



October 1st, 2022, Issue 3



GREAT LAKES POWER

LAKE
BREAKING
NEWS



From the Captains Chair – Harry Allen Jr

Well, it's homecoming, harvest and hurricane season as well as the harbinger of economic climate change. Interest rate hikes are going to put the breaks on our construction and industrial markets.

To support our vendors and customers we have invested in record high inventory levels, that's a good thing during supply chain shortages, but it will become a hardship if not managed during declining customer demand. One of our largest vendors has already announced initiatives to reduce overhead costs and restrict travel.

If we have it, sell it, don't buy it!

This will require a lot of teamwork to achieve a substantive inventory reduction.

The push to electrify drivetrains is dominating our marketplace. We have already provided our first Torqeedo project quotes and continue to participate in Hybrid marine applications. My office is attempting to assess our future role in the business of electrification. Please get with your Branch Managers, Aaron or The Allen clan with your ideas and recommendations.

This was our 12th annual Lobsterfest and the largest ever! Lots of new guests and plenty of veterans made it an enjoyable evening. The fish were biting, and the putts were dropping. When asked about the economic outlook that evening, many of our customers felt that current business activity would continue steady for the next nine months.





From the Captains Chair – Harry Allen Jr

1973 Great Lakes Way has the office building steel portion nearly completed. Our first prestressed concrete wall could go up this week. In anticipation of our move, we are beginning to rationalize our Tyler building inventory, equipment and tooling. Some surplus equipment will be available to fulfill branch needs.



Enjoy this time of the year!

Harry L Allen Jr



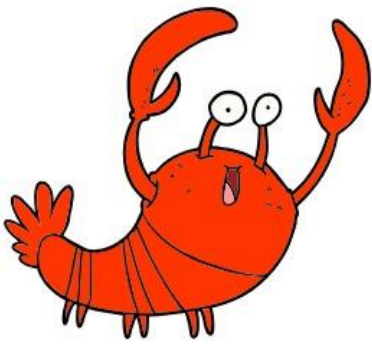
MENTOR



Please welcome Deborah Sweeney to the accounting team in Mentor as our new Credit and Collections Specialist who joined us in late August.

Deborah comes to us from an attorney in downtown Cleveland where she has a long history of experience in collections. Deborah will be taking over the fulltime credit and collections position as Bev has chosen to go part time.





**GL
POWER**

2022

LOBSTER FEST



August 31st, 2022

Fishing Charters – September 1st



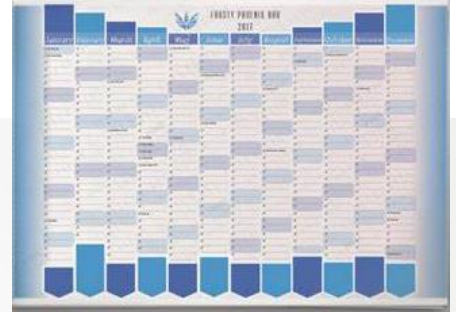
Fishing Charters – September 1st





Some of our Lobsterfest guests enjoyed visiting a few local wineries September 1st



MENTOR**MTL INSPECTIONS**

Fall Haul season is quickly approaching, and we know your Marine Travelift machines will be working overtime!

Contact Stephen Allen, Great Lakes Power, your local Certified Marine Travelift Service Provider now to schedule an inspection after your busy season to be sure that your equipment receives the care it needs before being stored for the winter.

Call now to get on the schedule, inspections time slots are filling up quickly!

Steve Allen 440-951-5111



MENTOR



We buy old and make it new again!

The first (4) blasted and painted structure beams from a 50 Ton Marine Travelift arrived back at the shop. We are in the process of putting new life into a machine that just needed a little TLC.

If you know of any good used machines (marina equipment) in your area
– Let Don Marrie know about it.



Caleb started about a month ago working with Dylan Wilson on Marine Travelift / Shuttlelift service calls . He comes to us with mechanical, welding, fabrication, and maintenance experience. Caleb enjoys riding dirt bikes and off-road vehicles in his spare time.

Caleb Pishner

Caleb has been on the road every week since he started and looks forward to putting more miles on the service truck.





New Marine Travelift 35BFMII delivered and set up on the Niagara River near Niagara Falls. Dylan Wilson and the factory representative had this machine unloaded and assembled in one day. Great job!



Steve Allen in Action!





MENTOR

SALES & SERVICE In the Spotlight



Our technicians are taking piles of parts as received and creating quality rebuild axles – great job guys!



On behalf of the Shareholders, I am pleased to announce that Malynda Curry has been promoted to the position of Branch Manager for the Chesapeake Branch. Malynda joined us in August 2015 shortly after the TDMA acquisition and has been instrumental in the growth and success Chesapeake has experienced since that time. Her leadership, hard work, dedication, and customer service focus will serve the Chesapeake Branch well as they drive towards their next set of goals. Please join me in congratulating Malynda on this well-deserved promotion.

I can also share that Erin Nowell will also be taking on significant additional branch responsibilities to support Malynda in this new role. Erin joined us in 2016 and brought significant service and operational experience from the commercial truck industry. Her work ethic and attention to detail have allowed us to make significant improvements at the branch in a number of areas including warranty, inventory, and sales administration.

I could not be prouder of both Malynda and Erin, as well as the entire Chesapeake team. The growth we have experienced since 2015 could not have been achieved without the contributions of the entire branch team. We have been incredibly fortunate to have assembled a team of professionals who support each other on both good days and challenging ones.

I will continue to support the branch as needed while Malynda and Erin transition into these new roles.

Aaron Eckert



Tim Bertrand and the Chesapeake service team worked with the North Carolina DOT Ferry Division to convert a problematic shaft line design with remote mount transmission to a close coupled arrangement.



This required close coordination with the customer, Twin Disc, and the service team to pull off this conversion. Since it was completed, the customer has experienced none of the failures that plagued the initial design.



Although the Chesapeake team is best known for our strength in the Marine market, we continue to pursue Off-Highway business.

We offer drop off service for customers, and the unit pictured was brought to us by United Rentals.

We performed the complete R&R as well as repaired the unit.



Please join us in welcoming Paul Capizola to the Great Lakes Power team in Chesapeake.



Paul joined us with a ton of experience serving as a Port Engineer for one of our large tug customers.

Paul has progressed through his training very quickly and is already adding significant capabilities to our service department.

Another thanks to the sales and service team in Chesapeake for working through our contacts in the industry to bring additional talent to our team.

Paul Capizola (left), Josh Riley ,shop foreman (right)

The Chesapeake team continues to build up our business supporting the removal, repair and overhaul of Cummins Mercruiser Zeus Pods.

To date we have focused primarily on the upper and middle section units, but as we continue to expand, we will be looking at the lower units as well.

This has turned into a lucrative business, with Cummins referring work to us throughout the East Coast.

If any branches are also interested in getting into this work, please reach out.





19th Annual
Carolina Boat Builders Fishing Tournament

Great Lakes Power was proud to sponsor and attend the 2022 Dare County Boat Builders Foundation fishing tournament July 28-30th.

This event is put on by the Carolina boat builders themselves and is a way of giving back to the community.

This tournament does not focus on large prize monies, but instead uses the proceeds to fund scholarships for local children heading to college or technical schools.

We used the opportunity to bring together some of our teams from New England to Florida to support this cause, catch up with our customers, and do some team building in the process





We welcome two new service techs! Jason May (left) and Brandon Becker (right). Jason and Brandon have mechanic experience from working together at Ron Lewis Chrysler in Cranberry PA. They are both eager to learn our product line and become an important part of our team servicing our customers.

I wanted to let everyone know that tomorrow is my last day with GLPP. However, Tim and I will be at a customer outing tomorrow so this is my last day in the office. I have received an opportunity to help grow a new company, and I could not turn down the offer. It was a difficult decision to leave this place. I have learned more from this company, its employees, and its customers than any job I've had before. It's only been 8 years, but they have been the best work years of my life. The culture of this company has always been that we support each other. If you have a question or a problem, you know that you can get help from any branch or person employed at GLPP. I have tried to give as much as I have received. I'm still in debt I'm afraid, and I don't think I'll ever be able to payoff that debt now. That being said, if there is ever anything I can do to help any of you please don't hesitate to reach out to me.

I may not get the chance to thank everyone personally but if you have worked with me over the years, please know that I truly appreciate all of the help you have given me. Any success I've had is primarily due to the knowledge and help of others. If you are new to Great Lakes, I suggest that as you learn more, and gain responsibility look for opportunities to help others in the company when you can. Their success is your success.

I would like to specifically thank Tim and the rest of the Evansville Team. Thank you to Tim, Joe, Rick, Lisa, Gerald, Jay, and Jerry. Thank you for putting up with me for the past 8 years 😊 Thank you for giving me an opportunity. Thank you for everything.

Take care of yourselves and don't be a stranger.
Trevor



Saying goodbye to Trevor Barnabee. In his 8 short years here, he's made a positive impact on our branch and lives. He will be missed.

As a small token of our appreciation, we bought him a stand-up desk for him to use on his next job just as he has used here for the past several years.

Tim Titus



A year or so ago, GLP Cincy started building a relationship with Taylor Sudden Service “Big Red” in supporting them with a variety of different reman Dana transmissions. As the relationship has grown, we’re now providing a variety of different model/part number ZF and Clark reman transmissions.

I was onsite several weeks back at Taylor in Louisville MS to provide training in diagnosing ZF transmission issues utilizing the ZF Testman program with a laptop. As it turns out, Taylor is having their yearly managers meeting that week and I was invited to their big dinner party. As we went around the group introducing ourselves, I quickly realized I was the only outsider present, all were Taylor team members.

I’m looking forward to not only the service opportunities with Taylor but also getting to know the people along the way. This is a great group of people and I’m very fortunate to have been able to make their acquaintance.

Kurt



GLP Cincy inherited the Hyster reman exchange program back in early 2020. Since that time, we've had to build new relationships with different Hyster team members across aftermarket, warranty support, production, and parts procurement. These relationships are going to forge a great program going forward. One such relationship is with Brett the Hyster warranty service manager. Brett has come to rely on GLP Cincy service/product support because we can respond and solve issues at hand fairly quickly.

One such issue is a reoccurring torque converter hub seal leak with the Dana TE32 on their high reach machines at ports in Baltimore MD. Working with Eastern Lift Truck, Dana, and Hyster it was requested that we come onsite to make an assessment of the machine once the transmission was removed.

After inspecting the transmission, mountings and taking some measurements from the flywheel/flywheel housing . We have determined that the engine is operating at a critical RPM causing excessive vibrations throughout the chassis. This excessive vibration is wearing down the torque converter pilot bore in the flywheel which then allows torque converter droop which then allows the seal to leak over time, roughly 800 hours of operation. This is still an on going evaluation more to come.





Clayton Coby

Service Manager – Quality Control

GL Power

4740 Devitt Drive

Cincinnati, Ohio 45246

513-874-4707 Office

859-653-6892 Cell

Email ccoby@glpower.com



We have a unique service agreement with Hyster. Hyster allows GLP to deal directly with the Hyster dealers and service centers as long as we bill everything through the Hyster program.

Should you have an inquiry on a Dana axle or transmission with a Hyster unit. Please contact Victor Perz, he manages the Hyster reman exchange program. The sales doc's and invoicing have to be done a certain way for Hyster to process the order. Please contact Victor directly and he will help you sell the reman exchange units through your branch.



Victor Perz

Product Service Representative

GL Power

4740 Devitt Drive

Cincinnati, Ohio 45246

513-874-4707 ext 0206

740-570-3281 Direct Dial

859-653-6892 Cell

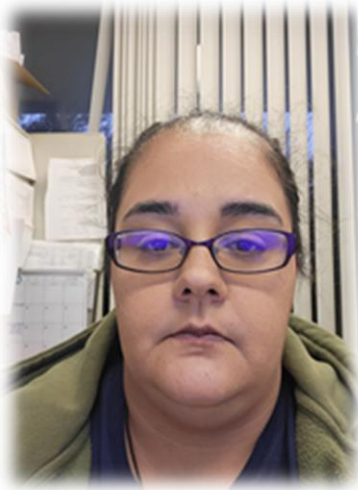
Email Vperz@glpower.com

Back in 2015-2016, GLP entered into a **Proprietary Service Agreement** with JLG in providing reman exchange ZF transmissions and axles. Part of the agreement at that time was to seed in over 280 brand new ZF axles to support the reman exchange program over a 10-year span. As fortunes may come, those 280 axles that were seeded in, shipped in less than 2 ½ - 3 years. In an effort to keep the ZF exchange program moving forward it was agreed upon with JLG/ZF to seed in an additional 700 axles. These axles were supposed to start being delivered to GLP Cincy the 2nd qtr. of 2021 but we all know the pandemic has just stifled the supply chains. Cincy finally started taking delivery of some of those axles' late 2nd qtr. of 2022 with no word yet on when the remainder of the axles will be received in, more to come later on that.



Multiple trucks are loaded and shipped like this every day with reman exchange or new seed axles and/or transmissions. Very proud of the team for all that they do in supporting each other, it's not easy but they get it Done.

A program of this magnitude cannot be successful without a great group of people committed to taking ownership in overseeing and managing every aspect. The team provides support with not only reman exchange axles but has also established a very active RR (repair return) program with JLG and its customer base. We can't list everybody involved in supporting this program, but we can name a few.



Michelle Ratliff wears many hats of responsibility!! One of her 1st priorities is to manage every aspect of the ZF axle and transmission program for JLG. She also oversees the shipping/receiving/warehouse department.



Nick Carson (aka "Matta"!!!!)
Shipping/Receiving/Warehouse



Matt Whitson is our service manager for the axle department.



**GL
POWER**

TAMPA

SALES & SERVICE
**In the
Spotlight**



Phillip and I go all the way to Puerto Rico for Chinese food ... LOL
The Ferry business is doing well for us. Since the rebuild at International Ship, there have been other issues that have come up that they call to us for assistance on. This means trips to the island, but guaranteed work for the future.



Seen in the photo are several of the ferry boats that work the island transporting vehicles and people alike, and this is only a few of them.
We currently have another ship in port that we are rebuilding another set of MGX6848SC units.



Beginning training early.....
Working on her truck is Maggie, (number 11), and
she is soon to be a big sister.....
Cheaper by the dozen!



JACKSONVILLE



Paul Greely - Interim Branch Manager

The new Paladin “Have BM Badge, Will travel”

Paul comes to us with 44 years of experience. He is known to be most proficient at losing golf balls.

We are told that since retiring, Paul has been trying to grow enough hair for a pony-tail and/or man-bun.

How long are you staying this time, Paul??



Lauren Hysler - Jacksonville Office Administrator

Lauren is a native to Jacksonville, FL. She has a background in Office Administration, with a focus in Law. Lauren has 3 children, Emily (16), Wyatt (13), and Vance (9). She has been with her husband Eric, for 21 years.

Lauren graduated Cum Laude from University of North Florida with a bachelor’s degree in Business Management. She enjoys painting, drawing, sewing, doing calligraphy and other arts in her free time. Lauren is an active participant in her home church of Promise Land Baptist, and volunteers in the nursery and sings on the praise team.



Aka “Scooby”, “River Boy”, “Bird Legs” and “God Damn Greely”





FORT LAUDERDALE



**Not meant as a teaser,
but there's a lot going
on down here!!**

Between new hires (to be announced in Q4's edition), new sales/service opportunities, the upcoming Fort Lauderdale boat show and big changes at the branch....it's too much to get into right now.

We promise to have several pages taken up next issue for the December newsletter!!! Looking forward to sharing all the exciting updates in the branch and the business going into 2023!!

John





NORTH ATLANTIC POWER

Announcing the newest EC600PC certified GLPP/NAPP techs
We just finished the training September 2nd.

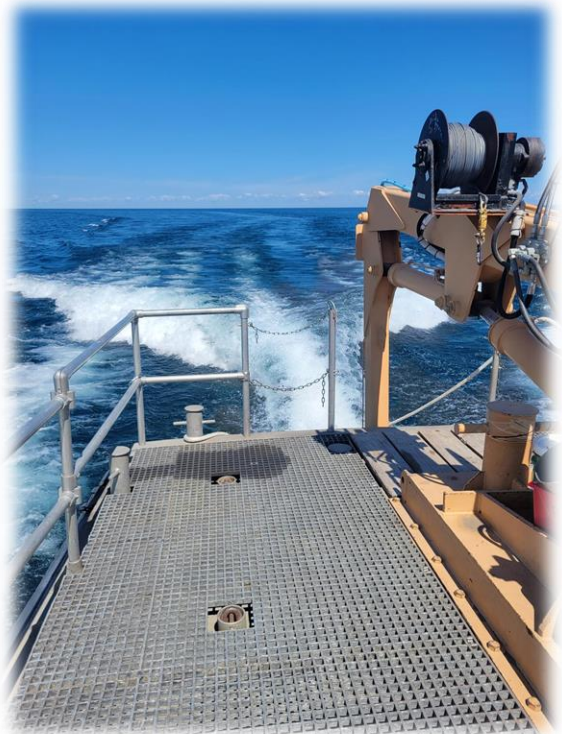


David MacGibbon, Nathan Head, Matt Goldstein



NORTH ATLANTIC POWER

Here is another one to save, recent project completed with NOAA on a research vessel. This is one of several projects we have going with NOAA to update their research vessels to New gears and Twin Disc control systems. In fact, they were so impressed with the performance improvements on this one that they want to order another of the same package of Engines/gars/controls for another boat!



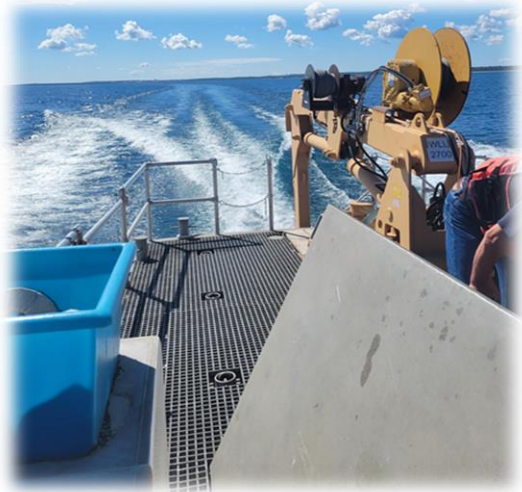
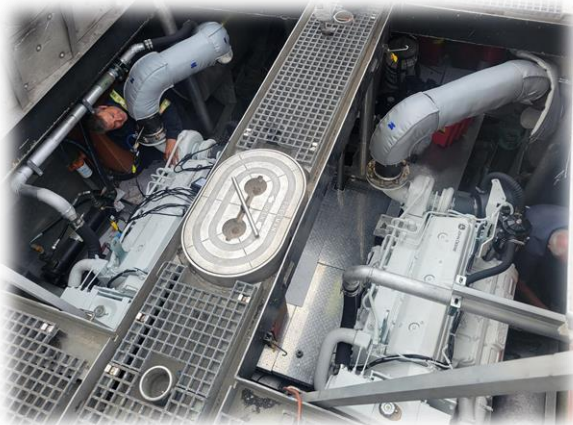
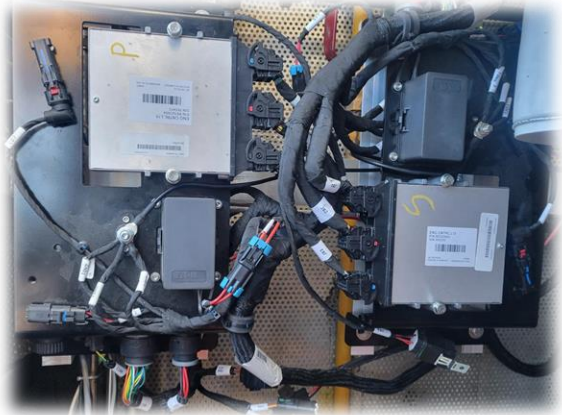


SALES & SERVICE In the Spotlight

NORTH ATLANTIC POWER

NOAA on a research vessel continued.....

This project was another good example of NAPP's team effort to please the customers!





NORTH ATLANTIC POWER

SALES & SERVICE
In the
Spotlight



We celebrated Mike McMahon's 20th year with the company this month.

We are grateful to have him as part of the team here!





SALES & SERVICE

In the Spotlight

FORT WORTH



The Brown Bear is finally up and running!



Our Part-Time Company Mascot, Ashton, is keeping a good eye on our General Manager Larry McKamy.



FORT WORTH

SALES & SERVICE

In the Spotlight

K&L is currently tackling this CF-16005-TC-00 from Staten Island.

Assembled, it is as much as our overhead crane can handle. Most of the parts are obsolete but we're up for the challenge!!!



Our Service Manager, Terry McWhirter
MAY have tackled this dinosaur a time or two in years past. ☺



FORT WORTH

WELCOME TO THE TEAM!

K&L is proud to introduce our two new Service Techs, Josh (left) and Justin (right). Welcome to the Team guys!!!



SALES & SERVICE In the Spotlight

CONGRATULATIONS!!!
Scott Arrant and Preston Clark
for getting DANA certified!!!



PTOs, PTOs, PTOs!!!! So many PTO repairs, we're running out of Kevlar Plates.





SALES & SERVICE In the Spotlight

FORT WORTH

Texas FINALLY got some rain in August. We needed rain badly; we just didn't need it all in ONE day...

DFW Airport reported 9.19 inches in 24 hours. The second heaviest day on record for any 24-hour span. (Topped only by 9.57" in September 1932.) K&L is about 5 miles from DFW Airport.



There was flooding in the area, but we are grateful nothing at K&L flooded, except the driveway.





SALES & SERVICE

In the Spotlight

FORT WORTH

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PERRY



Perry hosted a Dana Axle 101 school in September.



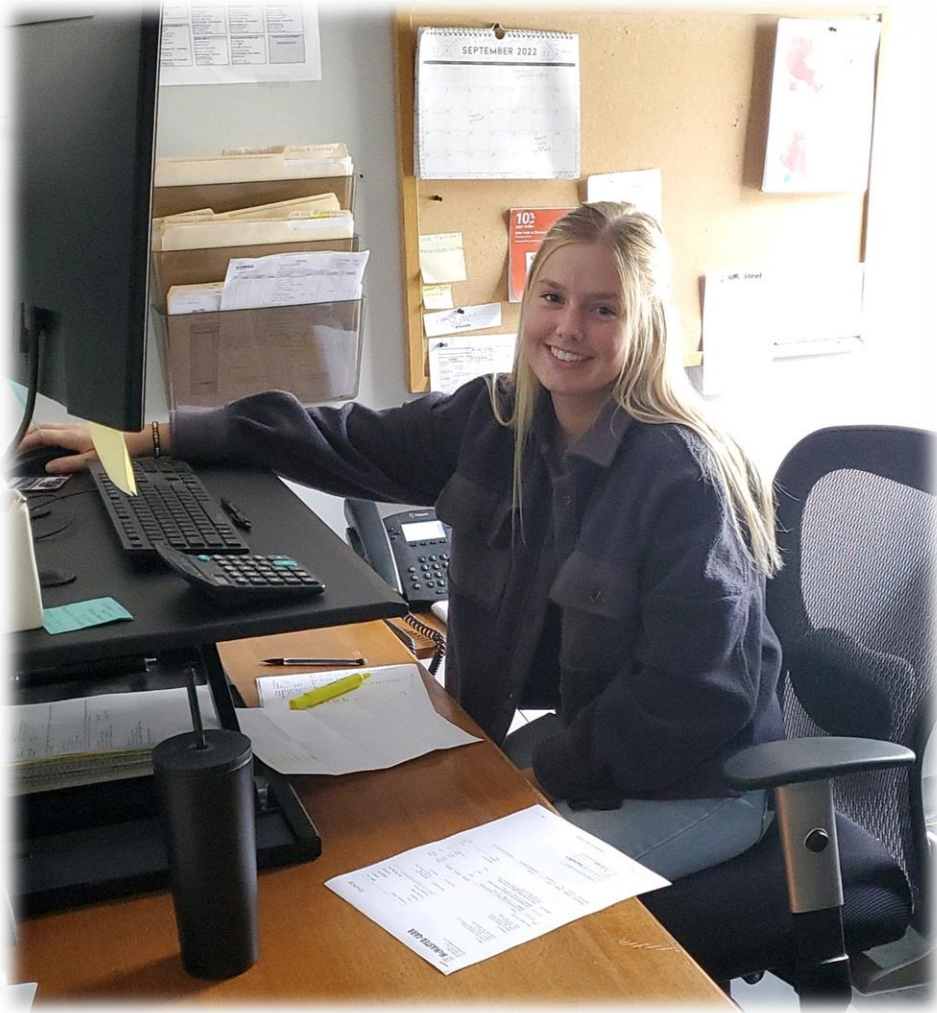
Pictured

Nathan Head – NAPP,
Jason May – GLP Pittsburgh
Adrian Mejia – Palmer Johnson
Jon Taitague – Palmer Johnson
Andre Luiz Mendes – Transmig (Brazil),
Jose Victor Mendes – ES Tractor (Brazil)

Ethan Laing – GLP Perry
Preston Clark – K&L
Scott Arrant – K&L
Rich Creecy – Dana
Joel Derbas – Dana

 **WELCOME TO
THE TEAM!**

Hannah Hudson
Service Administrator



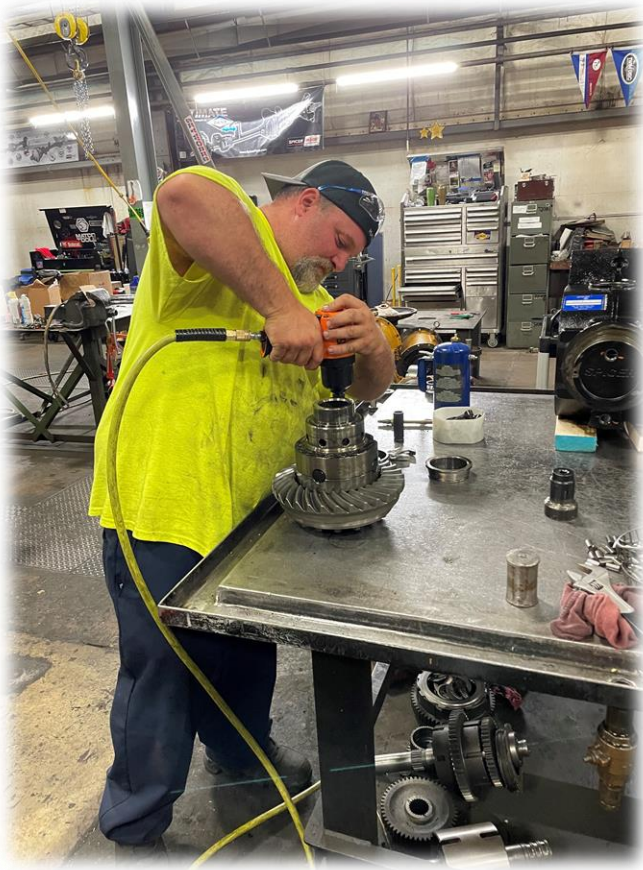
Hannah is from Geneva, Ohio and is currently in her last semester of college. She enjoys cooking, golfing, and spending time with family and friends!



PERRY

WELCOME TO
THE TEAM!

SALES & SERVICE In the Spotlight



Jeff Powers

Perry Service Technician
Grew up in Jefferson, Ohio
Has 2 sons

Jeff is a big family man. He enjoys riding atv's, working on cars, and spending time with his family at home.



Timothy Russell

Perry Service Technician
Grew Up in Madison, Ohio
Enjoys working on cars, motorcycles, and spends a lot of time with power sports. Even when Tim isn't working at GLP he is finding something to tinker on.



Guess the top three popular surveyed answers!

Name a Kevin Bacon movie

1. _____
2. _____
3. _____

What is the most often ordered pie

1. _____
2. _____
3. _____

Name another word for a "bar" that a cowboy might use

1. _____
2. _____
3. _____

Name songs with the word love in the title

1. _____
2. _____
3. _____

Name something you might see a lifeguard carrying

1. _____
2. _____
3. _____

Name questions you dread being asked at family reunions

1. _____
2. _____
3. _____

Name something you associate with a Pirate

1. _____
2. _____
3. _____

Name something you buy that is disposable

1. _____
2. _____
3. _____

Name an item you might buy in a souvenir shop

1. _____
2. _____
3. _____

Name something you associate with Andy Kaufman

1. _____
2. _____
3. _____

Name:

Submit your answers by Friday, Oct 7th
One submission per person, one time.

50 points if you get the number one answer, 25 points for the number 2 answer, and 15 points for the number 3 answer. Also, 10 points for a right answer but in the wrong place.

The one w the most points wins a prize!!



HAVE A HAPPY FALL

I hope you enjoyed this issue of “Lake Breaking News”!

This issue covered July, August and September 2022.

HOPE YOU HAD A GREAT SUMMER!

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

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

Thanks!

Chris

