal of creating the first industry wide exhaust silencer Ratings Guide. I congratulate all participants, and the companies they represent, for the creation of an excellent and useful document,” Pope concluded.
International Trade (INT):
The International Trade Committee focused on “war stories” from veteran travelers on the Committee. The lively discussion began with a review of the gold key program.

The gold key program is offered by U.S. Commercial Services (Export.gov) to assist U.S. firms with identifying potential overseas agents, distributors, sales representatives and strategic business partners.

The Committee also had a group discussion on worldwide market data, such as how it is collected and whether it would be useful to review as a Committee. Many areas of the globe were discussed, including Asia, Africa, the Middle East, Mexico and the Ukraine.

One idea that stemmed from these discussions was the potential for EGSA member companies to share their data to see if it could be useful to review within the Committee. Doosan and ASCO Power Technologies were asked to bring in some of the data regarding Mexico, which would be the focus during the next meeting in Mission Bay, CA later this year.

“We look forward to another lively discussion with the focus on both doing business within Mexico’s power generation and oilfield markets as well as import/export to Mexico,” reports Katie Evans, of Diesel & Gas Turbine Publications, Chair of the International Trade Committee and also current EGSA Board Member.

Membership (MBR):
Prior to arriving in Savannah, the Membership Committee developed a membership survey and received one of the best response rates we have had in recent years. With a total of 83 Member responses, the Committee is currently analyzing the data prior to submitting them to the EGSA Board of Directors.

A new membership category was discussed for Military Members to join EGSA. The Committee agreed that it was important to add a military category for individuals (not companies) and asked that the cost for this category be limited to $50.00. This idea is currently being developed by the Committee, who is determining the criteria for membership, and once approved, will be rolled out Association-wide. It is expected that Board will receive this description and request from the Committee later this Spring.

Finally, the Membership Committee went over the statistics of our membership (excluding student memberships which are free) and it was noted that in order to meet our 8% growth goal, a total of 59 member companies will need to be recruited between now and the end of year. The current membership stands at 966, with 240 of those memberships being students.

The Membership Committee is always looking for new blood! If you have a passion for EGSA and would like to help improve our offerings and recruit new members, we’d love to hear from you.

Communications & Conventions Committee(C&C):
Several new Members attended the C&C Committee Meeting, with 23 attendees. The theme for our upcoming Fall Technical & Marketing Conference in September 2014 was selected as Mission Bay: Mission Critical. Several great topics were selected during the speaker slate discussion and Committee leadership is now being tasked with filling the slate.

This Committee is seeking volunteers for an EGSA 50th Anniversary Working Group. If you have an interest in helping our committee develop a commemorative and memorable year in 2015, then we’d like to hear from you! For consideration, please email e-mail@egsa.org with the subject line: 50th Anniversary Volunteer.

“We have just 34 weeks (as of May 1st) until EGSA turns 50 years old. Take part in this rewarding EGSA Working Group if you have ideas, interest and drive to make this the biggest EGSA celebration in history,” challenged Ed Murphy, C&C Committee Chair and also our 50th EGSA President.

EGSA Would Like to Thank the Following Members for their Service on this Important Silencer Working Group:

Robert Simmons (Chair)
Seismic Source International –
Ron Jake (Secretary)
Universal Acoustics & Emission Technology
Tom Meline
Phillips and Temro Industries

John Hawkins
Powertherm Company, Inc.
Stephan Halkett
IAC-Acoustics
Jeff Harris – Harco Mfg
Charles Patellis (retired)
Formerly of Catalytic Combustion Corp.

Brian Berg – Bergari Solutions
Kathy Plunkett
Formerly of GT Exhaust
Facilitators for these meetings included Todd Lathrop (Eaton Corp.) and Mike Witkowski (Pritchard Brown, LLC).

Have passport, will travel! The International Trade Committee reviewed the gold key program while in Savannah and held a group discussion on worldwide market data and whether it would be useful to review as a Committee.

Lean and efficient, the Membership Committee has a big responsibility in reaching EGSA’s membership goals. If you’d like to make a difference in helping us grow, check out our EGSA Membership Committee.

After attending the C&C Meeting, Bobby Metzinger, one of our 1st Timers, shared his enjoyable EGSA committee experience in writing.
Government Relations Committee (GOV):

The Government Relations Committee (GOV Committee) acts as an interface between EGSA and the Federal Government. The meeting in Savannah included a presentation from the Department of Energy – Mr. Dan Ton, (Mr. Joe Eto, Lincoln Berkeley Labs presenting), Program Manager, DOE Smart Grid R&D, the Department of Defense, Mr. Chris Bolton, Chief, Technical Management Division, PM-Mobile Electric Power (transitioning to PM- Expeditionary Energy & Sustainment Systems) and a request from the Tactical Microgrid Standards Consortium for technical support and standards review.

Mr. Ton’s presentation detailed the activities within the DOE to encourage the use of Distributed Energy to mitigate the need for additional infrastructure as our energy needs increase. The presentation also provided information on microgrid projects currently funded by the DOE and key parameters leading to their incorporation.

The following topics were also discussed:

- Funds smart grid, infrastructure and corporate initiatives
- Infrastructure restoration
- Micro grid-island distributed power generation
- Single controllable entity to grid
- Modernization of grid-CHP focus, efficiency, reliability and security
- Peak load reduction projects, parallel and island modes
- Funding opportunities-$5-10M for smaller micro grids
- Funding Opportunities Announcement (FOA) released in February at Grants.gov and Fedconnect.net

This was a unique opportunity to engage with a U.S. Department of Energy official, who is an advocate for growth of the Industry. He would also like to better understand how utility interconnect agreements, State and local regulations and EPA requirements (among other things) impede greater deployment of On-Site Power and Cogeneration.

Mr. Chris Bolton, Chief, Technical Management Division, PM-Mobile Electric Power (PM-MEP) (transitioning to PM Expeditionary Energy & Sustainment Systems [PM-E2S2]) presented information via telecom bridge on the future activities of the DOD customer. He displayed new structure for PM-E2S2 starting 1 March, 2014 with pictures and responsibilities. He also presented the top 8 MEP priorities for the coming year. Chris discussed Tactical Power Distribution with emphasis on Microgrids and new programs content such as Improved PDISE. He included a Wish List of Future Solutions for MEP with key parameters and MEP Projected Program Plans with Key Timing Milestones. His presentation provided valuable insights and details for the future DOD Expeditionary Energy and Force Sustainment System activities.

Lastly, the GOV committee discussed a request from the Tactical Microgrid Standards Consortium (TMSC) to support a contract being lead by the U.S. Army Engineer R & D Center (ERDC).

Way Forward:

Develop a set of military standards for the following:

- Microgrid Interconnection
- Microgrid Communication and Controls
- Microgrid Safety, Protection and Human Factors
- Utilize organizations like EGSA to connect with the various Industry Experts in these areas and obtain their input into these standards and provide a final review before release
- Contact as wide a group as possible
- Get Support for upcoming Industry Day

TMSC request for EGSA Support:

- Publicize activities of TMSC within the EGSA Members at Spring Convention in Savannah
- Discussed at the GOV Committee meeting and distributed Tactical Microgrid Standards Consortium Presentation-03242014
- Presented request to the entire convention at the Members meeting-03252014
- Publicize activities of TMSC within the EGSA members via Powerline Magazine.

The GOV Committee meeting contained valuable information and insights from not only the Tactical (DOD) Microgrid perspective, but also the Industrial (DOE) Microgrid perspective. The timing on this data and the face-to-face contact with the presenters was something that would not be possible without industry and government participation within EGSA conventions and Committees.

Our EGSA Government Relations Committee acts as the interface between EGSA and the Federal government. This Committee has made great strides already in 2014 with the rollout of the EGSA Raymond G. Russell Grant for Veterans. This grant will support at least 6 U.S. or Canadian Veterans, by providing education benefits at our Rowley Schools.
Green Committee (GRN):

It was a tight squeeze on Monday afternoon in the Green Committee Meeting. “We had to bring in chairs,” reported Jim McDonald of Rypos, and also Chair of the Green Committee, during the Meeting of the Members on Tuesday.

The Green Committee hosted a forum about emission regulations and updating older model generators. They discussed ways of communicating to keep this forum going, the myths regarding bi-fuel and other green initiatives that could be highlighted. One item of particular discussion was that FEMA is promoting the use of natural gas for backup due to diesel shortages experienced during Superstorm Sandy. A bi-fuel panel discussion is planned for the Fall.

The highlight of the meeting was an excellent presentation by Matt Graham of NRG. Matt has 20+ years of experience in the field with CAT and MTU and is an expert on the Demand Response (DR) programs currently available for owners of stationary diesel generator sets.

Matt explained that the DR programs are getting more lucrative as existing power plants are retired and transmission build outs become increasingly difficult. While not for everybody, there are significant revenues that can be attained if you are willing to be “on call” from the utility and move your building loads.

Also, as a consequence of Super Storm Sandy, a short presentation was given regarding the incentive programs in place to fund transfer switches/backup power at gas stations in the Northeast.

Distributor Dealer Committee (DD):

“This committee represents all EGSA servicing companies across the United States. We (the EGSA DD Committee) recognize the hard work that occurs daily across North America. It is these hard working, sacrificing generator technicians that keep our hospitals, financial institutions and ordinary businesses with power to operate under the worst of threats. This is why the EGSA DDs have been working since 2011 to develop a program to recognize our technicians and ultimately honor the ones that overcame the worst of situations utilizing the knowledge, support systems and tools necessary to resolve seemingly insurmountable odds. This year is the year to see the results from EGSA’s hard work!” says DD Chair Bob Piske, of Arizona Generator Technology, Inc. (and also the 2014 EGSA Timmler Award recipient for his work on this Committee).

As President Vaughn Beasley said in his welcome address in Savannah, “It will be my honor to announce the first TOYA Award during my presidency in the Fall later this year.”

This Committee aims to please and so the purpose of this DD Committee Meeting in Savannah was to fully vet the scoring matrix and assign a panel of Members that will aide in the full and final development of the program. The panel was formed shortly before the Spring Convention and is being used as a sounding board to complete the final steps for Member input.

There are several other great initiatives in the pipeline, but the DD Committee is laser-focused on the TOYA for 2014. If you have ideas or input, we welcome your opinion! Drop us a line at e-mail@egsa.org with the subject line: TOYA.
It was standing room only during the Market Trends Committee meeting in Savannah, with 52 members in attendance!

Market Trends Committee (MKT):

The Market Trends Committee started 2014 strong with 52 attendees in their regularly scheduled meeting. The meeting kicked off with Babak Mohajerani, of Thomson Power Systems, who made a presentation on Data Center Trends, with key points related to the On-Site Power Industry. This presentation included insights on increased data center budgets in recent years with signs of strong growth in the immediate future (referencing source data from Uptime Institute and Data Center Dynamics).

Next, Lanny Slater of GFS Corp (and current EGSA Board Member) presented the latest in Bi-Fuel Applications and Trends. “Bi-Fuel is not only a true proven technology, it is also trending right now. Bi-fuel solutions, in conjunction with DOC aftertreatment, are viewed as a green initiative. Bi-fuel is also being accepted as an extended run time product in hospitals, mission critical facilities and other places where peak power is required,” Slater advised.

The Committee also hosted guest speakers Maria Surprise and Jason Knedlhans from UL, LLC to discuss UL Certification Codes and Testing Efforts as they relate to gensets, transfer switches, switchgear and other related components. UL has a Marketing Surveillance Group (MSG) that is available for all to send in any concerns, and they will investigate. If any member has an interest in joining a standards technical panel, please contact UL directly (every manufacturer has an equal voice).

All 3 of these presentations are available for any EGSA member to view on the EGSA website, under the Market Trends committee folder http://www.egsa.org/AboutUs/Committees/MarketTrendsCommittee.aspx.

Kyle Tingle of John Deere Power Systems (Committee Chair and current EGSA Board Member) prepped the Committee for the annual EGSA Pulse Survey that takes place prior to our Fall Conference. Looking forward to the Fall meeting in San Diego, the Market Trends meeting topics will include 1) Pulse Survey results, 2) Historic Diesel & Gas Turbine survey results, 3) officer election for Secretary, and 4) an additional speaker topic to be determined later.

Technician Certification Committee (CRT):

Since this EGSA Committee is not open to the general membership, we thought it important to update EGSA Members with the exciting changes happening this year with our EGSA Technician Certification Program!

The current test and study guide have been in place since 2007. A DACUM panel was formed in 2013 to review and update the current certification test. The results of that effort are complete. Our current certification level will be renamed the Master level. A passing grade on this exam reflects a technician equivalency of 3 years on the job.

A new level, added this year, is for a basic entry level technician and does not require any previous field experience in order to take the test. This level of technician certification is deemed at a Journeyman Level.

The new “basic” level satisfies 3 areas:
1. A new Journeyman Level Technician hired by a company that performs service on EGSA Type equipment;
2. A 2 or 4 year College that offers courses in these areas can now use the EGSA Journeyman level test as part of their curriculum to prove that they are offering the training needed to fulfill what EGSA Member companies require; and
3. The Military can test their technicians to qualify them for jobs as they get out of the service and look for employment.

“These exciting changes to the Technician Certification Program will bring new life into an already superior EGSA Program. While this has been a lengthy process, our Committee is poised to roll-out the new tests (for both Journeyman & Master levels) this summer. These enhancements will bring greater EGSA member value,” says Rob Sweeney, of R.L. Kistler, who is quoted from beside (as he broke his foot right before the Convention).

A Word on How EGSA Committees Help Our Association Reach the SLRP Goals:

As most of our Members know, our Strategic Long Range Plan (SLRP) also includes input from the committee-level. At Board request, each of our EGSA Committees developed a set of initiatives to help us reach our Association goals. With only 2 conventions a year, there is a limited amount of time to accomplish our tasks. Having documented initiatives helps committees to focus their efforts to accomplish as much as possible, and allows for easy follow-up as needed between conventions. For more detail, you can access everything you might want to know about our committees via the EGSA website http://egsa.org/AboutUs/Committees.aspx.
Education Committee (EDU):

Steve Stoyanac, of Chillicothe Metal and also EGSA Past President (2004), along with Michael Pope, our new Education Director and also EGSA Past President (2012), have been working diligently on the challenging 5th Edition of On-Site Power Generation: A Reference Book. This project has really come a long way and is slated to be completed by the end of this year. As of April 1st, 42 drafts of the 47 total chapters including sub-sections have been submitted, with 14 having completed the peer reviewing and updating process. A style editor will be hired to provide consistency in style between the many authors.

Another big change of note, Dennis Pearson of Woodward and a member of the EGSA Board of Directors (2014-2016), has stepped down from his role as Education Chair and President Beasley has appointed Tom Wein of Generac Power Systems. Dennis expressed his sincere appreciation for all the Education Committee's team effort, support and guidance over the past three years.

Paul Feld, of Penn Power Systems, advised the Committee of the need for specific training on the operation of load banks for DD technicians. Lack of proper training, particularly regarding safety procedures, can have serious consequences. It was agreed that Paul would form a sub-committee and make recommendations of suitable course content with Learning Objectives/Outcomes to the Education Committee. They will also recommend the type of course – either an addition to the Rowley School of On-Site Power Generation and/or a hands-on technician's course which could be conducted regionally.

The School Curriculum Review Committee, chaired by Herb Daugherty, Manager of our George Rowley School of On-Site Power Generation and also EGSA Past President (1992) had their inaugural meeting. This Committee will be working to reduce material duplication and create a more logical flow of the twenty different modules. This project is expected to be completed in time for the 2015 Rowley School season.

A Noteworthy Change Regarding Committees

The EGSA Board of Directors, in an effort to provide additional leadership opportunities to the membership at-large voted to reduce the term limits for Committee officers from 3 years to 2 last Fall. This will allow for additional opportunities for folks who are interested in a leadership position with EGSA. Since the rollout of our “Tracking Valuable Member Contributions List” the EGSA Board of Directors has been active in seeking ways to engage our membership into leadership roles if the desire is there!

There are always ways to get involved! We hope this article sparks you to take your EGSA Membership to the next level by getting involved on a Committee where you can make a positive difference. Let us know how we can help!

Help Us, Help You!

Good meeting planning begins with communication! You can have the best committee leadership in the world, but if your committee members don’t tell us they are coming, our counts can be skewed.

When EGSA books committee meeting space, it is dependent on several factors, the most important being, “How many people registered to attend a particular committee?” When you are registering for a convention, be sure to tell us which committees you plan to attend. By simply “checking the box” this also ensures that you receive a ribbon for that committee with your name badge! It also ensures you won’t be in a “standing room only” situation, because we will have the right amount of chairs and space in the room! We appreciate the extra consideration.

Join the Discussion!

Several of our EGSA Committees use LinkedIn to communicate between meetings and we encourage you to be a part of the discussion! From current trends, value-added content, to having a voice, these committee-specific pages will keep you informed and stay active. Note that only employees of EGSA member-firms can join.
What will an emergency backup power system look like and be capable of 30 years from now? While no one knows for certain, it may look a lot like the system at Rex Hospital in North Carolina. The hospital’s recently upgraded backup power system was designed to ensure the seamless delivery of both normal and emergency power to all loads… today and for the next 30 years.

Rated one of the top 100 U.S. hospitals by Becker’s Hospital Review in 2012, the 660-bed flagship of the not-for-profit Rex Healthcare treats nearly 34,000 inpatients every year. The staff includes more than 1,100 physicians and 1,700 nurses, who also provide services at 13 affiliated clinics and other facilities throughout Raleigh and the surrounding Wake County.

The new comprehensive power system provides the hospital with more reliability, more redundancy, and more flexibility. Taking into account anticipated growth, the system has enough emergency capacity (8.25 MW) for a seven-story heart center currently on the drawing board as well as for a future cancer center addition. At present, Rex has what is called an N+1 arrangement — it could lose or take out of service any one generator and have adequate capacity remaining. Three 1.25 MW generators have been replaced with two new Caterpillar 3 MW generators, and an existing Caterpillar 2.25 MW generator has been retained. There is room to add more switchgear and circuit breakers. An automatic transfer switch and an uninterruptible power system have been added to protect the hospital’s data center.

There are two 40,000 gallon underground fuel tanks (totaling 80,000 gallons), and the system maintains fuel in each generator’s emergency 150-gallon “day tank” at all times. With all tanks full, the hospital could meet its own peak demand (about 5,200 kW) for almost six days. However, since that peak is reached only for short periods on the warmest of summer days and peak demand in winter months ranges from about 3,800 to 4,500 kW, the hospital could probably operate under its own power for more than nine days, depending on the time of year. (Fuel capacity for the previous system was 60,000 gallons — one-third less.)
CASE STUDY

Both Sides Hot

The hospital’s new substation consists of four utility-owned, pad-mounted 2,500 kVA paralleled transformers that serve the hospital at 4,160 volts. This provides a total utility capacity of 10,000 kVA (10 mVA). The hospital assumes ownership at the transformer secondaries, which are connected to the hospital’s outdoor switchgear. When an outage occurs, the switchgear automatically disconnects from the utility by opening four 1,200 amp circuit breakers, and simultaneously sends a signal to start the generators.

Based on its present peak load (about 5,200 kW), the hospital can continue to operate without interruption should there be a loss of one transformer, since there would be 7,500 kVA of remaining transformer capacity. This design follows the same N+1 policy as that for generator capacity. However, should there be a loss of two or more utility transformers, the hospital’s generators will start and parallel while the outdoor switchgear disconnects from the utility system. The hospital will then remain on the generator source until the utility source is restored, at which time the generators will parallel with the recovered source and, once the utility voltage has stabilized, reconnect the hospital load to it without interruption.

The utility's transformer primaries are served by two 25 kV utility feeders from separate distribution systems. Though both are energized, the hospital can draw from only one at a time. Should the active feeder be lost, the utility can manually switch the hospital to the backup 25 kV source at the hospital’s substation. For faster switching, the hospital’s electrical staff has lobbied the utility to install remote-controlled source-transfer motor operators on these feeder switches.

The hospital’s system employs a “both sides hot” strategy that feeds utility power to both sides (normal and emergency) of every automatic transfer switch. If a breaker trips and any downstream feed is lost, power is immediately transferred to the alternate side of the switch. This arrangement allows the automatic transfer switch to quickly transfer, within cycles, to the alternate source without starting the generators. This strategy also lets the power plant staff test transfer switches without starting the generators.

Another new feature is a comprehensive supervisory control and data acquisition (SCADA) system. Technicians can now fully monitor and control the entire power system from the control room at the central energy plant. A new simulator that uses the same control logic software as the switchgear’s programmable logic controllers facilitates training. Another special feature of the system allows the scheduling of tests and automatically generates regular reports for the Joint Commission on the Accreditation of Healthcare Organizations (JCAHO).

In the event of an internal failure, the SCADA system can rapidly and automatically configure a path to bypass the failure and re-energize the system without starting the generators.

“It is unlike any other system I’ve ever seen,” says Mike Doggett, Territory Manager for Robert W. Chapman & Co., sales representatives for Russelectric Inc., the supplier of design assistance, power control switchgear, transfer switches, the SCADA system, and implementation support. Doggett was Russelectric’s chief contact for the hospital’s upgrade team.

The new system, which came online in the spring of 2013, was designed by a dedicated team who knew what they wanted.
and fought for it with the hospital’s cost-conscious management, engineering firm, and building contractor. Facility Services Director Mike Raynor, Senior Utilities Manager Tony Powell, Facility Services Coordinator John Stanford, and consulting engineer Travis Jackson, PE, convinced management that the extra cost of a reliable system with superior equipment would be worth it in the long run. Before the dust had settled, Raynor had added Director of Construction Services to his job title — a testament to his persuasive prowess.

Raynor and his Team were already familiar with the dependability of Russelectric equipment; the company had designed and built most of the hospital’s previous system in the mid-1980s. Although it lacked SCADA, that system, too, was ahead of its time, allowing utility paralleling, peak shaving, and load curtailment.

Based in Hingham, Massachusetts, Russelectric designs, builds, commissions, and services on-site power control systems for hospitals, data centers, Internet service providers, airports, and other mission-critical facilities. Systems can provide sophisticated control functions such as emergency/standby power, peak shaving, load curtailment, utility paralleling, cogeneration, and prime power. All Russelectric systems are supported by the company’s factory-direct, 24-hour field service.

**Don’t Blink**

The previous backup power system at Rex Hospital was the closed-transition type — no one wanted a “blink” (a brief interruption of service) when the feed had to be switched from utility power to generator power when both sources were available. Yet the engineering firm the hospital first hired for the upgrade in 2011 recommended a modified open-transition system that would have meant numerous outages throughout the hospital, not only during construction but also thereafter. Furthermore, this proposed cut-rate system relied on generators and fuel tanks on flatbed trucks to provide additional capacity during construction or when adequate power could not be delivered to the hospital load. In addition, it would have provided no paralleling, load curtailment, peak shaving, or redundant energized feeders. Raynor and his team argued against the proposal and in favor of a fail-safe, forward-looking system they had envisioned.

Raynor, who remembers “a lot of jumping up and down at meetings, a lot of talk, a lot of phone calls, and a lot of bumps to get over,” is candid about the plan he opposed: “People would have noticed a difference when the power went out — BANG! — or came back on — BANG! — like when there is an outage at your house. There is just no need for a hospital to go through that in this day and age.”

“It would have taken us back many years,” agrees Raynor’s longtime engineering consultant, Travis Jackson. “We like closed transition, and we already had the capability to do paralleling and load curtailment. We certainly didn’t want to give those up.”

Jackson continues, “We also knew that Russelectric equipment has welded construction and is sturdy, durable, and extremely reliable. The engineers in the other firm were not familiar with our configuration or with the equipment required to meet the hospital’s standards. We knew what we had and we knew what was being proposed, so we saw the limitations. We also knew where we wanted to wind up in the future. As a team, we persisted in questioning the proposal. Eventually, our support was that the administration realized the hospital’s needs and realized what was at stake.”

According to Raynor, Russelectric was the only supplier that could meet his team’s specifications. “A project like this requires a high level of support, service, and time to get a reliable, yet flexible system. None of the other competitors was willing to step up.”

The Jackson/Raynor/Powell/Russelectric design that was implemented meant replacing the utility substation and making it more reliable as well as relocating the switches and switchgear from cramped quarters in the main hospital building to a newly
constructed central energy plant. The entire project and system switchover was completed with only a single, planned 10-second outage.

**Up and Running**

Now that the system is up and running, Raynor’s crew can do peak shaving, supplying some of the hospital’s power while the utility is supplying the rest, thereby saving on utility demand charges. Although the system does not contribute power to the grid, through its load curtailment capabilities it can quickly respond when the hospital is asked by the utility to reduce demand on the grid by a specified amount. The resulting contractual rebates lower the hospital’s overall energy costs.

“Load curtailment is a huge relief to the utility if, for example, they’ve got a reactor down or they are experiencing an unusually high demand for power [for air conditioning] during a heat wave,” says Raynor. “For whatever reason, they can ask us under the contract we have with them to generate our own power for a specified amount of time. Usually they give us about 30 minutes’ notice, and we run the generators no more than 8 hours at a time. One year, we did this five or six times, but in an average year it happens only once or twice.”

Very important to the hospital’s power control system upgrade was the installation of the new Russelectric state-of-the-art SCADA system that includes software and screen displays customized for the hospital’s needs. It provides interactive monitoring, real-time and historical trending, distributed networking, alarm management, and comprehensive reports around the clock for every detail of the whole power system, not just for the backup components.

With Russelectric SCADA, an operator uses full-color “point and click” computer-screen displays at the system console, where he or she can access and change the system’s PLC setpoints, display any of the analog or digital readouts on switchgear front panels, run a system test, or view the alarm history. A dynamic one-line diagram display uses color to indicate the status of the system, including the positions of all power switching devices. Operating parameters are displayed and updated in real time; flashing lights on the switchgear annunciator panel also flash on the SCADA screen. Event logging, alarm locking, and help screens are standard.

**Geeks and Tweaks**

The SCADA system includes a simulator, which shows trainees what to expect when they lose a feed, open or close a breaker, add or remove load, etc. The crew also uses the simulator during startup and for troubleshooting, system improvements, preview testing, and tours.

Jackson, who has spent many hours learning the simulator, sometimes late into the night, praises it for its “many, many great features,” adding, “It’s almost like a really nice video game; you can look at any situation that might occur, including any kind of outage. It’s like real life, but without the consequences. It’s totally safe.”

“It’s a great system to begin with, but Travis has improved it many times,” says Raynor. “Beyond the basics of the simulator, there are nuances built into it that I don’t think anybody but Travis would have found.”

Yet another selling point that led to the decision to choose Russelectric is full manual backup. If the touchscreen on the control panel fails, operating personnel can manually open and close breakers, synchronize and parallel the generators onto the bus, and add or shed load. Other manufacturers’ systems do not provide for full manual operation.

Bringing a new power system online is a major undertaking that entails months of minor decisions and follow-up service. Doggett and Nate Mattson of Russelectric continue to work with Jackson and Stanford to tweak the system program (adjusting timers, time delays, setpoints, etc.), but only after consulting the others at regular meetings.

“We enjoy working together,” says Raynor. “Mike [Doggett] has been a huge help and a steadfast supporter of this project from the beginning. He provided much expertise to make sure we got the right gear and that it would all work together as a coordinated system. He also was a terrific liaison between Rex and Russelectric concerning pricing, dates, shipping, etc., which helped us coordinate the project. And he continues to help us with the fine-tuning.”

“We’ve had such good support and training from Russelectric for many years,” Raynor continues. “That’s why we are where we are today. We feel very fortunate to have their people supporting us. They are always available, always competent, and always helpful.”
As Good As It Gets

Looking back, Raynor has the luxury of summing up a job well done.

“The hospital needed a new and modern system that built on what we had already,” he begins. “The hospital was just not getting that from the engineers management hired, so the facilities staff had to take on more responsibility in ironing out these issues. Working closely with Russelectric, we came up with a very sophisticated system, and we're at a point now where the system is functioning as we expected — all the hospital's electrical needs are covered.”

“The bottom line is that Russelectric understood what we wanted,” Raynor continues. “If you envision your destination, you need a company like Russelectric to keep up with you and help you over the speed bumps. It’s a hospital, after all — everything has to work right. This system is as good as it gets.”

For more information, contact: John A. Meuleman, Vice President – Sales & Marketing, Russelectric, 99 Industrial Park Road, Hingham, MA 02043-4387, Toll-Free: 800-225-5250, TEL: (781) 749-6000, FAX: (781) 749-4205, www.russelectric.com.
I am passionate about aviation. It started at five years old when my father took me to a general aviation airport in western Massachusetts. I remember sitting at the end of the runway outside the airport watching planes after plane leave the ground. The distinct buzz of the air-cooled piston engines as the aircraft flew overhead became permanently etched in my mind from that point forward.

Several decades later I decided to pursue my passion for aviation and enrolled in a location aviation center to learn how to fly small airplanes. I have since realized piloting an aircraft is one of the most exhilarating hobbies one could experience.

Not only do I enjoy being able to control a vehicle that sails through a sea of air or the view from a mile above the surface during early spring in New England; I enjoy flying because it is mentally refreshing. At the end of every flight each week it feels like a reset button has been pushed in my mind – I am ready to take on another week.

I have reflected on what it is about piloting an aircraft that creates this euphoria. I have come to the conclusion it is due to a tremendous sense of accomplishment. It is the award of achieving a very important objective – getting to where you want to go and returning home safely – through detailed and at times intense planning and execution. I have learned in aviation there isn’t a whole lot of room for error. Being a student pilot behind the controls requires focus with every fiber of my being.

I have also realized the enjoyment I experience while flying is similar to the enjoyment I experience when things are going well in my professional life. Being a manager in this industry when things are going as expected is similar to a well-planned flight. Flying is managing a system made up of a series of components and processes much like piloting a well-run small business.

As I outlined in my speech during EGSA’s Spring Convention in Savannah, I strongly recommend the Entrepreneurial Operating System® (EOS) as a process to guide you on your journey to a well-run organization. The premise of EOS is to strengthen Six Key-Components® of your business in order to get to where you want to go as a company. The Six Key-Components® are: Vision, People, Data, Issues, Process and Traction. Great organizations are strong in each of the Six Key Components®.

Vision - Where are you going?

It goes without saying that before a pilot climbs into the cockpit he must know exactly where he is going; the waypoints he will use to get there and have contingencies planned if for whatever reason he can’t make his destination.

On your next commercial flight imagine if during taxing for takeoff the pilot announces “ladies and gentlemen, thank you for flying with us today. I am not exactly sure where we are going but I can guarantee it will be one hell of a ride.” This isn’t a far stretch from how many businesses are run. Does everyone in your organization know what the destination is next year, in three years or even ten years out? If not, the only guarantee is that it will be an interesting journey.

In business, it is critical the entire company understand exactly where the organization is going. More importantly, the leadership team must be 100% on the same page with the company vision. Now a vision need not be a 27 page 3-5 year strategic plan with 100 action items. A good vision can be outlined in two short pages. It should include the company’s focus or mission statement. The vision document should also include a long-term goal ten or more years in the future documented in two sentences or less as well as more defined three and one year goals. Once the vision is defined, it should be shared with the entire organization every ninety days in a town hall style meeting.

People – Are you fit to fly?

A pilot performs a self-evaluation before ever laying eyes on the aircraft to make sure she is in the proper mental, physical and emotional shape to climb into the cockpit. Does she want to fly, need to fly and have the capacity to fly the aircraft?

Leadership teams periodically must take a good hard look at their companies and determine what is the right and best organizational structure to get to the next level. The next progression is to evaluate people. Does the organization have the right people in the right seats? Does everyone in the organization fully understand what they are being asked to do; want to do the job and have the mental, physical and emotional capacity to perform in their respective roles? Does everyone in the organization share the company’s culture? An organization has to have great people - at every level - in order to achieve its vision.

Data – What are the gauges telling you?

Pilots use instruments to provide data in order to fully understand the flight environment. The data the instruments provide remove the subjectives from flying. Subjective, opinionated or emotional-based decision in flight can be dangerous to say the least.

Managing a company is the same way. When decisions are not made on data, things like opinions, egos, emotions or subjective information drive proposed solutions. Great organizations use data to aid in the decision process. Leadership teams must develop a scorecard with a handful of activity-based numbers that are reported and evaluated weekly. These numbers should include a weekly goal and who on the leadership team is responsible for each measure. This data will provide an absolute pulse on the health an organization on a weekly basis. Every department within an organization should have a scorecard with weekly goals as well. There is no greater clarity on an individual’s contribution to a company’s vision than giving him weekly activity based numbers he is accountable for.

www.EGSA.org

Powerline • May/June 2014
Issues – Identify and address them early and keep everyone healthy

Challenges in aviation that are addressed early on and correctly rarely become more than a minor disruption in plans. Unaddressed problems or problems not correctly diagnosed and resolved result in much larger issues however.

Barriers, obstacles and challenges in business are distractions that need to be resolved. Unresolved issues are anchors that consume valuable energy that should be used to achieve an organization’s vision. Great organizations are good at resolving issues. An issue that will be fully resolved has been root-caused with the solutions typically in the form of an action plan to ensure that the issue will never surface again. Issues should be tracked on an issues list and discussed and resolved weekly at every level of an organization. Properly identifying and resolving issues is a mark of a successful and healthy organization.

Process - Do it the same way every time

At the flight school I attend, we employ checklists for everything: from the time the aircraft is checked out to the time the plane is secured to the ground after the flight. Everyone follows the same processes, the same way every time. Process in aviation makes for consistent, reliable and successful results. Some of my best flights were due to disciplined adherence to processes.

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There’d be no bigger hole to fill, that’s a fact! Without someone servicing, maintaining, selling parts and providing customer assurance with the quality and care that your brand (Manufacturer or Distributer Dealer) relies upon, this Industry would suffer greatly.

As most industry insiders would report, we already lack enough quality generator technicians in the industry and with those baby boomers retiring in droves, the picture doesn’t look pretty!

If we told you that could all change with one program, would you focus?
Strong organizations have a handful of core processes documented. These processes become the organization’s way of doing business; they are followed by everyone in the company. Well documented processes that are followed by the entire organization result in greater consistency; an organization that is more easily managed with the end result being more profitability.

**Traction - Accountability and Execution**

In aviation all the planning, training and preparation can be for not if the pilot is unable to execute the plan.

Many visions go unrealized in organizations due to an inability to execute. Organizations that can execute at every level are highly successful. Execution is a culture that starts with leadership. Execution comes in the form of weekly meetings where there is accountability to weekly to do's, quarterly objectives and yearly goals. A culture of execution manifests in creating a 90 day world for an organization where goals are set for everyone in the company every 90 days and progress toward those goals is monitored on a weekly basis in department meetings. These meetings should consist of reviewing the scorecard, ensuring weekly to do's are completed and issues are properly identified and resolved.

In the coming months, I will detail each individual component of the Entrepreneurial Operating System®. In the meantime, I highly recommend the book Traction, Getting a Grip on your Business by Gino Wickman – it will change the way you look at your business.

Running small business is much more complex than flying. The power generation industry requires constant management of people, finances, customers, suppliers. Senior leaders are making daily decisions that impact the lives of your customers and employees whether those decisions are which healthcare plan to choose for your organization or how keep a hospital up and running in an outage.

In order to navigate the complex environment of the power generation industry, you have to have a system to manage your business by and more importantly you must be passionate about what it is you do.

Reignite that passion; Systemize your business and focus on what you want with every fiber of your being and watch your business fly.

**About the Author**

Chris Nagle's entire professional career has been in distribution environments employed by both distributors and manufacturing OEM's. Chris has served as Vice President of Sales and Vice President of Operations for a leading power systems distributor in the northeast. Currently Chris serves as General Manager for an OEM engine supplier to the power generation industry. Chris is a professionally trained small business consultant and entrepreneur.

Email Chris with your questions at cwnagle@comcast.net.
Former EGSA President, Herb Daugherty Attends Service for George Rowley, Former EGSA Director of Education

A celebration of the life of George Rowley took place on March 21, 2014 at the St. George Episcopal Church in The Villages, FL. The memorial service took place during our EGSA Spring Convention. We were fortunate that Manager of the Rowley School and former EGSA President, Herb Daugherty, and his wife Joan were able to attend on behalf of the Association to say a few words.

A reception followed in the Parish Hall where the Daughters of the King hosted the reception.

Our colleague George is survived by his wife, Elizabeth; son, John; daughter-in-law, Margaret O’Conner Rowley; precious granddaughter, Elizabeth Rose; brother Frederick Rowley and sister, Susan Rowley Mutton.

EGSA Website Update – Technician Certification

Our Technician Certification pages within the halls of EGSA website are getting an overhaul, starting with a map that shows how many EGSA Certified Techs are by State. Take a look and see what your area looks like! It could be the perfect marketing tool (for those of you who have EGSA Certified Technicians employed). Take a peek and see how your neck of the woods measures up: www.egsa.org/EducationCertification/TechnicianCertification.aspx

That Special Technician on Your Staff Deserves Recognition...Let's TOYA!

The Technician of the Year Award (TOYA) is a new EGSA Awards Program that honors 1 technician in North America each year. Our first TOYA Award winner is slated to be present in Mission Bay, CA later this year.

Let’s TOYA! Show your appreciation for the tech that goes that extra mile. You know the one I am talking about!

Applications are being accepted from June 2 until August 1 and can be filled out easily online... the rewards are priceless! Speaking of rewards, we’d like to thank our sponsors of this upcoming program! Contact Kim Giles, EGSA Marketing Manager for more information at K.Giles@EGSA.org

Reach the Engineering Community with Your Message and Get Noticed!

Our trade agreement with Consulting & Specifying Engineering Magazine is always a great way to get noticed in the engineering community. It just takes a little effort on your part to get the attention to more than 49,000 engineering professionals for free….that doesn’t even take into consideration the online traffic!

Here are the due dates for the EGSA supplement:

- Article proposals due: June 16, 2014
- Abstracts selected: July 1, 2014
- Final article/graphics due: August 1, 2014

For more information, contact Kim Giles, EGSA Marketing Manager, at K.Giles@EGSA.org
CRANKCASE EMISSIONS CONTROL!

DON’T WAIT
Eliminate Crankcase Emissions*

ON STATIONARY ENGINES 300 HP+
MUST BE COMPLIANT BY MAY 3, 2013
*99.97% EFFICIENT AT .3 μm and BELOW
4500 + HOUR CARTRIDGE-CHANGE INTERVALS

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Elmira, NY 14902
Ph: 607-733-7121
http://www.hilliardcorp.com
E-mail: hilliard@hilliardcorp.com

GENTRACKER™
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By Generator Solutions, Inc.

The only
TRULY UNIVERSAL
Generator Monitoring System

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• ANY SIZE
• ANY TYPE
• ANY AGE

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

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

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

www.Gen-Tracker.com
Celebrating 31 years of customer service and commitment in 2014, International Supply Company (ISCO) leads the way in engineering and manufacturing creative and intelligent solutions for the power generation industry.

Located 16 miles north of Peoria, IL. in Edelstein, ISCO has coupled its small-town roots with the commitment to service before, during and after the sale one would normally find from a company with a big city feel. No matter the scope or size of your project, ISCO maintains the highest industry standards in on-site fabrication and installation, ensuring your units are delivered on-time and on-budget.

ISCO’s central location in the “Heart of Illinois” means that access to our nation’s Interstate Highway grid, railroads and waterways are easily accessible. Peoria’s new Gen. Wayne A. Downing International Airport also provides customers with easy access to ISCO’s physical plant with non-stop flights from Atlanta, Chicago, Dallas, Denver, Detroit, Minneapolis and Tampa/St. Petersburg.

Since 1983, ISCO has maintained an open-door policy for its customers and continues a 31-year tradition of bringing genuine and honest customer care and service to the power generation and packaging industry.

Powering the packaging industry with forward-thinking solutions

“Forward ISCO,” the company’s re-branding initiative, essentially took root 30 years ago, when CEO Lee Hofmann realized that the company needed to take the lead in the integration of power generating products. The forward-thinking Hofmann conceptualized a strategy of partnering, listening and delivering as spokes of a three-pronged hub geared for winning and retaining customers, many of which still call on ISCO thirty years later.

According to Hofmann, “we listen to our customers, and instead of doing what our competitors are doing — just selling product — we work with our customers and build what they need. That’s been priority number one since day one.”

Since 1983, this durable triumvirate has been at the core of every project ISCO touches, every customer the company collaborates with and every finished product rolled off at their Edelstein plant. Hofmann states that “this has earned us the trust and repeat business of engine dealers and their customers, as well as the engineering firms that collaborate with both.”

Physical plant, employee growth highlight ISCO’s success

International Supply Company’s physical plant covers a total of 265,000 square feet and in 2013, ISCO employees produced the most units in company history. Approximately 150,000
square feet of that space is indoors, giving crews an extensive area for assembly, painting and installation. In addition, ISCO also operates a state-of-the-art full sheet metal fabrication shop with laser table, sheet metal shears and press brakes, all customizable to your specifications.

Being cognizant of the ebbs and flows of the nation’s economic state, ISCO’s plant has expanded six times in 31 years, and the central Illinois-based company has always provided exceptional on-the-job development and appealing benefits for employees and their families. In a small, close-knit community like Edelstein, ISCO stresses the value of growth and productivity, and its roots certainly run deep.

Quality control and attention to detail highlight each project handled by ISCO; from superior mechanical and electrical 3-D AutoCAD drawings, to an extensive part tracking system for customer-supplied items. As a customer, you will have full-access to all internal quality control checklists, ensuring that from the first phone call to on-site delivery that ISCO’s process will rise to meet any project challenges.

Partnering, listening and delivering for each customer

No matter the scope or size of your project, ISCO will partner with you to ensure the utmost in quality and attention to detail. Trust is the foundation of any business relationship and ISCO provides an open-door policy for their customers to provide feedback during the process, which keeps the lines of communication open and accessible.

At ISCO, their sales, engineering and production teams listen and are always in reach during the assembly of your package. Each project, like each customer ISCO serves, is unique, with tailor-made requirements. From the initial idea to the final installation, these teams continue to be available for their customers, even inviting them to Edelstein to be on-site for unit testing and other quality control procedures.

On-time and above expectation, ISCO ensures that they deliver for you. For 31 years, ISCO has demanded to meet and exceed delivery dates. Their teams set realistic time lines before assembly begins and keeps all parties updated through the process; ISCO engineers, fabricates and assembles on-site, so their dates are not affected by outsourcing delays; and every employee at ISCO is committed to upholding their long-standing tradition of meeting the delivery date while also ensuring top quality standards.

ISCO keeps a pulse on the beat of business from the “Heart” of Illinois

Being situated in the “Heart of Illinois,” ISCO has quick access to two major Interstate arteries (I-80 and I-74), BNSF rail lines, a port of call on the Illinois River and air transportation via Peoria’s Gen. Wayne A. Downing International Airport. When it comes to logistical requirements, ISCO’s central location means your units will be delivered on-time and on-budget.

On-site, ISCO uses its own installation crews - often some of the same employees who built and tested the unit - for professional, turnkey results. These crews know each customer’s product inside and out, having “reality-tested” each project even before they are built. Being immersed with each unit gives their crews an eye into the life of the project from idea to installation.

Since 1983, ISCO has partnered with industries across the board and those fields continue to expand:
- Data Centers & Technology
- Finance & Banking
- Mass Media
- Higher Education
- Mobile
- Federal Government Research
- Oil & Gas
- State & Municipal Utilities

An eye on the future with a foundation built on trust

From the ground up, ISCO was built on a foundation of trust and openness with their customers; being located in a friendly village in central Illinois, ISCO understands the value of a handshake and a personal touch. They know that if going the extra mile requires a flight or a drive to service your units, someone will be in the skies or on the road for you. That’s a part of the “ISCO Experience” that has kept customers calling on Lee Hofmann and his team since 1983.

When it comes to a packaging and integration provider that can deliver total, turnkey solutions for your power generation needs, that company is International Supply Co.

EGSA Connection

Since joining EGSA in 2007, ISCO has benefited immensely from the industry news, connections and insights, especially those found in the pages of Powerline.

“We like to stay on top of what is going on in the packaging industry from a project standpoint,” notes ISCO President, Lee Hofmann.

Noting that it isn’t so much a competitive intelligence briefing, but a “state of the packaging industry” update, Hofmann says that being an EGSA member provides him and his sales and marketing team with a glimpse of new products, scientific and research-driven data and other valuable tips that he can take to his design and engineering teams.

“It’s certainly a robust offering,” Hofmann states. “Being an EGSA Member allows for us and our colleagues in the power packaging industry to not only stay healthy in a competitive sense, but to really see the overall growth and forward direction that power packaging is headed in. I don’t know of any other trade publication that facilitates that sort of comprehensive advancement.”

Marketing Manager, Bobby Metzinger notes that “having a trade publication that is categorically pro-growth and highlights the positive changes and trends in the power packaging industry gives ISCO and other companies a highly visible platform to boast their products and offerings.”

“We know that Powerline is the standard when it comes to publications within our trade,” Metzinger said. “Our Membership and the opportunities we have to display our work, products and services within Powerline gives us another channel for growth.”

As ISCO moves into its 31st year, the message has remained the same: to keep moving America forward through intelligent power integration and packaging solutions.

For more, visit us at elhisco.com.
Application for Membership

ELECTRICAL GENERATING SYSTEMS ASSOCIATION

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

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

1. Contact Information

Please type or print all information in upper and lower case (NOT ALL CAPS!)

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  Read the Membership classifications below and check the box that describes your firm’s classification.

I. FULL MEMBERSHIP

[ ] 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.

[ ] 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.

[ ] 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.

[ ] 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.

[ ] 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.

[ ] Associate Full Membership  (mark appropriate category at right)
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.

II. ASSOCIATE REGULAR MEMBERSHIP

[ ] AA  Trade Publication Membership
Any trade publication dealing with the electrical generating systems industry or its suppliers may apply for Associate Membership–Trade Publications.

[ ] 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–Allied Associations.

[ ] 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.

[ ] 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.

[ ] 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.

[ ] 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.

[ ] 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.

[ ] AF  Student Membership
Any individual currently enrolled at an academic institution may apply for Associate Membership–Student.
Application for Membership – page 2

**Dues Schedule** (Use for Section 3)

<table>
<thead>
<tr>
<th></th>
<th>Annual Dues</th>
<th>Initiation Fee</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>Manufacturer</td>
<td>$870</td>
<td>$200</td>
<td>$1070</td>
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<tr>
<td>Distributor/Dealer</td>
<td>$300</td>
<td>$100</td>
<td>$400</td>
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<tr>
<td>Contractor/Integrator</td>
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<tr>
<td>Manufacturer's Rep.</td>
<td>$300</td>
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<tr>
<td>Full Associate Member</td>
<td>$300</td>
<td>$100</td>
<td>$400</td>
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<tr>
<td>Energy Management Co</td>
<td>$210</td>
<td>$100</td>
<td>$310</td>
</tr>
<tr>
<td>Regular Associate Mem</td>
<td>$210</td>
<td>$100</td>
<td>$310</td>
</tr>
<tr>
<td>Retiree Member</td>
<td>Complimentary</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Student Member</td>
<td>Complimentary</td>
<td>$0</td>
<td>$0</td>
</tr>
</tbody>
</table>

**NOTE:** A FULL 12-MONTH DUES PAYMENT MUST BE RECEIVED WITH THIS APPLICATION. The Association’s Membership Year is January 1 through December 31. Dues payments that extend beyond the first Membership Year will be applied to the second year’s dues.

FULL PAYMENT MUST BE RECEIVED WITH APPLICATION.

**3. Membership Dues** (Please fill in the appropriate TOTAL amount from the above dues schedule.)

| Membership Dues | $__________ |
| Membership Plaque (optional)** | $49.95** |
| On-Site Power Reference Book (optional)** | $137.00** |

**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 $__________


- Check # ___________ Amount Due $__________
- Money Order
- 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:

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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
02 — Control/Annunciator Systems 08 — Filters, Lube Oil, Fuel or Air 13 — Heat Recovery Systems
09 — Generator Laminations 14 — Instruments and controls, including meters, gauges, relays, contactors, or switches
15 — Load Banks 16 — Motor Generator Sets
17 — Radiator/Heat Exchangers 18 — Relays, Protective or Synchronizing
19 — Silencers/Exhaust Systems/Noise 21 — Switchgear and Transfer Switches (Automatic or Manual), Bypass Isolation Switches, and/or Switchgear Panels
22 — Trailers, Generator Set 23 — Transformers
24 — Uninterruptible Power Supplies 26 — Voltage Regulators
25 — Vibration Isolators

**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 AR=Retiree AF=Student

Bay State Generator .................. DD
Halifax, MA
John Taglini
Sales and service dealer for Kohler, Generac, Briggs & Stratton and GE generators and automatic transfer switch rental generators, emergency service, scheduled maintenance.

Caddo Electric Cooperative .............. EM
Binger, OK
Jerry Williams, Electrical Services Supervisor
Caddo Electric is a private independent electrical business that is incorporated under the laws of Oklahoma. We are established to provide at-cost electric service to the consumer/owner we serve. Most electric co-ops are distribution cooperatives that deliver electricity to the consumer.

Capstone Turbine Corporation ........ MF
Chatsworth, CA
Ion Danes, Manager, Marketing & Media Relations
Headquartered in California, Capstone Turbine Corporation is the world’s leading producer of low-emission microturbine systems and has sales and service centers at various locations worldwide.

Central California Generator ............ DD
Riverbank, CA
Breck Davis
Industrial dealer for Generac. We sell generators and ATS’ as well as perform preventive maintenance on emergency back-up power systems. We are also dealers of Kohler engine products and Kipor portable generators. Our priority is to ensure our customers that their system will be ready for use when they need it most, in emergencies.

Critical Power, Inc. ...................... CI
Mt. Airy, MD
Michael Dixon, President
Critical Power, Inc. (CPI) provides expert commercial and residential generator services to Central Maryland. We offer generator sales, service and rentals with most major brands supported. 24/7 emergency service available. We also offer maintenance agreements for all brands.

Diesel Engine Technician, Inc. .......... CI
Caguas, Puerto Rico
Annivette Baez, Administrator
Generator maintenance, sales and service. Diesel refueling. Service dealers for Generac, Pramac and GE Electric transfer switches.

EquipmentFX .......................... AE
Austin, TX
Steve Smith, President
Mobile & technology consulting services.

Greg Linton ............................ MR
Ocala, Fl.
Greg Linton
Manufacturer’s rep for JRS Custom Fab, LLC.

Louisiana Cat .......................... DD
Prairieville, LA
Carl Crain II, EP Technical Communicator
We sell, install, service and repair CAT electric power equipment.

Milbank Manufacturing .............. MF
Kansas City, MO
Chris Buelow, General Manager
Milbank designs and builds solutions for residential, commercial, industrial, utility and transportation sectors. Combining more than 85 years of engineering expertise, Milbank’s portfolio includes electric metering systems, energy management solutions enclosures and enclosed controls, automatic transfer switches and standby and portable power.

Mission Critical Facilities International, LLC CI
Austin, TX
Matthew Coffel
Design, specify, provide and install data center power and cooling infrastructure. Buy and sell new and used power equipment including generator sets, ATS’ and UPS’.

New West Equipment Services Ltd. ........ CI
Calgary, AB Canada
Keith Beggs, President
Rent and resale of mobile generators up to 100 kW.

NRG Energy ........................ EM
San Francisco, CA
Ed McCullough, Director of Engineering
NRG is an IPP.

Oklahoma State University Institute of Technology .................. AG
Okmulgee, OK
Roy Achemire, Division Chair
The purpose of the power generation program at OSUIT is to train students to diagnose, service, repair and maintain equipment using recommended procedures, service tools and service information.

Pro Electric, LLC ....................... CI
York, PA
Deborah Rinehart, Managing Member
Electrical construction company specializing in industrial, institutional and commercial new builds and rehabs. We install and support low voltage systems such as fire alarm, access control and data design & implement PLC on plant floor.

Ralph Steven Gerstenecker ............. AD
Everett, ON Canada
Service manager for the supply and services of rental power and HVAC systems.

Continued on page 49

Phoenix Products

Your Premier Manufacturer of Generator Enclosures and Base Tanks

High Velocity Hurricane Zone (HVHZ) Enclosures
- Florida Building Code #PDM825
- Miami Dade NOA #09-1216.04

California OSHPD Pre-approved Day Tanks
- 50 to 1000 Gallon Capacity OSP-0187-10

904-354-1858
phoenix.sales@phoenixprods.com
www.phoenixprods.com
USA Southeast

Field Service Technician
CJ's Power Systems
Location: Ocala, Florida
We are a 40 year old company providing service and support to our customers throughout the Southeastern US. Currently we are seeking field service technicians with a minimum of 3 years experience in maintenance, service and repairing engine/generators and related equipment of all makes and models. Must have a strong work ethic, excellent customer service skills and a clean driving record. We offer a competitive salary, full benefits package and bonus program. Relocation for qualified candidates. Multiple locations throughout the Southeast.
To apply: kowensby@cjpower.com

Experienced Generator Technician
E & W Electrical, LLC
Location: Raleigh/Durham/Hillsborough NC
Established company with over 25 years in providing complete power solutions, focusing on energy management solutions, seeking experienced generator technician to service our residential and commercial customers. This is a hands-on service job, however the candidate can move into various positions of design or management depending on commitment and motivation level. Detailed computer knowledge preferred.
To apply: http://www.negenerators.com/employment.html

USA Midwest

On-Site Energy Sales
Central Power Systems & Services, Inc.
Location: St. Louis, MO
Come work with the best! Due to our continued growth, Central Power Systems & Services, Inc. has several immediate openings for Generator Technicians at several of our Missouri, Kansas and Oklahoma facilities, with immediate needs in Woodward, OK, Wichita and Colby, KS, and Kansas City, MO. Applicants must have diesel engine experience and transfer switch knowledge. We offer a strong base wage and a full benefit package (including FREE MEDICAL & LIFE insurance) and PAID RELOCATION depending on experience and skill set.
EGSA Certified Technicians Preferred.
To apply: jobs@cpower.com
Application Deadline: 2014-06-01

Rental Manager
Central Power Systems & Services, Inc.
Location: Kansas City, MO
Come work with the best! Central Power Systems & Services, Inc. has an opening for a Rental Manager of their new On-Site Energy facility in Liberty, MO and covering the tri-state area. We offer strong base wages, relocation packages and a full benefit package (including FREE MEDICAL insurance, FREE LIFE insurance, paid vacation, profit sharing and 401(k), etc.).
To apply: jobs@cpower.com
Application Deadline: 2014-06-01

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.

Planned Equipment Maintenance - Sales Representative (14-0021)
Cummins Bridgeway, LLC
Location: Cincinnati, OH
Job Summary: This position will promote and sell service agreements designed to optimize the reliability, operating efficiency and life cycle costs of customer equipment. The service agreement sales representative will focus on one or more of the following major commercial market segments: power generation, fire pumps, construction equipment, oil and gas, medium duty/heavy duty trucks/bus, mining and commercial marine. *Please visit our Careers page for a full Job Description.
To apply: Please visit our careers page to submit your resume and application online at: http://www.cumminsbridgeway.com/

Powerline  •  May/June 2014

Product Manager - Lighting
Magnum Power Products LLC
Location: Berlin, WI
Reporting to the VP of New Business Development, the Lighting Product Manager will focus on developing the full line of Magnum product line including mobile diesel powered light towers, worksite portable lighting, security lighting and new product development.
To apply: http://ch.taleo.net/CD14/ats/careers/ requisition.jsp?org=GENERAC&amp;ws=16-amp;r id=4385

Product Manager - Pumps
Magnum Power Products LLC
Location: Berlin, WI
Reporting to the VP of New Business Development, the Pump Product Manager will focus on developing the full line of Magnum mobile diesel powered trash pumps, portable pumps, water trailers and new product development.
To apply: http://ch.taleo.net/CD14/ats/careers/ requisition.jsp?org=GENERAC&amp;ws=16-amp;r id=4382

Technical Training / Field Support Specialist
Magnum Power Products LLC
Location: Berlin, WI
This position will prepare, conduct, and evaluate Magnum's technical training program and how it enhances the customer experience and increases product sales. It is located at our Magnum office in Berlin, WI, and will work with our Midwest Region customers and partners. Up to 30% travel is required.
To apply: http://ch.taleo.net/CD14/ats/careers/ requisition.jsp?org=GENERAC&amp;ws=16-amp;r id=4660

Manufacturer’s Rep Seeking Principals
Leading Mid-South manufacturer’s rep is seeking additional product lines. We have decades of experience in all aspects of the onsite power generation industry. We are interested in adding quality complementary manufacturers to our line of superior products serving the industry. Our record of outstanding success can help you achieve your sales and market share goals. Please respond if you have an area where you desire additional sales and market share.
Please respond to: J.Kellough@EGSA.org
(Reference PLMJ13JB-1)
The EGSA convention attendees were very engaged with my previews and demonstrations and they saw the opportunity to enhance their value and collaboration with their current and future customers, in so many ways, across so many areas. My concluding message: “Power up your game now…as your customers do the same.”

About the Author

Patrick Meyer is the CEO Futurist and Business 3.0 expert. He brings insights of a winning CEO and c-level advisor for Fortune 500 companies coupled with the forward thinking capabilities of an active futurist, building solutions in the emerging digital, mobile, social, e-commerce and generationally shifting world.

Behind the success of over one hundred Fortune 500 corporations, he has built brands, businesses and many of today’s mobile/social ventures. Now, in the emerging 3.0 World, he delivers his “Vision to Action” insights and approaches to help our EGSA audience “Shift Their Game” to a higher level of performance.
Dresser-Rand Inducts Schoeneck and Hinchliff into Engineering Fellows Program

Dresser-Rand, a global supplier of rotating equipment solutions to the oil, gas, petrochemical, power, and process industries, inducted Ken Schoeneck and E. Martin Hinchliff into the Dresser-Rand Engineering Fellowship Program.

The Fellows program honors individuals who have attained the highest level of distinction through significant engineering achievements that have had a global impact on Dresser-Rand by providing competitive advantages in the energy markets and being recognized as an industry expert in their engineering discipline.

“Ken and Martin have both demonstrated exemplary leadership and made significant contributions to establish and maintain Dresser-Rand as a technology leader in the markets that we serve. They are active leaders in professional organizations that serve to advance the industries of gas machinery and mechanical engineering,” said David Nye, Vice President of Technology for Dresser-Rand. “They have proven their commitment to developing the future of Dresser-Rand by effectively communicating our mission and earning client loyalty.”

Hinchliff and Schoeneck represent the Company’s second class of inductees in the Fellows program.

E. Martin Hinchliff began his career with Dresser-Rand in 1977 as a Product Engineer in Sherbrooke, Quebec and was promoted to Senior Engineer in 1988.

In 2001, Hinchliff oversaw compressor revamps and upgrades as the Technical Support Manager. From 2002 to 2007, Hinchliff served as Manager of Project Engineering and led a small department that grew into a team of more than 20 professionals.

Today, Hinchliff is a principal engineer at Dresser-Rand, and is a key technical resource in the design, application and reliability of reciprocating compressors. He has written multiple technical papers and articles and was honored with Dresser-Rand Presidents’ Award in 1996.

Hinchliff holds a master’s degree in business administration from Syracuse University and a bachelor’s degree in mechanical engineering from the University of Bradford in the United Kingdom. He is a member of the Project Supervisory Committee for the Gas Machinery Research Council, and a member of the API 688 task force that is writing a standard for pulsation and vibration control of positive displacement machines.

Kenneth Schoeneck is the Director of Engineered Solutions at Dresser-Rand. His career in mechanical engineering began 49 years ago as a Product Design Engineer at the Ingersoll-Rand Turbo Products Division in Phillipsburg, NJ. Later he became a Development Engineer for the same division.

At different times Ken acted as Manager of Development for both Ingersoll-Rand and Dresser-Rand. In 1990, Schoeneck moved into the role of Engineering Manager for Ingersoll-Rand’s Standard Pump Division.

In 1998, Schoeneck was named Director of Business Development and Technical Support for Dresser-Rand and he also assumed responsibility for the Olean, NY Operations Services and Technical Support teams. In 2000, he established an applied technology engineering team in Olean that focused on revamping other manufacturers’ turbo compressors.

As Director of Engineered Solutions, Schoeneck now oversees the Bethlehem Technology Center in Pennsylvania.

Schoeneck received a master’s degree in mechanical engineering from Lehigh University and a bachelor’s degree in mechanical and industrial engineering from Iowa State University. He spearheaded the creation of the Bethlehem remote technology center and was at the forefront of multiple mergers joining engineering departments from Ingersoll-Rand and Dresser-Clark. He is a lifetime member of the American Society of Mechanical Engineers.

A formal recognition dinner was held in their honor at the Dresser-Rand Worldwide Management meeting held in Houston in February.

Please visit www.dresser-rand.com for more information.

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Foley Rents Announces the Promotions of Paul Moore and Tom Dean

Ryan Foley, Vice President of Foley Rents at Foley, Incorporated, announced that Paul Moore has been promoted to Foley Rents Service Manager and Tom Dean has been promoted to Rental Account Manager.

Moore started his career at Foley in the On Highway Division as a Field Service Foreman in July of 2010 where he was responsible for managing the off-site service calls for Foley’s On Highway truck customers. In his new role as Foley Rents Service Manager, Paul will manage both the Service & Parts Departments in Foley Rents, including both office staff and shop and field technicians for the Division.

Ryan Foley commented, “Paul has come to Foley Rents with some great customer service experience from our On Highway Division. We are positive his service experience, coupled with his Caterpillar Flagship training, will continue to benefit our customers as we strive to keep their equipment performing to its best potential.”

Tom Dean also started his career in the On Highway Division at Foley, Inc. In 2004, he started as a Truck Engine Account Manager, reporting to Charlie Woods. While in the On Highway Division, Dean also spent time as a Product Support Sales Representative, supporting his customer base with parts and service needs to fit their unique equipment and companies. In his new position at Foley Rents as Rental Account Manager, Tom will be calling on customers in the NJ counties of Passaic and Bergen as he helps fulfill their equipment needs for any jobs they might encounter, including Caterpillar rentals and Allied Equipment sales and rentals.

“Tom has hit the ground running” stated Ryan Foley, Vice President of Foley Rents. “Since day-one at Foley, Tom has been here helping our customers find unique solutions for their company’s needs. He is a natural and we are happy he has joined us in Foley Rents as we continue to strive to create customer experiences that create customers for life.”

Visit www.foleyinc.com for more information.

Doosan Portable Power Appoints Goodman to Assistant Product Marketing Manager, Air Compressors

Doosan Portable Power recently named Josh Goodman as assistant product marketing manager, air compressors. In his new role, Goodman will be responsible for overseeing the development and distribution of portable air compressors in North America, as well as identifying and managing new market opportunities.

Prior to accepting this position, Goodman served as a marketing order specialist. He has been with the company for seven years, originally joining Doosan Portable Power in 2007 as a member of the assembly team.

Goodman holds an associates of art degree and is currently pursuing his B.A. from Catawba College. He will be based at the Doosan Portable Power headquarters in Statesville, N.C.

Please visit doosanportablepower.com for more information.
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