



Issue Four – October, November, December 2021

A photograph of a winter landscape with snow-covered ground, bare trees, and a bright sun or moon shining through the branches against a dark blue sky.

GREAT
LAKES
POWER

LAKE
BREAKING
NEWS



From the Captains Chair – Harry Allen Jr

Good Morning Team!

Yvonne and I extend our wishes for a very healthy and prosperous New Year to the entire company, including our supplier team mates. As we steer through these turbulent times, we will have to be agile and creative to overcome all the “ship” that will be blocking our ability to serve our customers. A good outcome would be the attainment of new service business that will enable us to challenge our 2021 record year. Our goal should be to match our corporate resources with existing market demand and do it with better value for the customer.

On the topic of resources, our new corporate building project is progressing albeit at a pace dictated by bureaucratic and material delays, along with spiraling steel prices. The shareholders are keenly aware of how we expect all of you to consider a penny a dollar, and a nickel a Lincoln when exercising cost control. For that reason, we have paused the next stage of construction until reasonable prices and delivery prevail. The building site and new road are complete; we still await material for the pump station.

Our Cincinnati team has been very patient waiting for elbow room. We determined new construction was not economically feasible and we lost out on a bid to purchase a used building nearby. We continue to pursue all options to alleviate our cramped quarters.

Your personal and family health protocol should be foremost on your minds this coming year. Meanwhile, the leadership minds will be focused on keeping the table set for your success which will include evaluating and implementing new systems to improve inventory management and information at point of sale.

The flag is out, the dye is in the water and the race is on!
Keep the hammer down!

Harry L Allen Jr



LET THE SHOWS BEGIN - 2022

JANUARY



FEBRUARY



MARCH



MARCH



BOAT SHOWS 2022

MAY

INLAND MARINE EXPO
IMX2022



SEPTEMBER

NEWPORT
INTERNATIONAL
BOAT SHOW



OCTOBER

FL FORT LAUDERDALE
INTERNATIONAL
BOAT SHOW



OCTOBER

UNITED STATES
POWERBOAT SHOW
ANNAPOLIS



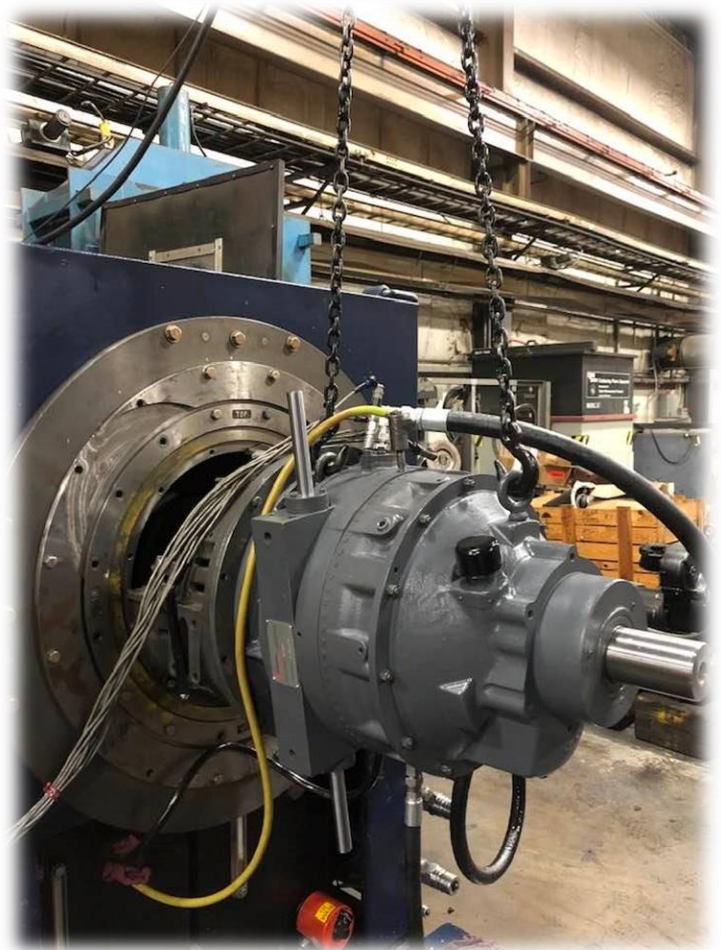
NOVEMBER

INTERNATIONAL
WORK BOAT *New Orleans*
SHOW



MENTOR

Another 11500 Twin Disc Torque Converter For The Rebuild Program.
Rebuilt in Mentor and Tested in Perry.
We Are Stocking 9 Complete Units For the program.





MENTOR

SALES & SERVICE In the Spotlight



Woodchipper Rentals, Repair,
Service and Rebuilds!

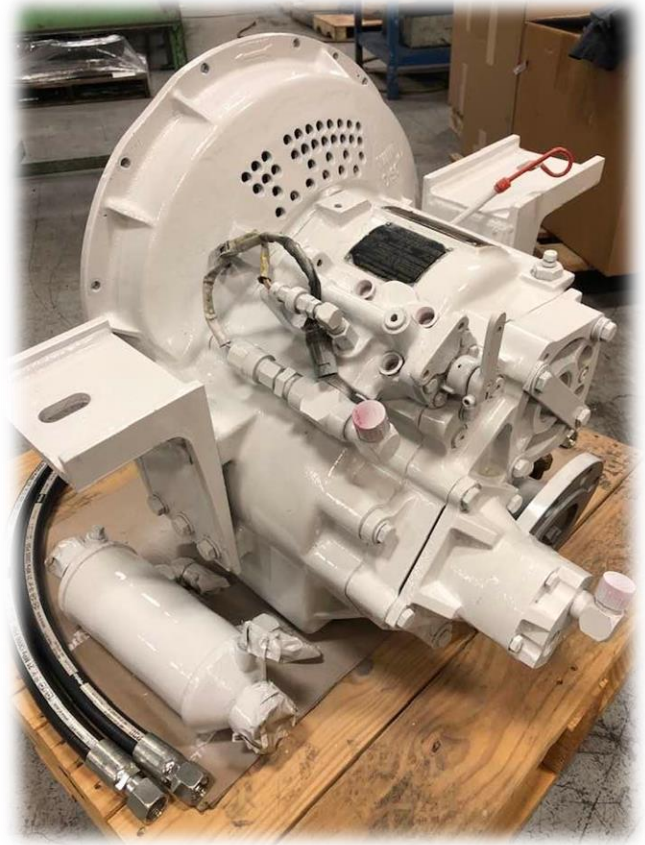
CBI Grinder with a Twin Disc SP318 Straddle Bearing PTO. Original call was for a clutch swap. The team of Joe and Joe traveled to the customer's location to find the unit needed bearings as well.

The entire PTO was removed, rebuilt in the shop, and installed back in the machine in less than a week. Customer is happy and up and running. Great Job Guys.



MENTOR

Twin Disc MGX Gear before and after





SALES & SERVICE

In the Spotlight

MARINE TRAVELIFT®

MENTOR

When Super Don Marrie isn't preoccupied selling new machines, he also sell used ones. Don sold this machine located in Wisconsin to a customer in Michigan as part of a turnkey package.

Dylan Wilson traveled to Green Bay, WI (on a nice day) and had this machine torn down and loaded out in no time.

Dylan's experience on these machines has turned complex projects, into a routine service call.

GLP purchased the machine, coordinated the cranes, trucking, etc... as a complete package to the new owner in Michigan.

Great Job Dylan/Don.





MENTOR

SALES & SERVICE
In the
Spotlight

MARINE  **TRAVELIFT**[®]

Don Marrie sold this brand new 35BFM to our customer in Traverse City, MI. Dylan Wilson ran the set up with a factory representative on site. The snow, cold, and wind couldn't stop Dylan from having this machine up and running in a day and a half. We are also relocating one of the customer's used machine this winter/spring. Great Job Guys.



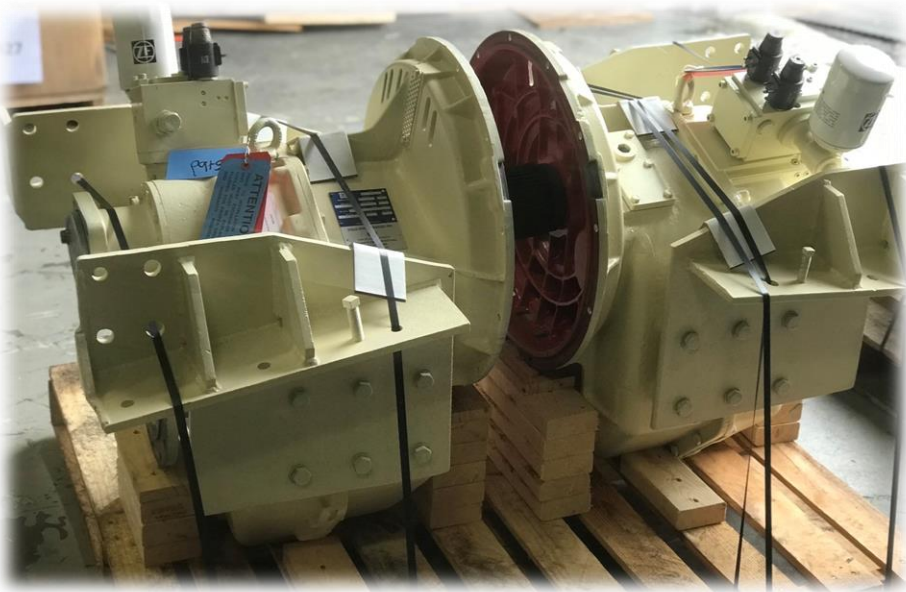


CHESAPEAKE

SALES & SERVICE

In the Spotlight

Chesapeake recently did ZFW325's overhauls we did for one of their long-time customers for a repower. Chesapeake does several ZF marine jobs not only Twin Disc.







CHESAPEAKE





CHESAPEAKE





MOORESTOWN

*Welcome Sheila Nardelli
Our new Service Coordinator
for Moorestown !*

Sheila comes to us with 25+ years in the service industry – primarily forklifts and motive power; started as dispatcher, service coordinator, service manager, moved to outside sales for parts and maintenance, further developed into Capital Equipment and Rentals sales, further rounded out background outside sales in construction rental equipment – aerial lifts, large dirt equipment; mechanical tools, etc.

Sheila has a beast of a dog that sometimes comes to the shop with her; she has three grown children and **HER FAVORITE PERSON IN THE WORLD** – is her 2 ½ year old grandson!



SALES & SERVICE

In the Spotlight



Welcome
to the Team



**GL
POWER**

FORT LAUDERDALE

SALES & SERVICE

**In the
Spotlight**

Recently, the Lauderdale office sold over \$30K in repair parts to a local reseller (thanks to efforts from Omar Betancourt and Jason Minx). Right before the holidays, that same reseller called us to assist him with the work as the boat owner accelerated the repair schedule.

GLP picked up the HM651 externals from Lauderdale Marine Center and brought them back to the shop for teardown, assessment and rebuild. Units are primed, getting ready for the antifoul paint application and we will begin reassembly the week of January 4!!





**GL
POWER**

The Service side of

FORT LAUDERDALE

SALES & SERVICE In the Spotlight



The Lauderdale branch welcomes Brittany Kindell to Great Lakes Power.

Brittany started with us in October 2021 as our shipping/receiving person and is completing her 90-day onboarding period effective January 2. She has extensive shipping/receiving and customer service experience with companies like Ryder and Southern Wine & Spirits, as well as being an OSHA certified forklift operator.

Brittany is the youngest of 3 with two older brothers but is a big sports nut. She enjoys being at the beach and spending time with her family.

Beginning in 2022, Brittany will work with Maria Novo and begin to handle basic inside sales inquiries for the branch as she continues to oversee the daily warehouse functions.

Please join me in welcoming her to the Company!





**GL
POWER**

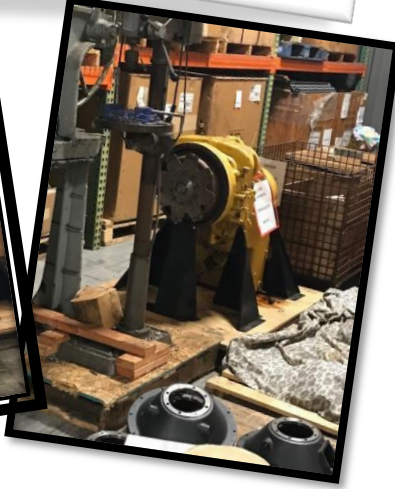
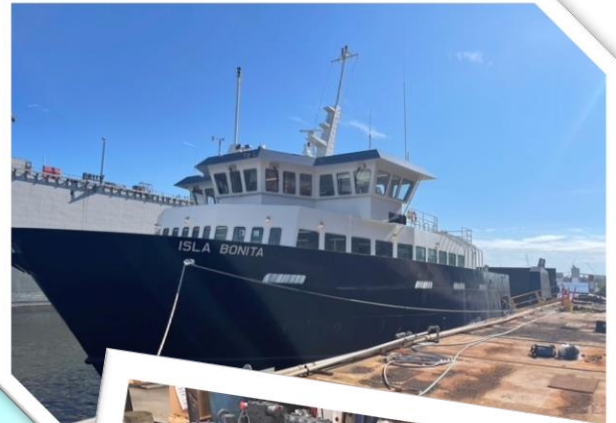
TAMPA

SALES & SERVICE In the Spotlight

Business is BOOMING again in Tampa...., and the marine end of things is going good too !

Lots of components rolling in regularly keeping the parts and service departments scrambling to keep up... We're even employing the help of our other branches to spread the love; hanks to Mentor and Cincy for their service assistance along the way.

Transmission we swapped for Tampa Ship repair



HJ is prevalent in our area. We recently swapped out one for the Navy here in Tampa



Customers are utilizing our drop-off service for axle and transmission work.



GL
POWER

TAMPA

SALES & SERVICE In the Spotlight



For all of our northern friends...., we measured it, and we wanted to show you guys there is almost a foot of sunshine on the ground already, and it's still coming down .. LOL



Sneaking in one of our newest granddaughter too/ wide-eyed and ready, and Miriam holding onto her, hoarding the kid while we were in Indiana over the holidays.





FORT WORTH



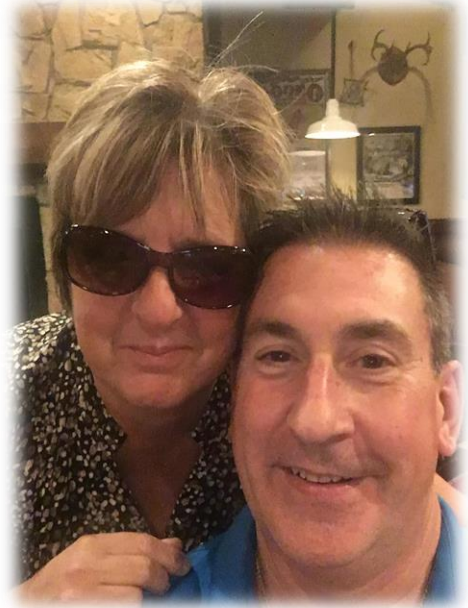
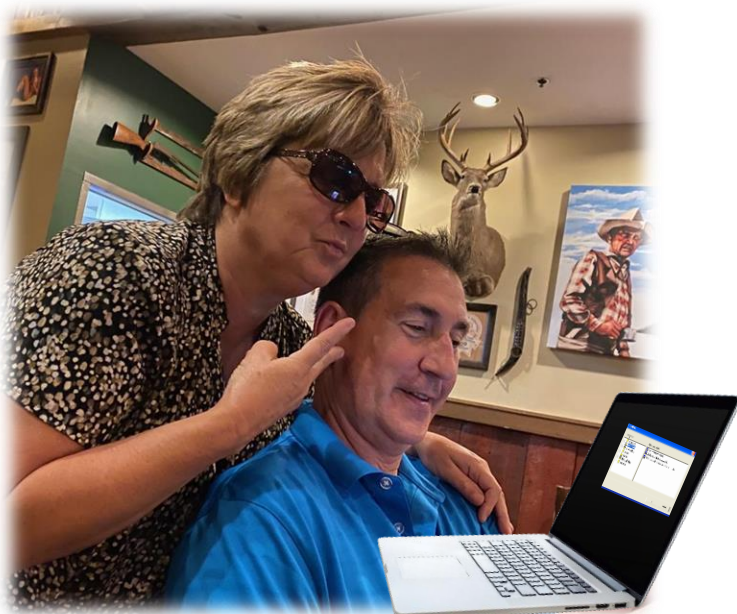
SALES & SERVICE In the Spotlight



Training Coaches arrive in Fort Worth



Kristi Zampini – Perry Brian Frank – Pittsburgh Denise Monty & Steve Galbos - Mentor





NORTH ATLANTIC POWER

SALES & SERVICE

In the Spotlight

Here is a picture of some of the Cummins engines that are being routed through NAPP for full upfits prior to going to Cummins customers. The ones pictured are slated for Hinckley yachts and Boston Boat works. We are also in full swing with FPT engine upfits as well. Work includes painting, mounting, plumbing, accessories, exhaust work, engine modifications and more.



These are (2) of the (4) MGX5600s NAPP sold in the 4th quarter of 2021! (well one is now due to be delivered next week due to TD being delayed). These two are going in a local tugboat to replace ZF gears during a repower. The other two gears sold are going in a new build and a repower of local fishing vessels.





NORTH ATLANTIC POWER

SALES & SERVICE In the Spotlight

It may not look like it, but our shelves are getting cleaned out! NAPP sold \$7.2 million worth of marine transmissions in 2021 with \$2.5 Million of them being in just the last ¼ of the year! Between our local business and all the other branches having strong marine gear sales too, we had a record number of BOM changes performed by our service department and we shipped transmissions on almost every weekday (and a few weekends) for three months straight. To say we have been busy is an understatement. Unfortunately, the transmissions are going out faster than they are coming in from Twin Disc. We are hoping they really come to the table in 2022 with supply for us, as we are now selling items that aren't due for another 6 months in some cases.





SALES & SERVICE

In the Spotlight

PERRY

Happy New Year!



PERRY

**Celebrating the wedding of
Tyler and Kari Swick**



PERRY

Welcome
to the Team

Please welcome Matt Pierce,
Perry's newest technician!

Matt lives in Madison, OH,
with his wife and three
children.

Matt enjoys riding motorcycles
and side by sides in his free
time.

Interesting tidbit – Matt
started the week of fiscal
inventory and got thrown right
into counting (he did a great
job)

Welcome to GLPP!





The POWER Birthday Club!

Celebrating October, November, and December Birthdays!
Can you guess who they are??



Recently Retired

#1



#2



#3



#4



#5



#6



#7



#8



#9



#10



#11



#12



#13



IMPOSTERS

The list of names are on the next page, match them with the right number and win a prize! Then guess the two imposters for extra points!



The POWER Birthday Club!

Guess who the October, November and December Birthday pictures are on the previous page.....no cheating!

YOUR NAME: _____

#1

#10

#2

#11

#3

#12

#4

#13

#5

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

#6

- Bill Long - NAPP
- Josh Riley - Chesapeake
- Diane Silberg - Leetsdale
- Paul Greely - Cincy
- Joe Dolinar – Mentor
- Kurt Ferneding - Cincy
- Lisa Coomes - Evansville
- Harry Allen 3 - Perry
- Tim Bertrand - Chesapeake
- Tim Titus - Evansville
- Ethan Laing - Perry
- Aaron Eckert - Chesapeake
- Steve Galbos - Mentor

#7

#8

#9



2 Bonus Point Answers for each correct *(use picture numbers only)*

Can you identify the two child/baby photos that are NOT really a picture of them?

IMPOSTERS

Email or fax this page to Chris Apicello by January 22nd, at noon
Fax 440-951-1052, capicello@glpower.com



I hope you enjoyed this fourth issue of our company newsletter “Lake Breaking News”. This issue covered October, November and December 2021.



Please submit any newsworthy articles by the end of March for the next issue due out April 1st..

The next issue will cover January, February and March 2022.

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

Thanks!

Chris

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

