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beyond.



Summer 2022

Power Solutions *PULSE*

Top Story

Expanded *mtu* Territory Strengthened; South Region Sales Off to Record Start

As Newest Addition to CPS Team, Alternative Power Sources, Inc. Brings a Quarter-Century of Excellence

The acquisition of Alternative Power Sources, Inc. (APS) on March 4, 2022, provided Curtis Power Solutions (CPS) with an instant presence in western Pennsylvania, including the Greater Pittsburgh area, West Virginia, and eastern Ohio. Large high-end customers AT&T, Verizon, and Comcast are within a 200-mile radius.

With over 25 years in the industry, APS provides quality generator solutions, rentals, responsive service, and maintenance to residential, commercial, and industrial companies. Notably, the sales engineering team customizes unique paralleling systems.



Sylvan Easler, APS President

[Read more](#)

South Region's Sales Engineering and Project Management Teams "On Fire"

According to Josh Falcone, SVP, Sales & Integration, the CPS South Region's orders in 2021 were almost triple its 2020 revenue. Falcone says, "We've already done our entire 2021 volume in the first four months of 2022."

What accounts for the business development success?

Falcone attributes the results to 1) CPS' expansion of its sales engineering activity,



giving kudos to **Ian Black** and **Cody Thompson**, and 2) the project management team “for handling the high volume of activity, navigating supply chain issues, and delivering a premium customer experience.” **Wesley Wolfe**, **Kristian Harper**, and **Debi Welker** received special recognition.

[Read more](#)

*In 2021, Novant Health’s South Charlotte Medical Center purchased two **mtu** 1500 kWe generators (Model No. MTU 12V4000 DS1500).*

Codes & Standards

Everything to Know About Maintaining Your EPSS: NFPA 110 Chapter 8

In 2020, U.S. electricity customers experienced an average of eight hours of power interruptions. Planned maintenance and testing of an EPSS, as outlined in NFPA 110 Chapter 8, is the best way to ensure that the backup power system is functional when primary power is lost.

[Learn more](#)



Rolls-Royce Partnership Spotlight CO2-Free: The New **mtu** Fuel Cell System

Can you imagine a future where we will generate reliable emergency power as well as continuous power – while still remaining carbon neutral? That’s what the development engineers in the Power Systems division of Rolls-Royce are working on. The **mtu** fuel cell solutions of the future are designed to make this vision a reality. Fuel cells generate clean electrical energy, can be operated with green hydrogen and then only emit steam and a little heat – nothing more. Get the quick scoop in this one-minute video.



Contractor Corner
Indel Awarded *mtu* Distributor of the Year

During the week of May 9, members of the [Indel Power Group](#) executive team (pictured below, left-right) — Kevin Brunette, Herb Haneman, David Johnson, and Bob Shomo – traveled to Amsterdam, Netherlands for the Rolls-Royce Global Distributor Principal Conference. At the conference, Rolls-Royce hosted an Awards Dinner where Indel Power Group, parent company of Curtis Power Solutions, was recognized for 55 Years of Partnership and awarded 2021 Distributor of the Year.



[Read more](#)

Project Spotlight

CPS Central Region Delivers Key Multi-Generator Project to Virginia Department of Corrections

Curtis Power Solutions (CPS) and Rolls-Royce Power Systems have introduced the [mtu product line](#) to new territory in the Southside Virginia region.

A multi-generator project for the Virginia Department of Corrections at the Deerfield Correctional Center in Capron, VA, provides new, modernized generators to the facility. "Logistics will be the biggest challenge..."

More than a dozen mtu generators provided by Curtis Power Solutions to the Deerfield Correctional Center (Capron, VA) will service campus buildings including seven inmate-housing units.

[Read more](#)



Curtis in the Community Led by CPS's Alan Koch, ASA of Baltimore Earns 2021 Chapter of the Year Award

Alan Koch, Vice President of Energy Solutions and Strategic Accounts with Curtis Power Solutions, assumed leadership of the American Subcontractors Association (ASA) of Baltimore in July of 2020 during the early throes of the Pandemic. Tough decisions needed to be made; e.g., budgeting for a deficit in the 2020-21 year, and at the same time, continuing to offer a high level of member value.

"We needed to think outside the box and do things that aren't typical," Koch said.

Doing so caught the attention of ASA, which awarded the Baltimore Chapter the 2021 Chapter of the Year Award (50-100 members) at this year's ASA SUBExcel national convention.

[Read more](#)



On March 11, 2022, ASA of Baltimore was named "ASA Chapter of the Year," at the association's annual national convention. Left-right: Zach Rothfus, 2022 President; Alan Koch, 2021 President; Warren Quinn, Executive Director; and Elizabeth Justis, 2020 President.

20+ Years and Counting as an ASA of Baltimore Member!



Curtis Power Solutions was honored at the American Subcontractors Association of Baltimore's June 9 annual meeting with an award for 20+ years as a Chapter member. Said ASA of Baltimore Executive Director Warren Quinn, "Since I started in September of 2018, Curtis Power Solutions has consistently been a top financial contributor to the chapter, including dues, sponsorships, and registration fees, and has supported volunteer engagement of its employees." Pictured above (left to right) are: Ralph Natale, Field Sales Engineer; Jon Brooke, Field Sales Engineer; Alan Koch, VP, Energy Solutions & Strategic Accounts (holding award plaque); Paul Koch, Senior Sales Executive; Mike Gill, Maryland Secretary of Commerce (keynote speaker at the event); and Keith Terpil, Energy Solutions Engineer.



Curtis Power Solutions, LLC

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