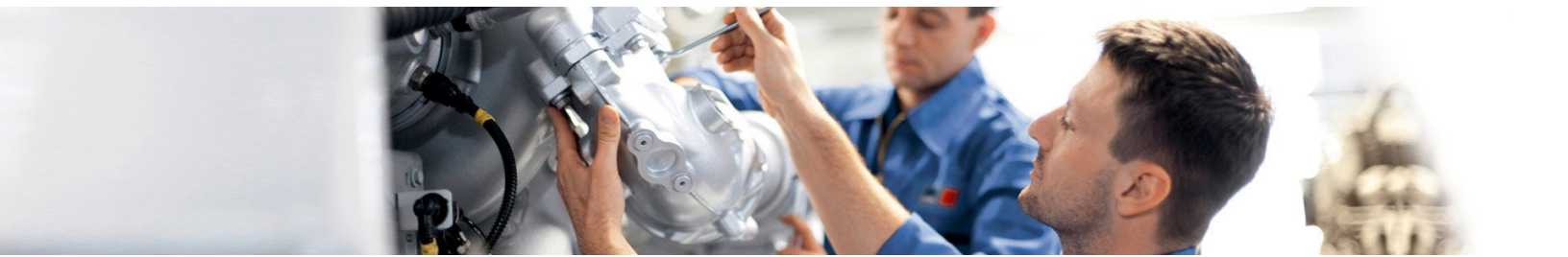
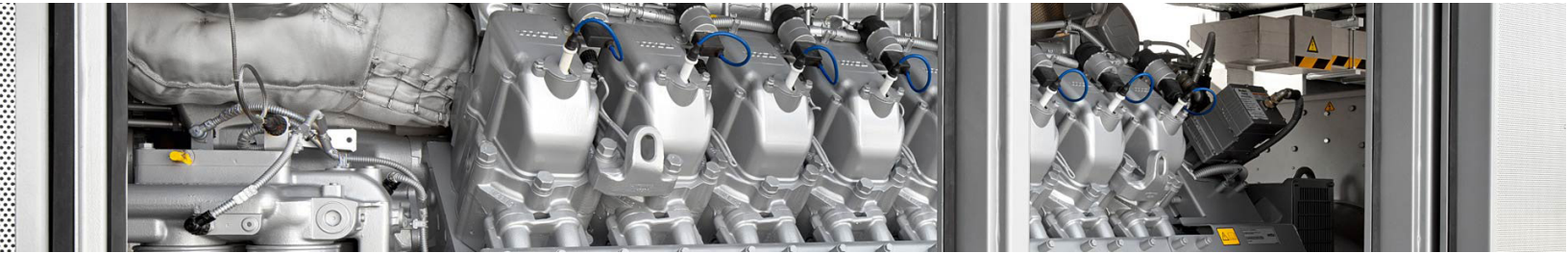




CURTIS ENGINE



MEDIA KIT



ABOUT CURTIS ENGINE

Locally owned and operated Curtis Engine & Equipment Co., Inc. (Curtis Engine) celebrates its 75th anniversary in 2019. Over the decades, the company has evolved into the region's leader in providing power generation for facilities that have stringent requirements for continuity of operation, such as healthcare facilities, data centers, and federal, state and local government operations. Commercial, institutional and government customers in the Mid-Atlantic who need mission-critical power generation design, equipment and service select Curtis Engine as their one-stop project partner for power generation design, equipment and service.

Right-sized for Agile Service

Curtis Engine is right-sized so customers receive individualized support, and the company partners with its customers to tackle complex issues and uses its expertise to craft effective solutions. Many customers maintain mission-critical operations, so when potentially disastrous weather conditions threaten electrical power loss, the Curtis technical team spends nights at company headquarters, prepared to directly answer customers' emergency calls and quickly dispatch help where it is needed. That's what companies do to stay in business for 75 years.

The Curtis Difference

Curtis Engine provides world-class power generation solutions, but how they are delivered and serviced is the Curtis Engine differentiator. This is a key to the company's longevity. Says President and CEO Trip Harrison, "Curtis Engine is a power generation specialist. Our corporate culture attracts power generation professionals. We are structured to partner with our customers, and our staff members are as service-oriented as they are technical experts."

World-Class Power Generation Systems

Curtis Engine is unique in the Mid-Atlantic region because it focuses solely on power generation for commercial, institutional and government customers. The company offers a full range of distributed power generation equipment from leading manufacturers including MTU Onsite Energy (a division of Rolls-Royce Power Systems) and ASCO Power Technologies. Curtis Engine recently celebrated 10 years as an authorized MTU distributor in the Mid-Atlantic. MTU Onsite Energy is a global manufacturer of complete power system solutions, from diesel generator sets for mission-critical and standby power applications to continuous gas engines for combined heat and power (CHP) projects.

In 2008, the former Katolight, MTU, Detroit Diesel and Spectrum brands were combined under the MTU Onsite Energy brand, and Curtis Engine was selected as an exclusive distributor of its power generation systems for the Mid-Atlantic region.



COMMUNITY SERVICE

Wreaths Across America

Curtis Engine involvement:
Annually every second Saturday in December



Kamryn Lambert Foundation

Curtis Engine involvement:
Annual Christmas season drive



INDUSTRY AFFILIATIONS AND SERVICE

American Subcontractors Association (ASA) of Baltimore Chapter

Associated Builders & Contractors (ABC) Baltimore Chapter

Associated Builders & Contractors (ABC) Metro DC Chapter

Associated Builders & Contractors (ABC) Shore Chapter

Chesapeake Area Society of Healthcare Engineers (CASHE)

Electrical Generating Systems Association (EGSA)

IEEE

Maryland Construction Network

National Association of Women in Construction (NAWIC),
Northeast Region Chapter

Washington Building Congress

7x24 Exchange International, DC Chapter

TIMELINE

- ▶ **1944** George Curtis forms Curtis Engine in Baltimore and operates primarily as a manufacturer's representative in the early years.
- ▶ **1948** Harold Hill, Buck Freeman and John Chapman purchase Curtis Engine. The company becomes a distributor for Onan generators and various other small generator set lines, and relocated to Light Street in downtown Baltimore.
- ▶ **1966** Curtis Engine moves to Holabird Avenue in the Dundalk area of Baltimore, where the company remains for 30 years.
- ▶ **1972** Wayne Brashears joins Curtis Engine and stays with the company on a full-time basis for the next 43 years. Wayne currently serves as a consultant and is a well-known expert in the power generation field.
- ▶ **1973** A group led by Thomas Koch purchases Curtis Engine. The company dedicates itself to Perkins Engines (the Onan generator set line), and eventually becomes the largest Onan Distributor in the USA.
- ▶ **1980** Curtis Engine becomes a Waukesha Engine distributor, continuing the relationship for the next 31 years.
- ▶ **1987** Curtis Engine and Waukesha Engine develop a Landfill Gas to Energy project at the [Brown Station Road Landfill in Upper Marlboro, MD](#). The project is a 3MW (megawatt) project and provides electricity to Prince George's County for the prison and multiple county buildings.
- ▶ **1989** Curtis Engine becomes a Cummins/Onan Distributor in 1989, after Cummins Engine purchases Onan in 1987.
- ▶ **1991** Michele Kratz joins Curtis Engine and continues to this day in her role as the Curtis Engine Service Manager. Curtis Engine now services nearly 4000 generator sets.
- ▶ **1994** Cummins purchases the distributorship rights back from Curtis Engine. Curtis Engine maintains the Waukesha Engine distributorship.
- ▶ **1997** Paul Koch joins Curtis Engine. He currently serves as an owner, Vice President and Chief Operating Officer. Paul leads the company's equipment sales and distributor relationships.
- ▶ **2002** The Brown Station Road Landfill project is expanded from 3MW to 7MW (megawatt). Four additional 1000 kW (kilowatt) Waukesha Engines are added to the plant. Curtis Engine continues to operate this plant for the County on a 24/7 basis.
- ▶ **2005** Curtis Engine becomes a Katolight generator set distributor.
- ▶ **2006** A group led by Albert Grimes, Michael Gill and Trip Harrison purchase Curtis Engine from Tom Koch, and Albert Grimes becomes President.
- ▶ **2007** MTU purchases Katolight, and the brand MTU Onsite Energy is formed.
- ▶ **2008** Curtis Engine is named a [MTU Onsite Energy](#) distributor. As part of an energy savings performance contract for improvements at the aging [Back River Wastewater Treatment Plant](#), Curtis Engine provides three new generators and equipment that deliver a new co-generation system, significantly lowering greenhouse emissions and reducing the plant's electricity usage by 20 percent.
- ▶ **2012** Curtis Engine moves to its current headquarters facility on Benson Avenue in Baltimore.
- ▶ **2013** Curtis Engine is named MTU Onsite Energy Distributor of the year. Curtis Engine sells the first MTU Onsite Energy [Combined Heat and Power](#) generator set in the USA to the [Horseshoe Casino](#) in 2013. Curtis Engine operates this plant for the casino on a daily basis.
- ▶ **2014** Curtis Engine installs MTU Onsite Energy solutions for emergency standby power for the newly-constructed [Harford County Emergency Operations Center](#).
- ▶ **2016** Curtis Engine is again named MTU Onsite Energy Distributor of the year. Construction of the new [Exelon Constellation Headquarters](#) at Harbor Point in Baltimore is complete. Curtis Engine provides MTU Onsite Energy backup power solutions for the LEED Gold building.
- ▶ **2018** Curtis Engine President Albert Grimes tragically passes away from pancreatic cancer. Trip Harrison is named President. The newly-constructed [Midtown Center/Fannie Mae Headquarters](#) is completed in Washington, DC. Curtis Engine provides MTU Onsite Energy mission-critical backup power solutions for this landmark project.
- ▶ **2019** Curtis Engine [celebrates its 75th year in business](#) in Baltimore.

LEADERSHIP PROFILES



Trip Harrison

President and Chief Executive Officer

Tell us how your past professional experience prepared you for your current role at Curtis Engine.

I have a background in strategy consulting, working with large and small companies, as well as private equity firms. This range of experience gave me a comprehensive picture of most aspects of the business arena, from established Fortune 500 corporations through entrepreneurial start-ups. I was also blessed with a number of mentors and role models along the way, who helped me understand the human aspects of leadership. Our late Curtis Engine CEO Albert Grimes, who sadly passed away in April 2018, was not only a great friend and business partner -- he was one of my greatest mentors.

Curtis Engine was established in 1944. My partners and I acquired the Company in 2006 and I became the CEO in 2018, after serving as Vice President and CFO. Curtis Engine already had an excellent corporate reputation and a solid business foundation to build upon. We just needed to refine our business model and refocus our team. Everything I have done and have learned in my career paved the path to where I am today—and I am still learning.

What past personal insights prepared you for your current role at Curtis Engine?

I've been blessed with mentors throughout my life, both professionally and personally. Some have been short-term and some long-term, but their insights have always helped put me on the right path to move forward in my life.

I've learned a lot over the past years about maintaining equilibrium in life. Being with my family and attending my children's sporting events and activities is imperative to me, and balancing the desire to spend time with my family with the responsibilities and time commitments in my professional life is an ongoing challenge. Earlier in my career, I travelled all over the country for business and took extended trips with little notice. I am fortunate to be associated with Curtis Engine, a regional company. Most of my business travel today is regional, enabling me to balance my family commitments with my business. I have learned that the most important things in my life do not need to be mutually exclusive.

Describe your business philosophy and how it relates to Curtis Engine.

My years in strategy consulting taught me that the most well-conceived plans could be derailed by unexpected events and factors that are outside of our ability to control. It's important to remain flexible and be prepared to make a series of course corrections to navigate challenges and stay on course to meet the ultimate objectives of the plan.

In 2006 when our business partners and I put together the investment group to purchase Curtis Engine, we planned for Al Grimes to lead the company as President. We also knew that assembling a great team was critical. Of course, we had not planned for Al to be diagnosed with pancreatic cancer, but we had to adjust to the reality. Similarly, our Parts Manager passed away unexpectedly the same week as Al. We needed to move rapidly to fill orders and strategically to reassure our customers, partners, and employees that we had a viable succession plan, all while mourning the loss of our friends. The transition has not been easy, but our well-balanced team adjusted and the company continues to thrive.

LEADERSHIP PROFILES



Paul Koch

Chief Operations Officer

Tell us how your past professional experience prepared you for your current role at Curtis Engine.

Prior to joining Curtis Engine, I was a CPA and worked in several different industries for companies of varying sizes, so I gained a well-rounded knowledge of all aspects of managing a business. While working as a CPA for a dental laboratory company, I stepped in to help fill a void on the operations side of the business and found that I enjoyed the new role and had an aptitude for it.

When I had the opportunity to join Curtis Engine, this experience combined with my CPA background prepared me to eventually step into the role of COO.

What past personal insights prepared you for your current role at Curtis Engine?

Like Trip Harrison, I have been strongly influenced throughout my life by some amazing mentors. My father, a minister, was my first mentor and role model. He was a quiet man, who spoke only when he had something constructive to say. I have brothers who are older than I am, and they have been lifelong advisors and have shared their business lessons and advice with me.

In addition, there are two women in my life who have influenced me greatly. My mother pushed me to always do my best and give 100%. My wife, Wendy, is the CEO of a biotech company. We regularly discuss business situations and we are mentors for each other. Wendy has instilled new confidence in me to reach new heights.

I am an avid sports fan, so team sports and coaching my children's athletic teams are my personal passions. These activities have given me countless opportunities to interact with people and to learn how to deal with a range of personalities and interpersonal situations.

The accumulation of these experiences and life skills have given me a deeper understanding of people and how the human dynamic can impact customer relations, sales, service and the operational effectiveness of a business.

Describe your business philosophy and how it relates to Curtis Engine.

My upbringing conditioned me to want to see the good in people. I believe that a business should hire talented and trustworthy people and empower them to work independently. This philosophy is shared by my partners at Curtis Engine and our leadership is committed to the belief that treating our employees like we would want to be treated results in proactive staff, outstanding service and satisfied customers.

WHAT THE INDUSTRY IS SAYING ABOUT US

"Paul, just wanted to tell you how much we appreciated your help on the Pasadena Surgery Center project. Even though the customer wanted a special tank extending the lead time, Curtis Engine went over and above helping to get the facility open on time. All the years I have been doing business with Curtis you prove over and over that customers are important. The next Surgery Center is a similar unit, and you will be getting the order! Thanks again."

– David A. McGettigan, President
East Coast Electric, Inc.

"**Curtis Engine** is one of the best in class service-oriented companies that we do business with as a strategic partner for emergency backup power. They are always up front and honest about the pricing on the engine sizes that they provide. They are very responsive when we need to have a project startup or if we require repair services. Our relationship goes back over 30 years and they have not wavered from the personal touch mindset in the entire time that we have been working together."

– Edward J. McCarty, President
JE Richards, Inc.

"One of **Curtis Engine's** strongest points is their ability to react to questions. Whenever there's an issue, they respond. They get me the answers very quickly. It's customer service, pure and simple, and that is very unique."

– John Miller, Partner
RMF Engineering

"Electric Advantage has been working with **Curtis Engine** for over 20 years and I continue to be impressed each year with the professionalism and top-notch customer service we experience from start to finish on each job. It is easy to see why you have been able to stay in business for 75 years. Happy 75th!"

– Don D'Amato, President
Electric Advantage Inc.

"Cynergy Electric has been doing business with **Curtis Engine** for 18 years and I've had the pleasure of personally doing business with them for over 25 years. The basic reason for our long relationship is because of the professional service they provide, great pricing and the integrity with which they conduct business. There's only a few companies in our elite category of vendors to do business with and Curtis is at the top!"

– David R. Ashburn, President
Cynergy Electric Company, Inc.

"**Curtis Engine** has employees that are very knowledgeable and helpful, and is a great company to work with!"

– Tom Brandenberger, Sr. Electrical Designer
DEDC, LLC

FAST FACTS

- Pioneer in landfill gas-to-energy conversion technology.
- Provides service for more than 4,000 generator sets in the U.S.
- Sold the most MTU generators in the entire U.S. in 2009.
- Provides service to some of the most well-known hospitals, data centers, telecommunications facilities and government agencies based in the Mid-Atlantic.

RESOURCES FOR NEWS MEDIA

Industry:

Curtis Engine

<https://www.curtisengine.com/>

Contracting Resources

[https://www.curtisengine.com/
resources-contractors](https://www.curtisengine.com/resources-contractors)

Engineering Resources

[https://www.curtisengine.com/
resources-engineers](https://www.curtisengine.com/resources-engineers)

MTU Onsite Energy

<https://www.mtuonsiteenergy.com/home/>

Power Equipment Resources

[https://www.curtisengine.com/
resources-operations-maintenance](https://www.curtisengine.com/resources-operations-maintenance)

Associations:

American Subcontractors Association (ASA)
of Baltimore Chapter

<https://www.asa-baltimore.com/>

Associated Builders & Contractors (ABC)
Baltimore Chapter

<https://www.abcbaltimore.org>

Associated Builders & Contractors (ABC)
Metro DC Chapter

<https://www.abcmetrowashington.org>

Associated Builders & Contractors (ABC)
Chesapeake Shores Chapter

www.abc-chesapeake.org

Chesapeake Area Society of Healthcare
Engineers (CASHE)

cashe-md.org

Electrical Generating Systems Association (EGSA)

www.egsa.org

IEEE

<https://www.ieee.org>

Maryland Construction Network

<https://www.mdconstructionnet.net/>

National Association of Women in Construction
(NAWIC), Northeast Region Chapter

<https://www.nawicnortheast.org/>

Washington Building Congress

www.wbcnet.org/

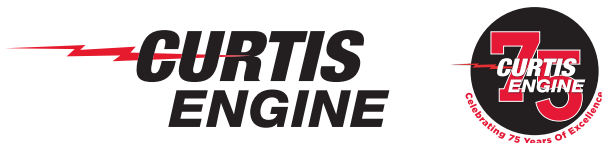
7x24 Exchange DC Chapter

www.7x24dc.org/

RESOURCES FOR NEWS MEDIA

Curtis Engine will be glad to provide news media with specific image/logo file formats upon request.

Curtis Engine and 75th Anniversary logos



The Curtis Engine Team



Video: About Curtis Engine



<https://www.youtube.com/watch?v=TF960P1dLos>

MTU Onsite Energy logo



Midtown Center/Fannie Mae Headquarters, Washington, DC



Prince George's Medical Center. MTU Onsite Energy backup power generator.



CONTACT US

Curtis Engine headquarters is conveniently located minutes from the Baltimore Beltway and I-95, which serve as major access arteries for the Greater Baltimore/Washington, DC/Northern Virginia region.

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