Page Six

Twin Cities couple takes to the water, with help from Cummins

Ah, the good life. Al and Marie Peterson from St. Louis Park really, really know how to live it. In 1986, two years before they both retired, they purchased a 37-foot Lord Nelson tug boat and never looked back.

Al had seen the boat in dry dock in Florida. After calling some dealers, he discovered the nearest one was in Detroit so off they flew. Marie fell in love at first sight. "It was so precious sitting there, with its squatty, chunky look, that I just couldn't help it."

True, "streamlined" isn't a word you would use to describe the typical tug boat and a Lord Nelson is *very* typical. Still, it's also very seaworthy, and as a retired engineer, Al knew good lines when he saw them. "The boat attracted us because of the hull. It's a displacement hull, like those on sailboats. It won't go fast, regardless of the horsepower you put behind it, so it's economical and safe on the ocean," he said.

The Peterson's Lord Nelson tugboat

The horsepower that Al mentioned comes from a 150-horsepower Cummins diesel engine, which is "more than we will ever need." The engine has taken the Petersons down to (and across) the Gulf of Mexico eight times, up the Atlantic coast, across three of the five Great Lakes (Erie, Huron, and Michigan), through the Erie Canal, and up and down countless rivers.

The engine isn't the only Cummins product the Petersons have on board. They also rely heavily on a four-kilowatt Onan diesel marine genset. "We call her Genny," said Marie. "She's our girl."

The most important thing the genset gives the Petersons is heat. "It seems like we typically travel down the river [Mississippi] in the fall when it's cold and go up the river too soon for the warmth of spring, so we always need heat," Al said. "I remember one morning we started out just below the Ohio River and after about a half hour, it started to snow. We were traveling in 20-degree weather. We needed heat and we had to eat [they have an electric stove on board], so we had to have electricity."

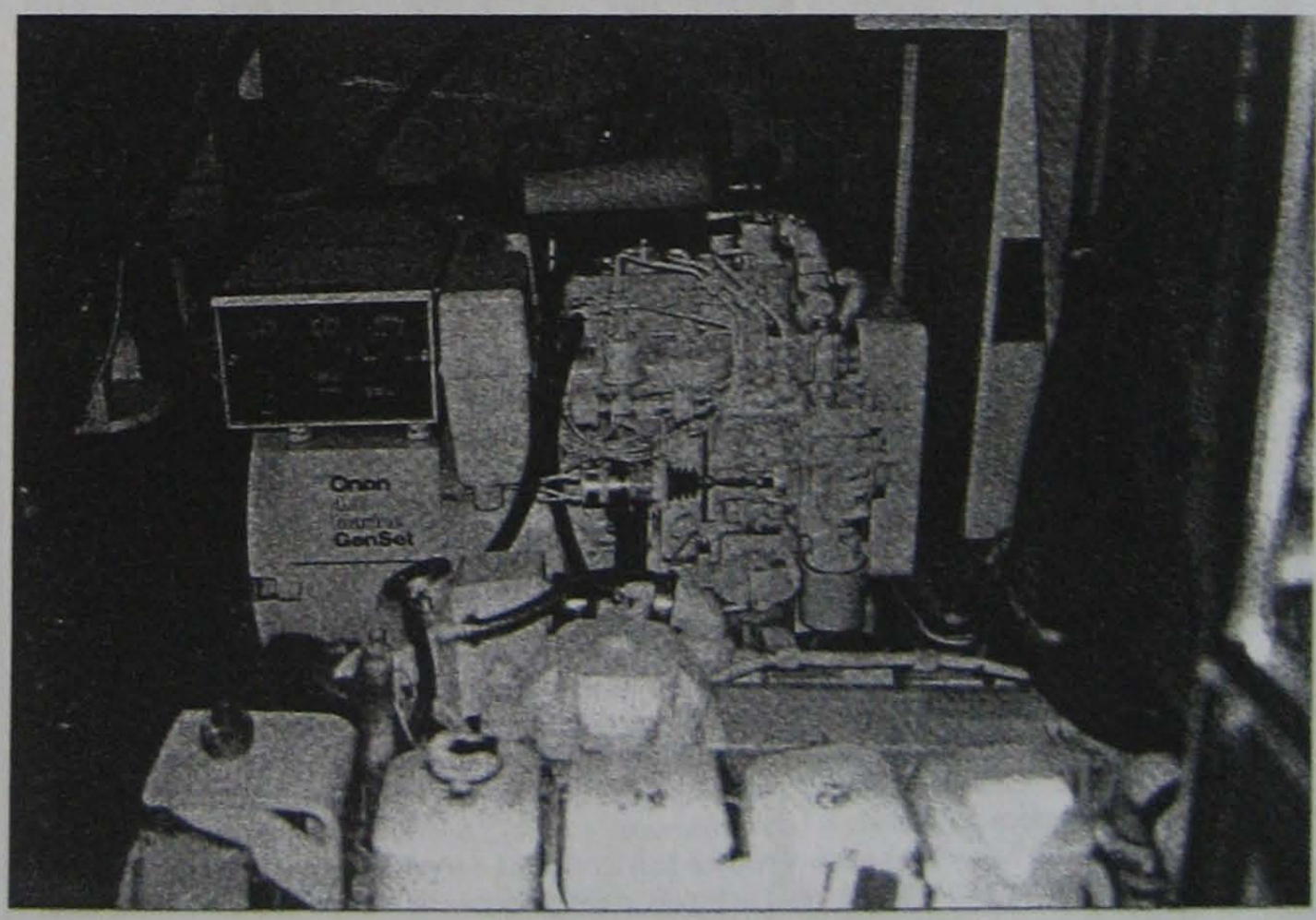
They were in Bashey Creek, Ala., on one trip when that area had one of the worst snow, sleet and ice storms in its history. The Kedge was covered in inches-thick ice. "Al said we weren't going anywhere that day," said Marie. "So we popped corn, watched movies, and I baked cookies. We just had this wonderful day waiting for the weather to break because we knew we could count on the generator. It's a wonderful thing to have."

Another wonderful thing the Petersons have discovered is the national network of Cummins distributors. "We went to a dealer in Mobile, Alabama, for instance and they were so good to us we could have adopted them," said Marie. "When we left, they handed Al a towel and a cap and told us to come on back."

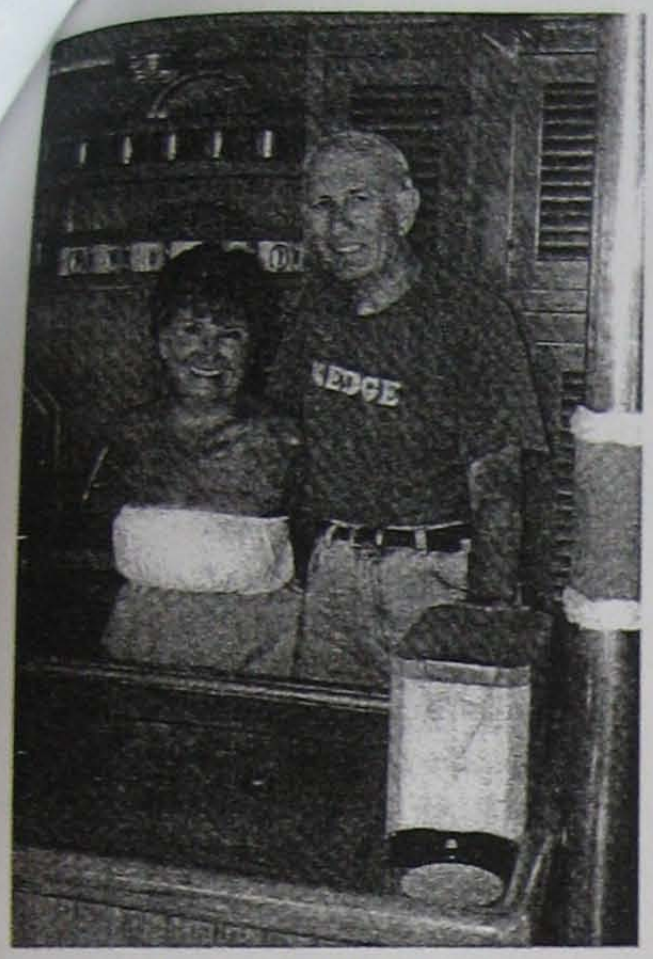
"I love you, Genny!"

The first thing Al does in the morning when they're on board is check the engine and then the genset. He turns the genset on, which immediately begins to warm Marie's electric blanket and starts the coffee percolating. It's not unusual for Marie to call out, "I love you, Genny," as she snuggles underneath the covers on a cold morning.

The Petersons are experienced and knowledgeable boaters, having owned a total of three vessels, each bigger and more complicated than the last. They named the tug Kedge, which is both the name for a small anchor and the process that ancient seafarers used to



The engine compartment of Al and Marie Peterson's 37-foot Lord Nelson tugboat, Kedge, is crammed to the "gills" with Cummins products. In the foreground is the 150-horsepower Cummins diesel engine. In the back is the four-kilowatt Onan Marine generator, known affectionately to the Petersons as "Genny." The tugboat came with an Italian generator. After the Petersons developed a first-name relationship with replacement parts people throughout the country, they decided to switch to a more reliable brand and Onan was their first choice.



Al and Marie Peterson

pull larger boats in to shore. According to Marie, the sailors would stop a short distance from land, put a small boat in the water along with the anchor that was securely tied to a long rope. The sailors would row the small boat to shore, then pull—or "kedge"—the larger boat in. It was a fairly safe way to get the bigger boat close to an unfamiliar shore.

Whenever Marie takes anyone on the "grand tour" of the boat, she always makes them look at a little framed certificate hidden away on the wall of the engine compartment. It certifies that she attended and successfully completed a diesel engine course at a vocational technical school. "We both did. It helped me understand things a little," she laughed.

The Onan connection

Buying an Onan genset was just one connection the Petersons have to the Onan name. They were on board one day in the Hudson, WI, marina where they keep the Kedge and a couple stopped by to talk to them about it. Turns out it was D.W. Onan's son and his wife, who also owned a Lord Nelson tug. The Onans spent several hours chatting about boating with the Petersons.

In addition, Al had taken a tour of the factory in Fridley as part of an engineering association event. "I'll always remember the big generators that power the plant," he said.

Hydraulic generator???

Page Seven

The New Brighton Fire Department has been testing a donated prototype of our new Commercial Mobile hydraulic genset on one of its trucks. The genset is ideally suited to a fire truck because the propulsion engine runs continuously to operate aerial ladders, the fire pump, and other equipment. Since the engine is always running, why not develop a genset that gets its power from the truck engine power take off (PTO)? That's what a team that included Ron Mellum and Virgil Callin from Consumer Engineering, and Eric Bollensen, David Chase, and Mark LaDouceur from Commercial Mobile set out to do in January. Just nine months later, 20 engineering units have been produced and the first distributor order logged in. The 6kW and 8kW units feature a YVB alternator derivative and will be manufactured on the Sprint line. How does the genset work? The vehicle's engine turns the hydraulic pump, which then turns the genset's hydraulic motor, which turns a fan for cooling and the alternator for power generation. The genset can be installed just about anywhere and is very low maintenance. "Our customers have asked us to come into this market," said Mark. "So we stand a good chance of quickly gaining market share."

Taking a bite out of inventory

Would you believe that a handful of people would be able to reduce inventory levels by $41,000 in just one day? They included (from left) Bart Bashynski, Manufacturing Technical Services; Rick Kaiser, Line 26; Dave Dutton, Inventory; Jerry Oslund, Line 26; and me, Alisha Stevenson, Supply Management. Rick and Jerry pointed out to Bart and Dave that they were taking idler fan and pulley assemblies off QST 30 engines we get from Cummins Komatsu Engine Company (assembly circled in photo). The engines are used by Line 26 on the DFH genset series (750kW—1,000kW). Rick and Jerry wanted to know if we could just return the assemblies to CKEC instead of scrapping them. Bart and Dave brought this question to me [Alisha]. I contacted CKEC only to find out they were having difficulty shipping engines because they were short these parts. Tom Frie and his warehouse crew provided the logistics that were needed to get the parts from the line and out of stock in the warehouse and ready for shipment. Within a few hours, we had a truck at the door picking up parts. Not only did we reduce PGA's inventory by $41,000, we also helped CKEC ship engines on time to other customers. Thanks to everyone who helped get these parts out the door so quickly! (Written by Alisha Stevenson, Supply Management)