

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



Summer 2020

Power Generation *PULSE*

Business Team Spotlight

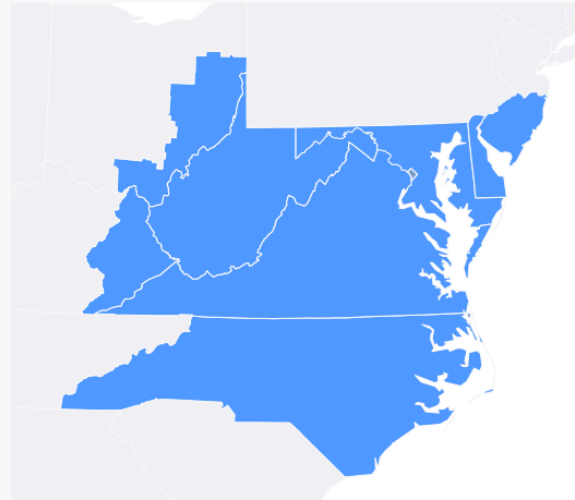
Customers Benefit from the New Curtis Power Solutions

In early July 2020, Curtis Engine and Western Branch Diesel's Power Generation division **announced a merger** that yields expanded resources and territory for the newly created Curtis Power Solutions, LLC.

What does this mean for customers?

The consolidation of two well-known MTU distributors with over 150 years of combined experience in the power generation market allows the combined company to leverage this expertise across a territory that now covers the entire Mid-Atlantic region as well as portions of Ohio and Kentucky. With over 100 employees, we are able to provide additional capabilities and flexibility in responding to customers and assisting them with complex power projects and service needs.

"Leveraging the Indel Power Group territory including Kentucky, Ohio, North Carolina, Virginia, West Virginia, Maryland, DC, Delaware, and southern New Jersey will position Curtis Power Solutions to be a powerhouse in this target-rich territory," said Dave Johnson, CEO of Indel Power Group Companies and Chairman of the Board, Curtis Power Solutions.



Curtis Power Solutions' expanded service territory now includes Virginia, North Carolina, West Virginia, Maryland, DC, Delaware, southern New Jersey plus parts of Ohio and Kentucky.

**Read More About Curtis
Power Solutions**

NEWS FLASH!

Curtis Power Solutions Expands Cell Site Service Partnership with Major Telecommunications Provider

Service Team Tested by Tropical Storm Power Outages

Curtis Power Solutions has recently expanded its eight-year presence as a wireless cell site service provider to one of the nation's leading telecommunications companies, adding

Paving the way for the contract expansion were the close professional relationships that Curtis Power service techs have developed with the customer team. "A crucial quality for a

southern New Jersey, Delaware and eastern Pennsylvania (including the Philadelphia metro area) to a region that already includes Maryland, Virginia, West Virginia and Washington, D.C.

This expansion is the result of a contract extension that increased the number of wireless cell towers serviced by Curtis Power from 1,600 to more than 2,900. Also covered by this contract are 60 mobile generators.

The new contract has increased Curtis Power's service team for this customer by four new technicians strategically located in New Jersey, Pennsylvania and Delaware. The service vehicle fleet has also grown with the purchase of four new trucks.

The expanded team is responsible for all **routine and annual maintenance**, repairs and **emergency callouts** (if equipment fails) in the service area. Routine maintenance includes full oil and filter change, inspection and transfer testing of **automatic transfer switches** (ATSs).

generator service provider is having clear communication with the customer. That means asking the right questions," said Chris Robinson, Service Operations Manager.



More About Our Cell Site
Service Team

Isaias Call to Action: Be Prepared for Seasonal Power Outages

If anyone needs a reminder of how disruptive hurricanes can be, look no further than Isaias. In July, Isaias became the earliest ninth-named storm to make landfall in the United States, breaking a record set in 1916. The storm's powerful winds caused **one of the largest power outage events ever recorded for a Category 1 hurricane**, with over 6.8 million customers losing power.

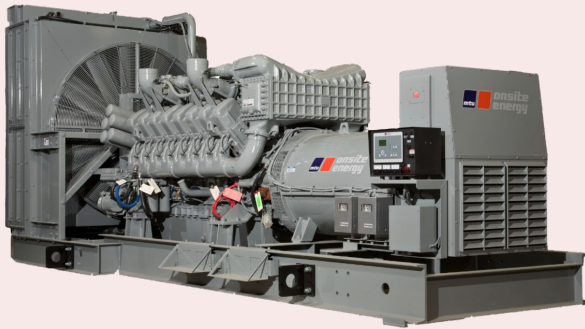
As Isaias raced up the Atlantic coastline, MDV SpartanNash, one of the largest food distributors to the U.S. military, recognized that its warehouse in Norfolk, Virginia was at risk. The company wanted emergency power backup to prevent losing refrigerated and frozen food supplies. Curtis Power Solutions delivered one of its 70 rental generators (a 1000 kW unit, shown above, including transformer and medium-voltage cable) to the site, ensuring MDV SpartanNash could continue functioning as an uninterrupted food source for military commissaries and post exchanges.



Unplanned power outages can last a few hours or extend to periods of several days or longer. While not every named storm hits every region—and not every power outage is caused by seasonal storms—it pays to prepare for service interruptions caused by the high winds and precipitation of seasonal storms.

Learn the Four Ways to Prepare for Your Next Seasonal Power
Outage

A Passion for Giving Customers the Best Possible Experience



The July 2020 announcement of the **business merger** between Curtis Engine and Western Branch Diesel's Power Generation division was enthusiastically endorsed by **Rolls-Royce Power Systems**, a global provider of power generation solutions under the MTU brand. Both entities in the merger have a long history of proudly supplying and servicing MTU power generation systems, so the creation of Curtis Power Solutions, LLC

serves to leverage their combined experience to the benefit of customers in North America.

MTU America's Director of Power Generation Sales for North America, Al Prosser, commented on the merger, "With almost 150 years of experience between them, the merger of Curtis Engine and Western Branch Diesel's Power Generation division will create a very strong partner for East Coast power generation. The individual strengths of each of these companies, combined with the synergies demonstrated already, create a powerful force in the energy industry. We're excited for them to proudly represent the **MTU** brand! I cannot be more excited for both Curtis and Western Branch employees, shareholders and their customers. They are truly passionate about giving customers the best possible experience."

Eye On Engineers

Curtis Power Solutions Continues with Lunch & Learn Sessions Despite Pandemic

Despite the ongoing Covid-19 pandemic, Curtis Power Solutions' Lunch & Learn sessions for our engineering partners have continued throughout Spring 2020 via Zoom meetings. These sessions, which last approximately one hour and are offered by request, are conducted by members of the Curtis Power Solutions engineering team.

Curtis's engineering partners must have their Maryland professional engineering licenses renewed every two years. Engineers who depend on continuing education unit (CEU) credits to accomplish that goal have found that ways of obtaining CEUs have been limited by the pandemic, as professional development hours normally are obtained through in-person workshops and other trainings. Participation in our virtual sessions proves valuable to engineers because they each earn .1 CEU credit, equal to 1 professional development hour (PDH).

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More

Maryland Temporary Covid-19 Medical Structures

The Fort Washington Medical Center in Prince George's County, Maryland, was the first hospital in the nation in May 2020 to install a modular ICU unit dedicated to the in-patient treatment of people suffering from Covid-19 infection. The **STAAT Mod** (Strategic, Temporary, Acuity-Adaptable Treatment Modular) units were subsequently installed at six other hospitals in Maryland, and Curtis Power Solutions was selected by the Maryland Department of General Services to provide 17 150 kW generators, automatic transfer switches and fuel tanks to these facilities, another temporary ICU at the Baltimore Convention Center, and two major coronavirus testing stations in the state. Altogether, Curtis Power Solutions currently has 24 units on rent for Covid-19 facilities.

Critical Services During Critical Times

During the evolving Covid-19 pandemic, Curtis Power Solutions is serving a pivotal role in providing **critical services** throughout the Mid-Atlantic region. The latest drive-through testing sites supported by Curtis are Six Flags America theme park in Prince George's County, Maryland, and in Smithsburg in Washington County, Maryland. Curtis Power Solutions is providing the **hospitals and testing centers** with normal and emergency power generators, and the team is inspecting each generator every week to proactively ensure optimal operations and to detect any down-time threats before they occur.



Technicians are also checking **fuel levels in the generator systems** weekly, and schedule fuel deliveries with enough lead time to avoid fuel shortages. Said Vice President of Power Gen Sales & Engineering – North Region Alan Koch, "Gaines Oil Company is a trusted fuel provider for us. It's always tough to guarantee fuel delivery. They understand the critical nature of these facilities and are nimble in working with us to stay ahead of the fuel demands."

Read More About Hurricane Season's Double-Threat to Continuity



Curtis Power Solutions, LLC

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