

July 1st, 2021



GREAT
LAKES
POWER

**LAKE
BREAKING
NEWS**



From the Captains Chair – Harry Allen Jr

Good Morning Team!

The foredeck is a bit subdued this past month; as you all know we lost our recently retired VP and CFO, Elaine Martin. She epitomized the dedication and work ethic that has made our company successful. Elaine has left an enduring legacy and she will be forever in our hearts. We extend our deepest sympathy to her husband Reed, daughter Robyn, son Reed, and extended family.

Our entire business environment is plagued with shortages, whether it is parts, people, facilities, or services. We have encountered a perplexing set of market dynamics. This will test our ingenuity and negotiating skills to maintain a satisfactory level of support for our customer base.

This is also an opportunity for me to acknowledge the tremendous job our branch managers do. They all operate as independent business entrepreneurs and are out there many times all alone. Keep up the good work!

We are excited to announce the acquisition of J&M Clutch and Convertor of Fort Worth, Texas. Kudos to Andy Leone, Kevin Martin, Rick Pennza and Larry McKamy for overseeing the negotiation! Thanks also to Steve Galbos, Denise Monty and retiree Paul Greely for their assistance with the transition. This acquisition adds product knowledge and service technicians to serve K&L's customer base.

Special congratulations and thank you to Paul Greely for 44 years of service! My relationship with "Scooby" started in 1977 when he and I changed shafts in 3 IBF 318 PTO's in Cincinnati for a rush order. Paul spent his business lifetime traveling the world for us. We are grateful for that commitment. Paul stay healthy and ready!

Congratulations to Aaron Eckert on being named Director of our Marine Business! Aaron has a new big challenge with the announcement that Twin Disc has assigned us the Veth product line responsibility.

Last weekend I had the privilege of giving Don Marrie a congratulatory phone call. He has been working diligently for over two years to market the Marine Travelift and Shuttlelift Gantry Cranes. Well, finally the eagle has landed, and he has obtained orders for more than 2 million dollars for these units this past month. Sometimes success comes slowly but eventually hard work and dedication pays off! Nice job Don!

One final kudo to Dave Allen, he has established a service mantra of cross training to provide the ultimate flexibility to facilitate available technicians for an ever-changing marketplace. Whether it's anything Dana, Funk, Carraro, Twin Disc power shift, power take-offs, staddle carriers, Shuttlelifts, or our complete marine products line, David has a technician ready to answer the call. This will become the standard for our company as we focus more on service centric business.

Have a safe, warm, enjoyable and successful summer!

Harry L Allen Jr

Our hearts are heavy with the sadness of the loss of our former CFO and VP, Elaine Martin.

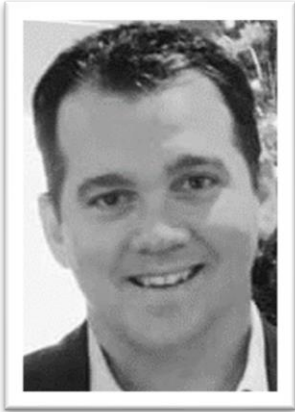
Elaine was with our GLP family for 33 dedicated years, retiring April 15th, 2019 to enjoy spending time with her family and grandchildren. Elaine passed June 24th, after a very sudden and short battle with cancer.

Our thoughts and prayers are with Elaine and her loved ones.....husband, children and grandchildren.

God Bless the Martin family.



"And truly, I say to you, wherever the gospel is preached in the whole world, what she has done will be told in memory of her" (Mark 14:9).



READER INQUIRES
Great Lakes Power Products
800-325-6880
www.glpower.com
sales@glpower.com

GREAT LAKES POWER ANNOUNCES AARON ECKERT AS NEW DIRECTOR OF MARINE SALES AND SERVICE

Great Lakes Power is pleased to announce the promotion of Aaron Eckert to the position of Director-Marine Sales and Service. Aaron will provide the expertise, support, and resources needed to ensure continued growth and success within the Marine markets at each of our 12 branch locations.

Aaron's primary responsibilities will be to continue to build depth and expertise in the Marine sales and service operations throughout our entire organization. Aaron will focus on strengthening our relationships with our Marine customers and key OEM's, and our Marine suppliers which include Twin Disc, Hamilton Jet, TDI, Racor, Vulkan, Centa, Marine Travelift, Konrad, Kongsberg, SGF and Altra amongst others, while also identifying new and strategic distribution partnerships and products. Aaron will also take on the responsibility to develop new technologies and implement new operational and logistical procedures that will enhance our customer's operational efficiencies and provide new cost saving methodologies throughout the Company.

Aaron joined the Great lakes Power in February 2015 after almost 10 years working in Marine Engineering and Vessel Construction. He was named Branch Manager of our Chesapeake, Virginia location in February 2015 and became Branch Manager of our Moorestown, New Jersey location in July 2016. Aaron's knowledge and experience across each of our Marine product offerings, his ability to gain trust and respect in building our customer and vendor relationships and his experience in working alongside many of our large commercial fleet, military support, naval architect and global engine room design customers, will continue to expand the Company's position as a leader in the commercial, military and pleasure craft Marine industries.

Please join Great Lakes Power in wishing Aaron good luck in his new position. You can contact Aaron at 410-487-2488, or email aeckert@glpower.com.

Contact Great Lakes Power Products at 800-325-6880, Sales@GLPower.com or visit www.GLPower.com for additional information.



CHESAPEAKE

SALES & SERVICE

In the Spotlight

With the recent promotion of Aaron Eckert, the following Chesapeake employees have been promoted to new job descriptions!



Erin Nowell
Office Manager

Josh Riley
Shop Foreman

Malynnda Curry
Service Manager



With the recent promotion of Aaron Eckert, Bill Kollath has been promoted to Service Operations Manager for Moorestown.



Bill Kollath

Service Operations Manager





MENTOR



In the Spotlight

MARINE TRAVELIFT
Trusted Name, Proven Value

GLP Mentor teamed up with Marine Travelift to assemble a new 820 metric ton Travelift for our local shipyard and tear down their existing 700 metric ton Travelift.

This was a 7-week project!



This new machine was a whopping 90' tall!





SALES & SERVICE

In the Spotlight

EVANSVILLE

This was a recent run for the Louisville police department for one of their patrol boats that the lower units had failed on. We installed reman units from Konrad due to the extensive damage and repair costs. Once installed and sea trialed the Konrad units performed wonderfully.

The best part of this run was working with the river patrol officers, Trevor, Troy and Dan. During sea trial and going through the downtown area they told us about some of the history of buildings and businesses in Louisville, they were very knowledgeable of the history of their city and are just all-around good people that care about their city.

Louisville should be proud to have them as police officers.





SALES & SERVICE In the Spotlight

MORE EVANSVILLE

Here's our GLPOWER booth setup at the Inland Marine Expo in St. Louis from May. Rick Sunderman was accompanied in the booth by Trevor Barnabee, Keith Montgomery, and Bill Long.

We didn't really know what to expect this year after COVID cancelled the show last year, but I feel it was a positive experience. Most exhibitors and attendees were excited to get back out and meet with customers and return to "business as usual".



We welcome new hire Justin Clark as a technician.

Justin's hobbies are riding his motorcycle, working on cars and motorcycles, playing video games, and taking his dogs for walks. He is currently taking classes to learn about gaming development in hopes of one day creating his own video game for other people to play!



TAMPA

SALES & SERVICE In the Spotlight



Miriam Whitaker celebrating 5 years in June.



Steve O'Reilly and Willie Ward – Inside Sales

From the east coast to Tampa, we take care of our customers when in need!





MORE TAMPA

SALES & SERVICE In the Spotlight



Tampa techs having a little fun working at Walt Disney.
Josh and Frank taking a test drive....





MORE TAMPA

SALES & SERVICE In the Spotlight

The Heritage is a new fishing vessel that was built in Tarpon Springs by Duckworth Steel Boats. The GLP Tampa techs, along with Duckworth, Cummins Mid-South, and NAPP, installed the new MGX5321DC and EC300 controls, to put together the power package for this 800 HP vessel.



The completed ship set sail on June 8th for their home territory in the northern Atlantic to fish for scallops.



Rusty says

Yummy
in my
Tummy!





**GL
POWER**

The Industrial side of

FORT LAUDERDALE

SALES & SERVICE

In the Spotlight

The Lauderdale branch is in the GSE business!! Airport Terminal Services supports GSE equipment at three airports in the South Florida territory; they contacted us for service assistance, and we coordinated the tow in on a complete pushback unit with a locked-up Dana 32000 series transmission. ATS requested we not only handle the transmission work, but also to go through the entire unit (engine, axles, controls) and make repair recommendations. They are responsible for over 20 pieces of equipment in our area Florida and are very interested in GLP's capabilities company wide.



United Airlines' corporate GSE office in Chicago reached out to us to assist their limited GSE staff at Fort Lauderdale International Airport (their service shop is 90 seconds down the street). Over 40 pieces of equipment there with Tug pushbacks being used as tow tractors; several of the units have Funk 4000 series transmissions (manual shift) requiring some work. We were able to do a quick field inspection with recommendations for repairs – United is working on getting a lease on a pushback so we can pull the Funk transmission out for further diagnosis.





**GL
POWER**
The Marine side of
FORT LAUDERDALE

SALES & SERVICE In the Spotlight

The list below is a sample of the vessel names the Lauderdale service team has recently handled relating to BCS steer system inquiries. The most common complaint from the owner/captain has to do with hard steering; the most common root causes are lack of correct fluid, need for a system bleed of air in system, or control block solenoids that are past their useful life. May of these vessels are on their 2nd or 3rd owner so it's not unusual to start from scratch to find out the system type, operating hours or maintenance records.

Never Say Never
Southern Miss
"S"
My Girl
Bridie II

Dokinha V
Bella Nave
Cut Loose
Latitude
Against All Odds

The Lauderdale branch recently held an in-house product training overview for aftermarket – helping to identify types of systems, points of contact at BCS Italy and in house materials culled from old TDSE files and BCS presentations. While Tampa and Lauderdale have seen the lion's share of these calls and inquiries, more and more vessels are moving up the coast during the seasons, so sharing the knowledge collected at GL Power allows all our coastal locations to be better prepared for those calls for parts & service.



Dokinha V



Never Say Never



NORTH ATLANTIC POWER



Its Lobster Boat racing season here, we are sponsoring several of the races in the series and have many vessels running MGX gears with EC300 controls. Everywhere from 500 HP to 1600 HP+ with speeds reaching 60+ MPH! That's pretty fast for a single engine 40-50' downeast style hull, and these are their everyday work boats too.



SALES & SERVICE In the Spotlight



Here is one of many recent repower jobs that we have been included with. The Race Point ferry received new Cummins X15 engines and MGX5146 gears along with a new EC300 control system a separate EC300 for stand alone diesel powered bow thrusters:

NAPP also has several large ferry boat projects underway that include a new Maine State Ferry with MGX5225s and EC300, New London Ferry's Jennifer C with MG540s and 5 station EC300 controls and Prudence Island ferry with triple MG5091DCs and EC300 controls.



We are currently wrapping up a deal on a new build project with Cummins, [Boston Boat Works](#) and [Zurn Yacht Design](#) for 10 twin engine shuttle boats headed to the Caribbean. These will be powered with Cummins QSB 6.7s, MG5075SC 1.33:1 gears and Hamilton Jets. We will be providing 20 gears, mounts and jack shaft assemblies for them over the next 12-18 months.





NORTH ATLANTIC POWER

SALES & SERVICE In the Spotlight

This is Eli Dana's new boat he built here in Rhode Island at Newport shipyard (owned by the Dana family until just recently sold to Safe Harbors). This a 54' Mussel Ridge (Down east Lobster boat hull) with a 1550 HP MAN V8 engine, MGX5146RV transmission and EC300/EJS controls combined with Side power bow and stern thrusters. For those that don't know, Eli Dana is the Grandson of Charles Dana, as in the Dana Cooperation that we all deal with regularly.



Welcome Nate Sinden to our family. Nate has taken over our warehouse and shipping/receiving departments and brings a new level of energy and organization to our operations. We are very excited to have him on board!



NAPP recently promoted Nate Head from technician trainee to official technician in our service department. Look for Nate at upcoming TD and Dana training sessions.



FORT WORTH



SALES & SERVICE

In the Spotlight

TEXAS...where the tea is sweet and accents are sweeter, summer starts in April, front porches are wide and words are long, macaroni & cheese is a vegetable, BBQ is the state food, y'all is a proper pronoun, chicken is fried, biscuits come with gravy, everyone is 'honey', someone is always getting their heart blessed, and we are all "fixin" to do something. Amen!!!!

GLP is pleased to announce the acquisition of the assets of J&M Clutch and Converter in Fort Worth, TX from Clutchco. Inc. The operations of J&M are being integrated into our K&L Clutch facility and we will service the J&M customers under the K&L name.

J&M's business model provides similar parts and services to the same customer base as K&L. The acquisition brings additional knowledge and expertise to support K&L's Clutch, PTO, Torque Converter and Axle service, repair and rebuild capabilities.

**We welcome J&M's
3 employees to our ranks:**

**Terry McWhirter
Ronny Looney
Dustin Nordin**



Together they bring years of experience, and a deep understanding of the industries they serve. Please join us in welcoming them to the GL Power team.





Ethan Laing and his wife Frankie announce the arrival of their new baby girl!

Welcome!
Reagan Christine Laing
Born June 3rd 2021
9lbs 13oz & 23"





Kurt Ferneding is Very Proud to be



*Father of the
Bride*

5/21/21

Kurt Ferneding is proud to announce the wedding of his daughter Jillian Ferneding to Daniel Bushelman!



Congratulations!



The POWER Birthday Club!

Celebrating April, May, and June Birthdays!

Can you guess who they are?? The list of names are on the next page, match them with the right number and win a prize! Give your answers on the next page.



#1



#2



#3



#4



#5



#6



#7



#8



#9



#10



#11



#12



The POWER Birthday Club!

Guess who the April, May and June Birthday pictures are on the previous page.....no cheating

YOUR NAME: _____

#1

#10

#2

#11

#3

#12

#4

#5

#6

#7

#8

#9

From the list below, place the name with the correct numbered picture

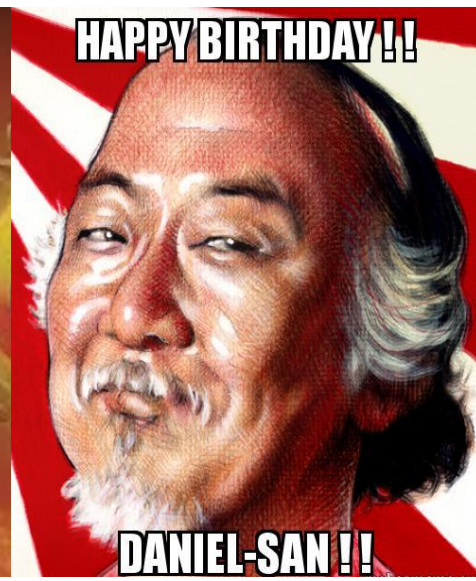
Boyd Youngblood - Moorestown
Brian Frank – Brother of another
Dave Allen – “The Axle Whisperer”
Dan Spangler – Mentor
Danny Ungers - Perry
Dustin Looney – Fort Worth
Evelyn Herrera – Fort Lauderdale
Kevin Martin - Mentor
Marie Kovacich – Mentor
Ray Pierce - Perry
Rusty Whitaker - Tampa
Stacey Parks - Mentor

Email or fax this page to Chris Apicello by July 6th, at noon
Fax 440-951-1052, capicello@glpower.com

Hey Dan – remember when you thought it was funny that I missed putting your birthday on the welcome screen that Friday??

This should make up for it!
Happy Belated Birthday!

HAHA!!



WAX ON  **WAX OFF** 





I hope you enjoyed this second issue and remake of our company newsletter "Lake Breaking News".

This issue covered April, May and June 2021. The next issue will cover July, August and September.

Please submit any newsworthy articles by the end of September for the third issue due out October 1st.

Thanks for all your input!
Keep those photos coming!!

Thanks!

Chris



YOUR OPINIONS ARE
ALWAYS WELCOME.
HOWEVER,
THE DEADLINE FOR
COMPLAINTS WAS
LAST WEEK