

Provider of mission-critical power generation equipment, parts, and service for the Mid-Atlantic region.



Summer 2019

Power Generation *PULSE*



Celebrating 75 Years of Power Generation Service Excellence

The Baltimore Museum of Industry was the perfect setting for Curtis Engine's recent 75th anniversary bash. Over the decades, Curtis Engine has evolved into the Mid-Atlantic region's leader in providing world-class power generation equipment and service for commercial, institutional and government customers. Many of those customers—along with current and former Curtis Engine employees—joined other well-wishers for, as Baltimore Snap reported, **"a night of good food, good drink, and good memories."**



The Buzz at the Bash

Mike Gill, Board Member and Investor

"I'm amazed every day by the 55 or 60 Curtis team members. When they get up in the morning, it's all about the customer. The other remarkable thing is the chemistry of our people, how they interact with each other, the respect they show for one another. Internally, everyone sees the other person as a customer—how can we help each other be successful? It's customer service on two levels."

Ally Tyler, Local Business Owner and Friend of the Company since the 1950s

"My father was a good friend of John Chapman, one of the original founders, and we had several business dealings with them back then and later after Tom Koch bought the company. The secret of their longevity? They've been able to react to changing times and handle the ups and downs."

Tom Koch, former President of Curtis Engine, 1973 – 2006

"As former president of Curtis Engine for 33 years, I'm proud

The celebratory crowd, which numbered more than 150 people, included Curtis Engine board members (from left) Tom Holland, Harold Green, Mike Gill, Brian Kroneberger, Harry McDonough, Curtis Engine COO Paul Koch, and Curtis Engine President/CEO Trip Harrison.

(Photos courtesy of Sloane Brown/Baltimore Snap)

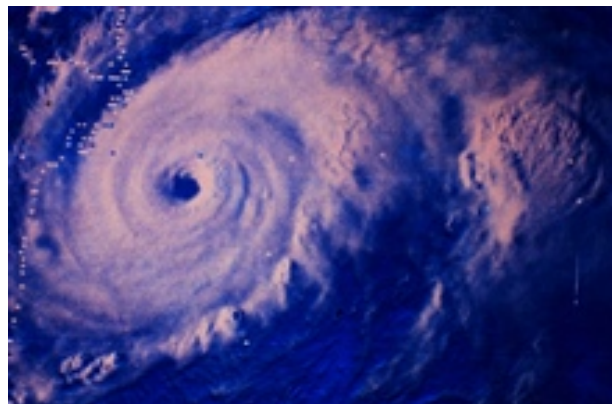
See More Photos from Our 75th Anniversary Bash

to say that the company has made it so long. It's a tribute to offering good service, 24 hours a day and seven days a week. People appreciate it and they'll stay with you because of it."

Read More Buzz

Safety News: Do You Know?

3 Ways to Prepare Now for the Next Hurricane



Calling for a near-normal hurricane season, NOAA predicts four to eight hurricanes this year – including two to four major hurricanes. **National Hurricane Center** data show that at least 13 hurricanes affected Mid-Atlantic states between 1995 and 2017. Many of us have vivid memories of Hurricane Isabel in September 2003, one of the most destructive tropical cyclones to ever hit the Baltimore area. All it takes is one powerful storm to wreak havoc on communities in its path.

We don't know when the next hurricane will arrive—or at what force. But we do know enough to prepare. And now's the time to do so. No business should be scrambling for a generator or requesting urgent service as a big storm advances or passes through. Here are three ways to prepare now for the next hurricane.

1) Weigh the Costs of a Potential Disruption

Each of the **top five U.S. hurricanes** cost over \$50B. Business outages comprise a meaningful share, with estimates of **\$100K** up to **\$450K** for a *single hour* of downtime for mission-critical IT servers and networks. If you experience an outage for a few hours, days or even weeks in the wake of a hurricane, your costs could be monumental.

For mission-critical businesses, whose loss of electric power could impact human safety or security, the potential cost of an outage extends well beyond financial considerations. There are also **local laws and industry codes** to comply with. Weigh these costs to help shape your business continuity plan and investments.

Read More about Preparing for a Hurricane

Curtis Throwback

"19th Hole" Cruises Sparked Client Connections in the '80s and '90s



Curtis Engine has long been known for taking care of its customers. Between 1988 and 1992, as many long-time clients and industry partners vividly remember, those customer care efforts took on a nautical flavor from May through September. Every Monday evening around 6:00 p.m., Curtis sales team members would host key customers for a drink or two and a sunset cruise on the Baltimore Harbor aboard

then co-owner Tom Koch's 46-ft. Chris-Craft cruiser. Under the steady hand of Captain Steve Smith, "19th Hole" would motor up the Inner Harbor, down to the buoy that marks where the ship carrying Francis Scott Key was anchored during the bombardment of Ft. McHenry, and back to the marina in Canton.

Usually 10 to 15 guests, including electrical contractors, engineers, suppliers and other VIPs, were aboard for the two-hour excursion. Notable passengers included Baltimore mayors William Donald Schaefer and Kurt Schmoke.

As the saying goes, "A rising tide lifts all boats." For Curtis Engine, those "19th Hole" cruises gave a big lift to customer care that continues to define the company 30 years later.

Contractor Corner

Best Practices for a Successful Generator Set Installation

In this issue of *Power Generation PULSE*, we examine the question: What is involved in a successful generator set installation? To come up with the answers, we spoke with three of Curtis Engine's longtime electrical contracting partners.

Don D'Amato, President Electric Advantage

A successful generator installation has to start with a good understanding of the generator's purpose. There are three main purposes:

- *Life safety:* Generators that support protection of people in a building or helping to get them out of the building. Life safety systems include fire alarm, sprinkler, elevator, and emergency/egress lighting.
- *Optional standby:* "Wish list" generators that, for example, prevent a data center from going down or keep an apartment's swimming pool pump running.



- *Legally required:* Code-mandated generators that provide, for example, a backup power source for a fire pump or an elevator in a senior living center.

**Find Out More about What
Makes a Great Installation**

Top Trends

CHP LOOKS BETTER THAN EVER TO A GROWING LIST OF ENERGY CUSTOMERS

Cogeneration—combined heat and power—although proven to be remarkably cost-effective and efficient when properly applied, has yet to enjoy the kind of widespread understanding and acceptance it deserves in North America. However, that may be changing thanks to the recent emergence of powerful combined heat and power (CHP) systems, along with substantial shifts in the external factors that influence energy choices.

In fact, a wide range of companies and organizations are beginning to realize the cost and environmental benefits of CHP systems. As a result, installations around the world continue to expand.

Click [here](#) to learn how CHP is proving to be a winning bet when it comes to handling the round-the-clock high energy demands of the Horseshoe Casino in Baltimore.

Curtis in the Community

Helping Eagles Summer Basketball Camp Fly High

Hoops season might seem a bit far off, but that didn't deter Curtis Engine from getting in the game this summer as a first-time sponsor of the Eagles Basketball Camp presented by Northeast High School in Pasadena, Md.

More than 70 boys and girls ages eight to 16, outfitted in team t-shirts with the Curtis logo, convened at the high school every weekday during a five-week stretch in June and July for full-day sessions of basketball practice, training, skill development and games.

It's all part of Eagles boys head coach Roger O'Dea's summer basketball camp, now in its fifth year. Assisting coach O'Dea were Lady Eagles coach Mike Parker and several varsity players, including sophomore small forward Gage Bowers, son of Curtis Engine's Accounting & Human Resources Manager Jennifer Bowers.



On the Front Lines: Recruiting and Employing the Best

How do we find disciplined and loyal service technicians who have prior leadership experience, who know how

to follow protocols, and who are eager to learn new skills?

At Curtis Engine, we have discovered that **military veterans** embody these qualifications and represent the future of our company. In every issue of *Power Generation PULSE*, we honor our veteran employees and acknowledge their service to our country and our customers.



Fredy Vallecillo has been a proud Generator Technician with Curtis Engine for more than a decade. He started cultivating his engine and equipment maintenance skills in

high school, during which he completed the Junior Air Force ROTC program. He honorably served in the U.S. Air Force from 1988-1992, earning the rank of E-2 Airman Technician while being deployed to Germany and Finland. Post-military, he was in charge of the submersible pumps used in the construction of the new Woodrow Wilson Bridge.

At Curtis Engine, he enjoys the challenge of working for mission-critical customers including police and fire stations, 911 centers and medical labs. He is valued by his coworkers and supervisors for his ability to work well independently or with a team. "Working at Curtis Engine is like being in a family," he says. "We all help each other."



Ramiro "Rambo" Paucar joined Curtis Engine more than 10 years ago. He brings 15+ years of experience working on turbines and generators to his

position of Generator Technician. In the U.S. Navy, he served from 1997-2001 and attained the rank of Petty Officer Second Class. Looking back at his service, which included a Mediterranean deployment aboard a guided missile cruiser, he's "very proud to have served the greatest country in the world." He brings a wealth of knowledge from his Navy training as a gas turbine mechanic to the Curtis Engine service team.

"Rambo" was nicknamed at a young age by cousins who thought his long hair and headband resembled the iconic Sylvester Stallone movie character. He loves what he does at Curtis Engine and has a stellar reputation amongst his supervisors and coworkers for being incredibly responsible, honest and accountable.

Project Spotlight

Green Leaf Medical, LLC *Frederick, MD*

Six years after Maryland legalized the use of marijuana for medical purposes, the state's cannabis industry is well established with 15 licensed companies. Having provided emergency backup power solutions for a half-



office/administrative area, five grow rooms, a vegetation room and an irrigation room. Phase

dozen Maryland medical cannabis growers to date, Curtis Engine has played a significant role in the growth of this industry.

Kevin Murphy, project manager at **TEI Electrical Solutions**, worked with Curtis Engine on the backup power system for **Greenleaf Medical, LLC** in Frederick, Md. Greenleaf, which sells cannabis to dispensaries throughout the state, has a facility capable of growing up to 5,000 plants at a time.

Curtis Engine supplied and TEI installed an MTU Onsite Energy 550kW Series 1600 diesel genset and an ASCO Series 300 automatic transfer switch. The project was completed in 2017.

CHALLENGES: Greenleaf's growing facility is planned in two phases. Phase I consists of an

It will include two more vegetation rooms and five more grow rooms. Curtis Engine met this growth challenge by specifying a system that can handle both current Phase I backup power needs and future demand in Phase II.

SOLUTION: According to Murphy, "Curtis delivered the product, in every respect. They were prompt on materials, prompt on responses, and prompt on O&M manuals. The generator was fueled and ready for the owner when we turned it over. Since then, Curtis's customer service has been excellent."

THE BOTTOM LINE: "One of the best practices in the cannabis industry is to have a backup power solution. Curtis Engine has put their stamp on the industry in this mission-critical area," said Murphy.

Learn More About this Signature Project



Curtis Engine & Equipment Co., Inc.

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