



GREAT
LAKES
POWER



LAKE
BREAKING
NEWS

From the Captains Chair – Harry Allen Jr

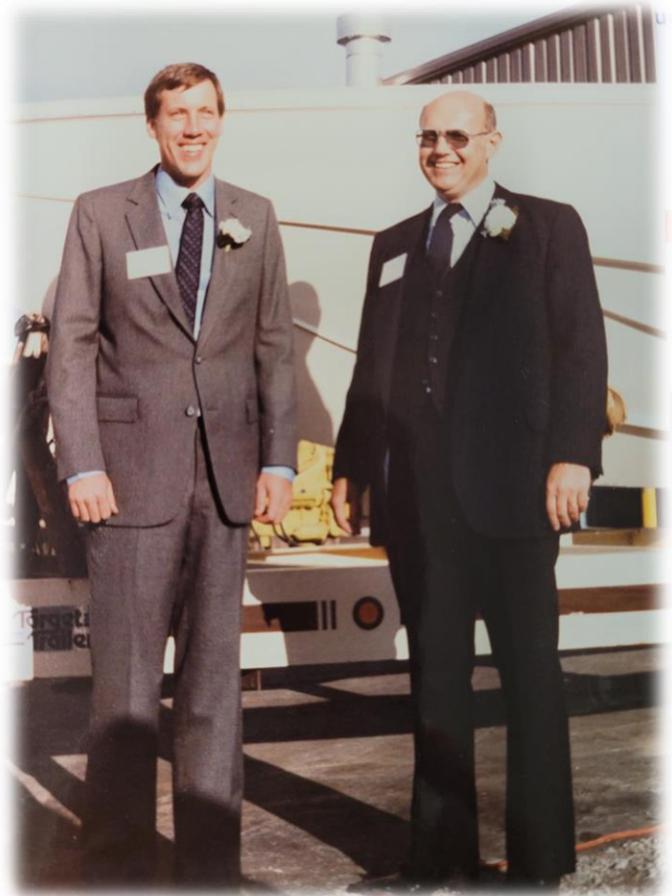
Great Lakes Power officially opened its doors **April 1st, 1973**, but it was really the culmination of an idea and a series of relationships that resulted in a new enterprise in Mentor, Ohio.

Harry Allen, Jr., had worked for Cummins Engine Company, George Engine Company, and Twin Disc Inc., and put those three business experiences together to form Great Lakes Power.

George Engine Company and Dave Bell were key partners in the business start-up, and George Engine Company provided a base of business from which to grow.

Up until this point, Meier Transmission had represented Twin Disc in the Cleveland area. However, Twin Disc was embarking on a new pro-active distributor business plan, and it was the perfect match for the new company.

Our first home was a 5,000 sq. ft. warehouse rented from Rick and Jerry Osborne Jr., on Hopkins Road.





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The first major new business was power take-off product for the growing woodchip business. It was clear that inventory would play a major role in expanding sales and a key introduction was made.



Harry's father (Harry Allen Sr.) introduced the company to Mr. Al Pike of Lake County National Bank who agreed to loan the company a lot of money with very little collateral, based on very credible business plans.



The oil and gas business, and expanding marine business through George Engine Company, was the company's early focus.





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In **1974**, the company purchased McCash Transmission Service in Cincinnati, Ohio, and Branch 02 became reality. Mr. McCash was in his 80's and we were able to benefit from his years of experience and customer relationships.

 **MORBARK** a chipper manufacturer in Winn, Michigan, became one of our largest customers and we opened a branch in Detroit in **1975** to serve that metropolitan market and to provide better service for the woodchipper industry.

Cincinnati



Detroit



1974 was also the year we looked at ways to expand our business and develop new relationships with Funk Manufacturing, Morse Controls, NEAPCO Manufacturing, and Oxy-Catalyst. We expanded our product offering in the industrial markets by making marriage vows with Dana Corporation's Wichita and Industrial Driveline Group.

As the business expanded, we outgrew the Hopkins Road facility and in **1976** bought a building at 7455 Tyler Boulevard owned by Eddie Meditz. About this time, we increased our activities in both construction and industrial products markets.

George Engine Company's interest was bought out as they were concentrating on their efforts on their new Florida Detroit Diesel Distributor business, which they named Key Power Systems Inc.



FUNK
DRIVETRAIN
COMPONENTS



neapco

Wichita
Clutch





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In **1977**, Harry initiated the design and development of a marine propulsion system, which he called the "Thru-Drive." His close relationship with the executives of the Bertram Yacht Corporation resulted in increased sales to the pleasure craft business, as well as the development of a 40' high-performance commercial/military vessel which was appropriately named "Smoke." *(Because the 2-cycle Detroit engines were over fueled to achieve higher horsepower, not enough combustion air at low speeds caused billowing clouds of black smoke during acceleration and resulted in calls to the fire department, "There's a boat on fire.")*



Our business with Andersen Equipment in Pittsburgh increased to the point where we opened a local branch in Bridgeville, Pennsylvania, in **1978**.

Another new product idea sparked the charter of a subsidiary company we named Great Lakes Power R&D. One of our keys to success in the driveline business was Dave Bell's ability to design and build special yokes and adapters, which were not available from the product line manufacturer.



In **1979**, after wrestling with several local machine shops we started Great Lakes Machine and Manufacturing to build these special parts in-house.



It was this year we truly became a worldwide supplier in marine transmissions as we signed our first long-term requirements contract with Cummins Engine Company.



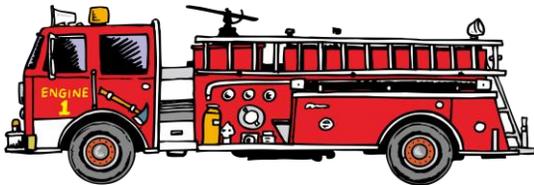


The period 1979 through 1982 was both dynamic, and onerous. The energy business was bursting at the seams and all deliveries were on allocation. The companies who gambled on speculative inventory were the winners for the first part; however, those who didn't see the precipitous fall, fell victim to this very same investment.

On a business expansion program, we negotiated to start an engine-only dealership with John Deere in Cincinnati. We called it First Power. It was an idea ahead of its time.



JOHN DEERE



May 1980, we had a catastrophic explosion and fire on Tyler Boulevard, which destroyed the facility. Propane-powered lift trucks leaked propane into the building with the fumes accumulating at a firewall on the south end of the building. An electrical spark from a compressor from one of the vending machines set it off and the rest is history.

The financial loss and turmoil that resulted set our business plans back at least two years; however, our team remained strong, and we learned a great deal from the experience.

Anyone who was in our employ during the summer of 1980 will never forget those hot days in the rented warehouse on Tyler Boulevard and the cooperation from the employees who worked elbow-to-elbow, desk-to-desk in very close quarters.

The branches grew up during this time, as they had to accept more and more responsibility to serve our customer base.



PROpane AND overhead tanks, apparently for lift trucks, were hoisted out of the Great Lakes Power Products plant on Tyler Boulevard, Mentor by firemen Saturday morning after a series of explosions occurred. No one was found to be in the building at the time of the first blast. Fire Chief Alfred G. Howells could not say at press time whether the blast or the fire came first. (Photo by Ed Sobel)





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We had a grand opening at the new facility on Tyler Boulevard (which we opened on **April 15, 1981**) and in the fall of **1981** celebrated the opening with a party that included a hot air balloon, Cleveland Cavaliers' cheerleaders, magicians, artists, and a memorable dinner at an executive reception at Quail Hollow.

With the tremendous decline in the energy markets, we were looking for new opportunities to redirect our significant investment and personnel resources and we purchased the Paragon Gear Division from Twin Disc in February of **1982**.

We also added a 30,000 sq. ft. addition to the Tyler Boulevard facility, which we opened that fall.

The next year we purchased West Virginia Engine & Transmission in Charleston, West Virginia and we opened a new facility in the suburb of Nitro.

There were now five branches and they represented slightly more than half the company business.



Mike Stewart





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While reviewing a business acquisition candidate the company was introduced to the name Hyster. Although the specific product being evaluated was construction equipment, Paul Shope was asked to contact Hyster to learn more about the Hyster Company and distributor opportunities. The Hyster visit certainly changed the course of Great Lakes Power.



HYSTER



As a result of these discussions the Hyster factory dealership was purchased in Detroit in March of **1984** and the Great Lakes Power Lift Division was formed, and we sent Paul Shope off to get it all started for the first 6 years. After that, this Lift Division headed up by Denny Dmytryk.



Great Lakes
Power Lift



Later that year the Hyster dealership from the Morrison Company, which had operations in Erie, Niles, and Akron was added. The Akron store was moved to North Canton and in October a branch in Brookpark was opened. The new business was named "Great Lakes Power Lift Ohio."



Business moved at a very fast pace during the late 80's. The **1985** purchase of the Twin Disc assets of Cummins Cumberland preceded the opening of the Evansville branch. That same year a new 25,000 sq. ft. facility was built in Detroit for the Power Lift Division.

Evansville



In **1986** the corporation was restructured. It became a Sub-Chapter "S" Corporation and a new "Service" company, which was called Great Lakes Power Service was created. We started the Service to effectively manage all aspects of our service, rents and repair business.



GREAT LAKES POWER SERVICE



Discussion in **1987** with George McKeown concluded with our new MQN division, which was a flagship GE motor distributor and the first ever Delco motor distributor. At the time, MQN was located at the corner of Route 615 and Route 20 in Mentor.



Not all things in corporate life go as planned and, after a long battle of trying to do business in West Virginia we finally succumbed, much to the dismay of WV native and our controller, Sue Tackett. Paragon's Power Max product line and certain other assets were sold to Twin Disc.



With the Hyster Company preoccupied with restructuring company to take it public, our efforts to increase market share in Ohio were an uphill battle and we sold some of the assets to the Quimby Corporation. We retained the Canton service facility where we concentrated on the Straddle Carrier business.



The following year, **1989**, Hyster announced the discontinuation of their Straddle Carrier product offering, opening the door for our remanufacturing business. We also went to Seattle and purchased Twin Disc's torque converter reblading business from Bowers Machine. Three years later we purchased the manufacturing rights for the Twin Disc J6500 and J10,000 Universal Joints.



The **early 90's** was also a time when we began to make significant strides in increasing the Hyster market share in Michigan; first, with Ford and then in a big way with GM. Our Powerlift team had the idea to try electric trucks in GM's malleable and grey iron foundries. **BINGO!**



In an effort to expand our products and service in the industrial market, in **1993** we negotiated with the Weatherhead family to purchase the assets of Prodco Company which was in the business of selling Atlas Copco air compressors, Ingersoll-Dresser pumps and fluid power products manufactured by Parker Hannifin. The business was moved from Lakeland Boulevard to Tyler Boulevard and subsequently to a new branch we opened in Brunswick, OH in **1994**.





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In **1994** Great Lakes Power's President Harry Allen made the decision to build a state-of-the-art diesel-powered endurance racer that would be the ultimate signature for the quality and reliability of the marine products Great Lakes sells and services worldwide.



It started with a special composite 46' English built Cougar hull which was modified to accommodate triple Caterpillar diesels and Twin Disc Arneson surface drives.

Great Lakes Power's management team assisted Richard Quandt, the project's engineer and crew chief in designing and specifying the 18,500 pounds of engines, hardware and equipment that would be added to the 5000-pound hull. It incorporated several first-time design features many of which are still used in high performance boats today.



The Spirit of America project was a culmination of Harry's long-time interest in offshore power boat racing which started with Cummins Engine Company in 1965 along with his dream of piloting the fastest boat from Miami to Nassau and back. The team's first record was set on a 3 hour and 3-minute run from Toledo to Buffalo in **1996**





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April of **1994** marked the introduction of a “new look” for Great Lakes Power with the creation of 11 business teams sporting the masterful green jacket. The endurance racer “Spirit of America” was introduced along with company prerequisites for exemplary performance in all aspects of business, from lift trucks to drivetrains.

In **1995** Great Lakes Power Lift expanded its facilities by opening branches in Saginaw in January and Livonia in July – the same year the “Spirit of America” Foundation was incorporated. Also, that year we opened a new facility at Liberty Park in Mentor, Ohio, to accommodate the straddle carriers.

On **May 19, 1996** the “Spirit of America” racing team was successful in capturing the Sun Coast to Gold Coast Victory Cup, while the “Spirit of America” Safe Boating Education Program extended their classes to Lorain.





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In **1995**, Great Lakes Power Lift expanded its facilities by opening branches in Saginaw in January, and Livonia in July, the same year the “Spirit of America” Foundation was incorporated. The endurance racer also set a new record across Lake Erie from Toledo to Buffalo, a 240-mile run, which it bettered again in **1996**.

1997 helped us prepare for a very active **1998**. It started with the decision to add 11,000 sq ft to the Warren Power Lift facility and the opening of a new 46,000 sq. ft. straddle carrier facility at 8200 Tyler Boulevard.



The late 90's were highlighted by growth in the material handling business and our partnership with Hyster and General Motors.

On the heels of this success was our role as supplier to the Ringhaver Corporation for significant marine transmission business supply to Sea Ray.

Our abilities to grow the pump and air compressor business proved frustrating and in **1998**, the decision to sell off the Prodco business was made along with the MQN electrical division.



HYSTER

GM



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The summer of **1998** marked the grandest party to date – our 25-year celebration where we hosted customers, suppliers and employee families at the foot of 9th street in Cleveland. All of us will remember the activities at the Rock and Roll Hall of Fame and the Science Center, tours of the William G. Mather and our dinner cruise on the Good Time III.





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In 1998 we brought on board Richard Pennza through an opportunist relationship with Bob Reitman, United Way of Greater Cleveland.

Rick came in as CFO, and later became CEO



In 1999 and 2000 we redirected our focus on our core business of material handling, engineered products, service and manufacturing. We reached an agreement with the Duffy family to purchase the Twin Disc portion of W.A. Kraft business in New England, and in Georgia. The deal was closed in November **2000**.

We later spun off the Georgia portion of this business to Twin Disc. We also started the Power Rents Division in an effort to diversify our base of business for our Liberty Service Division. Great Lakes also hosted the Twin Disc distributor meeting considered by many to be the most enjoyable ever.

During the late 90's our lift personnel developed a relationship with Bill Haarz who owned Universal Ramco and was a key supplier to Ford as well as a dealer for Ford Motorcraft parts. We reached an agreement to purchase Universal Ramco in the spring of 2001 and moved the company from St Clair Shores, Michigan to Warren, Michigan.

At that time, a decision was made to move the Livonia, Michigan operation to Taylor, Michigan for strategic reasons. The Power Products Group took over Ramco's facilities for a short time before relocating to Taylor in the summer of **2003**.

With the on-going nationwide consolidation of rental houses in the early 2000's, the decision was made to exit the Power Rents business **June 30, 2003**.

The stress of 9/11, transition in the automotive business in Eastern Michigan and actions by one of our major suppliers took a toll on our Michigan based businesses. We sold the Motorcraft franchise and restructured our Lift Division organization.





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In **2005** we consolidated the Northern Ohio service center into a 60,000-sf facility in Perry, Ohio.



The next year, **2006**, we completed construction of a 23,000-sf facility for our North Atlantic Power subsidiary in Exeter, New Hampshire.



In **2007**, Great Lakes Power Service reached agreement, under the leadership of David Allen, with the Dana Corporation to purchase the assets of their Statesville, North Carolina service center. Another Statesville facility was then established for our US Power subsidiary.



Grand openings continued in **2008** with the opening of our new Evansville, Indiana branch in the Vanderburg Industrial Park.



In March of **2010**, Great Lakes Power Service unveiled the new ST35 Straddle Carrier, designed by Harry Allen III, the first unit under contract with the Timken Company.



[Straddle Carrier Manufacturer](#) | [Great Lakes Power](#)



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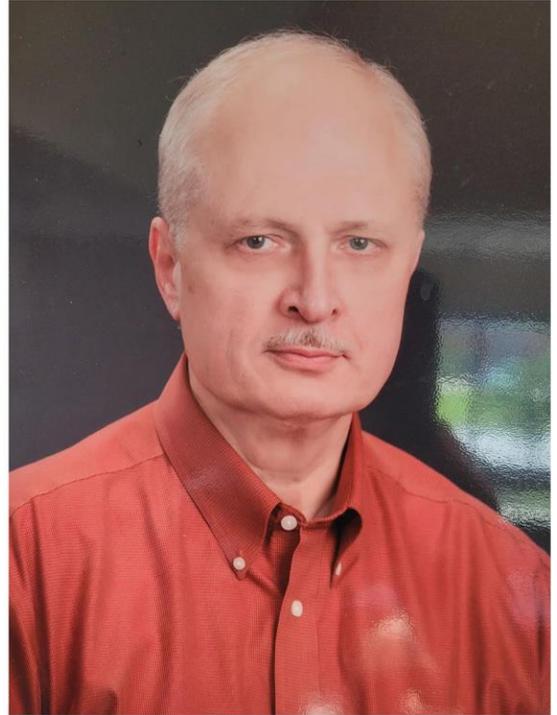
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LONGEST
SERVING
EMPLOYEE

46

YEARS

Charlie
Rother



When I retire, I never want to hear the word "Paragon" again !!

Quote # 159 "IF HE NEEDS THE PART'S, HE'LL BUY THEM." C.R. 3-8-05

"Well sir, I've heard of that assembly, I'll have to look into it and call you back.
This could take awhile"



All the below employees with 25 yrs and up, have their own stories, and I can tell you about each one! As you read this there is a whole new generation of team members that are or will be making their mark with the company.



To all we are eternally grateful for your lasting contributions!

Harry L Alluf



David Bell
3/01/73



Paul Greely
1/15/77



Esther Molder
8/30/77



Charlie Rother
9/01/77



Sam Profio
1/01/78



Dave Ulle
7/06/81



Paul Shope
6/01/82



Joe Pavlic
10/08/84



Marie Kovacich
4/01/85



Elaine Martin
10/07/85



Doug Frank
2/10/86



Kevin Hammons
8/04/86



Les Walbeck
6/01/87



Chuck Hancock
8/04/87



Bruce Hoffman
8/15/88



Brian Frank
8/29/88



Gary Nicholson
6/06/89



Keith Sargent
9/05/89



Tom Spangler
11/01/89



Steve Hatting
4/09/90



Diane Silberg
9/4/90



Bill Long
10/14/91



Steve Galbos
1/01/93



Harry Allen III
7/01/93



Trina Brown
9/16/93



Denise Monty
7/01/94



Tim Titus
4/06/98



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PUZZLE PIECES

- FEBRUARY 2004** – Brent Grover and Dennis Eckart started directorships and continued until December of 2012
- NOVEMBER 2007** – Acquisition of Metropolitan Diesel
- DECEMBER 2012** – Sale of the Power Lift Division to Alta Equipment
- FEBRUARY 2015** – Acquisition of Twin Disc Mid-Atlantic
- SEPTEMBER 2015** – Acquisition of Twin Disc Southeast
- MARCH 2016** – Opening of Moorestown, New Jersey location
- AUGUST 2018** – Miami location moves to Fort Lauderdale
- SEPTEMBER 2019** – Acquisition of K&L Clutch
- 2021** – Acquisition of J&M Clutch and Transmission



AGREEMENTS



JULY 2005



AUGUST 2013



MARCH 2016



JANUARY 2018





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BUT WAIT! THERE'S MORE!

AGREEMENTS

NOVEMBER 2018 - Great Lakes Power offers Hamilton Jet! HJ is recognized worldwide as the leader in waterjet propulsion systems bringing together the most advanced waterjet propulsion technology and innovations to suit all types of inshore and offshore vessels including pilot, fire, search and rescue, patrol, military, fast ferry, wind farm, fishing and recreational marine propulsion applications.



AUGUST 31ST, 2021 "Great Lakes Power is excited to expand our nearly 50- year relationship with Twin Disc by supporting sales and service of Veth Propulsion products," said Harry Allen III, Vice President of Great Lakes Power. "Veth adds additional highly engineered propulsion and thruster solutions for our existing customer base and new target accounts."



July 2022 - Great Lakes Power offers Parallel Hybrid Transmissions (PHT) and Hybrid Electric Solution Packages (HESP) designed for both marine and industrial heavy-duty use in applications where combining two sources of power, diesel and electric, in one drive system is beneficial.



March 23, 2022 - Torqeedo is welcoming a long-time marine powertrain specialist as the newest distributor to their global distribution network. Great Lakes Power, headquartered in Mentor, Ohio, specializes in distribution, service, manufacturing, and engineering of powertrain solutions.





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Groundbreaking Ceremony Kicks Off Construction for Great Lakes Power's New World Headquarters

July 14, 2021 – Great Lakes Power Products celebrated the beginning of the construction phase of the company's new 150,000 square foot world headquarters in Madison, Ohio.



Coming in 2023 -



Great Lakes Power, 1973 Great Lakes Way, Madison, Ohio 44057

GRAND RIVER
GATEWAY
BUSINESS PARK

LAKELAND
THE CONSTRUCTION GROUP



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Great Lakes Power Products celebrates their 50th year in business, while Twin Disc has celebrated their 100th!!!

