



Flint Power Systems / Quarterly Newsletter



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This years marine dealer meeting was held in Ft. Lauderdale and hosted by Stewart & Stevenson at their facility. A special thanks to all of their employees for being such gracious host and providing top quality accommodations.

In attendance was the Flint Power Systems team, led by Brian Schneider and Chris Cannon, along with a huge presence from our John Deere representatives. We had a great turnout of the Marine dealers in our network. Thank you all for taking time to attend the meeting, and participating.

During the meeting we discussed John Deere marine engine updates and Marine marketing products. Victor Tisdale introduced the Power site Portable box to everyone. Juan Ladesma our John Deere dealer development specialist presented on what it means to be a service dealer, and S.T.E.P training. Teri Pollard presented on Parts and aftermarket sales. Nathan Stabile talked about Marine certificates.

Brian Schneider announced the Dealer of the year, and presented them with a plaque. Congratulations to Stewart & Stevenson, who did a tremendous job this year.

To close the meeting we had a great panel assembled, of John Deere and Flint Power employees for a question and answer session.

After the meeting every one enjoyed a sunset dinner cruise.

The following day it was off to the Ft. Lauderdale boat show.

We are looking forward to another great year with a great network of dealers.

Thank you all for your support and participation.



Dealer / OEM News



Thompson Pump in Port Orange Florida, takes delivery of Flint Power Systems first final tier 4 certified engine package.

Thompson increased their John Deere engine purchases by 31% in 2014.

According to sales manager Josh Learn, overall optimism for the OEM's in his territory is high for 2015. Most OEM's are projecting double digit percentage increase in overall business this calendar year .

Quail Hunt / Red Pebble Plantation

Bill Thompson of Thompson Pump takes a break on a quail buggy during a recent hunt at Red Pebble Plantation.



Bill Thompson, Bill Crooms and Josh Learn enjoy a beautiful South Georgia day quail hunting.



One of Flint Power Systems "Road Warriors", Josh Learn, during a recent hunt at Red Pebble Plantation.



Red Pebble Plantation

In the heart of the classic plantation belt, a 100 mile strip of land through Southern Georgia and North Florida, Red Pebble Plantation is a wing shooter's paradise. The open woodlands, native grasses of sage and wiregrass and moderate temperatures are all components that provide exceptional wildlife habitat for the Bobwhite Quail, Prince of all game birds.

<http://www.redpebbleplantation.com/welcome.html>

JDParts and John Deere Parts Catalogs Now Available on Tablet!

To increase efficiency, improve usability, and to better meet the needs of your customers,

JDParts and John Deere Parts Catalogs (JDPC) are now available on Kindle Fire, Samsung and iPad Tablets!

Windows tablets will view desktop format

Web browser is required to access JDParts and JDPC

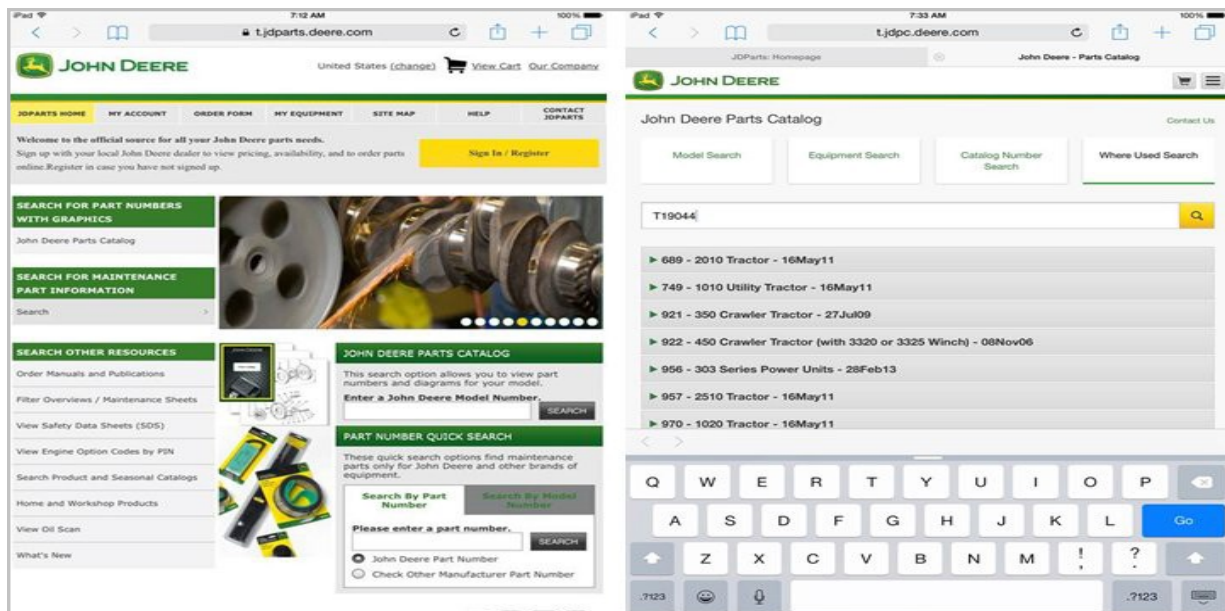
Web browser will redirect to tablet site for users

JDParts resembles today's desktop view

JDPC resembles today's mobile view

Your customers will feel confident in having the ability to shop and make purchases directly from their tablets! To experience this on your desktop,

visit: t.jparts.deere.com.



Phoenix 2014 Aftermarket Expo

The Phoenix Aftermarket Expo, with its Time to Shine theme, brought a radical focus to all aspects of the parts, service and attachment business. From the opening program to the closing event -- and in the many Seminars and exhibit booths -- John Deere Dealers were inspired to proactively understand customers' needs ...and learned how to offer solutions that provide best in class Performance, Uptime and Cost of Operation. You can view and review easy-to-navigate video recordings of the actual seminars as they were presented in classrooms and on the exhibit floor at Expo in Phoenix.

For those of you who could not make the Expo please take time to watch some of the classes that would pertain to your business.

<https://www.webcastregister.com/timetoshine/catalog.php>



If you can't see the differences between John Deere engine parts and their look-alikes, how can your customers?

John Deere Power Systems is pleased to provide two new advertisements which promote the value of genuine John Deere engine parts. The new ads continue the genuine John Deere parts campaign which originated in December 2012 with the 'One bad part can spoil the bunch' and 'You can't see the difference, but your engine can' advertisements.

The only way to ensure reliable performance is to use engine parts designed by John Deere for John Deere engines. But, do you know why John Deere parts are superior to those offered by will-fit manufacturers? Don't worry. We've got the answers for you.



New Advertisements

Two new engine parts ads have been added to the Power Systems Portal. These ads can be used as flyers or used in local publications. Make your customers question using anything but genuine John Deere engine parts.

When buying engine parts, the last thing you want is surprises - Only genuine John Deere parts deliver performance through and through.

It's not always easy to spot a decoy - Only genuine John Deere parts perform the same as the originals.

Both ads are available in portrait and landscape orientation and can be found via the Power Systems Portal: Parts / Advertisements.



New Competitive Comparison Sales Sheets

In support of the genuine John Deere engine parts campaign, we are excited to provide new competitive comparison sheets which explain the advantages of choosing John Deere. Make sure everyone in your Parts and Service departments understand the value of John Deere engine parts and why your customers shouldn't risk it with non-John Deere components.

These sales sheets are not intended to be marketing material for your customers but rather as educational tools for you and your John Deere team. Each sheet provides talking points which your customers will easily relate to real-life situations, and competitive comparison details found in current lab tests.

Use these sheets to assist you with sharing the genuine John Deere value story with your customers and, when good isn't good enough, to make that parts sale!

Visit the Power Systems Portal to view competitive comparison sales sheets for John Deere crankshaft dampers, cylinder liners, head gaskets, main bearings, pistons, and water pumps.

Portal path: Parts / Genuine John Deere Engine Parts

Head Gasket

Precisely designed for reliable performance

You can't see the difference, but your engine can.

Some manufacturers claim their engine parts meet or exceed John Deere specifications. However, these look-alike items compromise the advanced technology performance of genuine John Deere parts. Don't let the difference in appearance fool you. The differences make a big difference in engine performance and reliability of the John Deere engine.

Protect the performance and uptime of your engine by choosing only genuine John Deere parts for your maintenance needs. Find the parts you need at JohnDeere.com.

WHEN GOOD ISN'T GOOD ENOUGH

In light of the availability of a few lower cost parts, you may be tempted to buy a cheap one. But if you work your engine, don't take a chance with a non-John Deere head gasket. The lowest cost of ownership comes from doing it right the first time.

5-layer design	Graphite facings
Operational Issue: Head gasket material must be strong enough to handle the extreme pressure and temperature of combustion. If the head gasket does not properly seal, air will leak out of the combustion chamber and oil will leak into the coolant.	Operational Issue: Reliable steel paper facing, which has leading leadlines and a non-porous face, is a key part of the combustion chamber and oil seal with the coolant.
John Deere Advantage: Our head gasket features a 5-layer design that ensures they can completely and reliably seal the combustion chamber. Graphite facing provides superior surface sealing. Perforated steel liners seal the gasket materials, a solid steel compression protection through pressure and heat shock.	John Deere Advantage: Our gasket incorporates two unique, mechanical locking features to ensure proper seating.

HEAD GASKET

Head Gasket

Perforated steel laminate

Operational Issue: The vertical steel and copper layers of a head gasket create the seal and provide stability. However, steel laminates do not seal the gasket to the cylinder wall. This can produce impaction and possible warpage of the steel, causing internal damage.

John Deere Advantage: In genuine John Deere head gaskets, the steel core and graphite facing are bonded together by perforated steel liners to ensure full contact and optimal sealing.

Cylinder armors

Operational Issue: Inexpensive cylinder armors are made of steel and do not seal the cylinder wall and high combustion pressure. In addition, if these armors are made of steel, they will produce heat and expand, causing internal damage.

John Deere Advantage: Our 100% aluminum alloy cylinder armors are made of aluminum and do not expand under heat. The John Deere alloy also combines together a very low coefficient of thermal expansion and a low thermal conductivity.

Oil port grommets

Operational Issue: Steel grommets have high pressure against metal seals and are the right tool for lubricating the valve area. Release and friction are not present, there are no seals, which makes them susceptible to blowback and loss of pressure in the valve area.

John Deere Advantage: Genuine John Deere head gasket features grommets that grommets that are highly resistant to blowback and a non-recessed design.

Genuine reliability. Genuine productivity. Genuine John Deere parts.

JohnDeere.com/JohnDeere

Introduction To John Deere Power Sight™



What is John Deere Power Sight™ JDPS telematics solutions

John Deere Power Sight is a total technology solution that lets you monitor, protect, and maintain all of the John Deere-powered equipment. This solution integrates seamlessly with John Deere Work Sight™ and John Deere Farm Sight™ technology solutions.* Now customers with John Deere construction machines and agriculture equipment as well as other brands can remotely monitor all of their electronically controlled John Deere engines using a mobile phone, tablet, or computer in the same place they monitor their John Deere machines.

John Deere brings together advanced tracking, diagnostic, and prognostic technologies to help you stay on top of preventive maintenance and identify potential problems before they cause downtime.

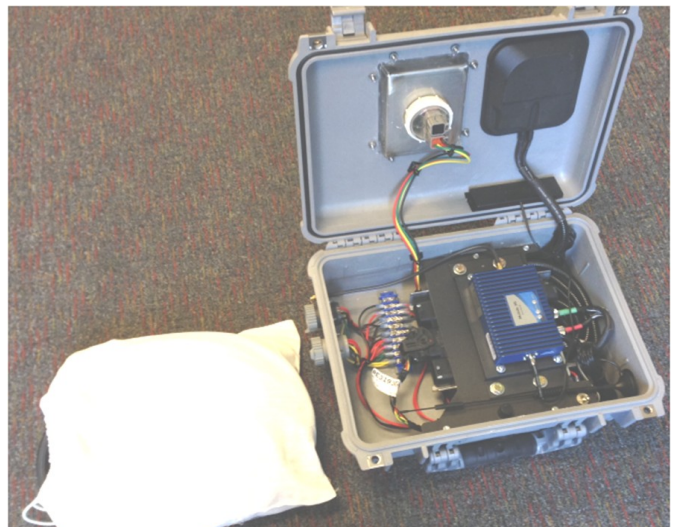
- Detect improper machine operation before it causes expensive downtime.
- Perform remote software upgrades eliminating the need for an on-site technician visit.
- Send technician with the right part in hand saving the customer time and money.
- Identify machinery missing from the jobsite with GPS geo fence notifications.
- Choose how you'd like to watch your machines.

To learn more go to: https://www.deere.com/en_US/products/engines_and_drivetrain/powersight/powersight.page

John Deere Power Sight™ Portable Kit Developed by Flint Power Systems

Features:

- Pelican I450 Case (16" L x 13" W x 6.87 D")
- MTG controller
- Cellular antenna, cell signal booster
- Standard harness (support T3 and T4 engines)
- PV101 (ability to accept software pushes)
- Ratchet straps (secure for field use)



For more information or training on the John Deere Power Sight™ contact your sales manager or Victor Tisdale at FPS.

Vtisdale@flintpower.com

John Deere News

Normally by this time you would have received your fall version of the John Deere Power Systems information DVDs. A few changes to the program have added a delay to the mail date. You should expect to receive new materials no later than January.

Modifications to the distribution process include:

The materials will be distributed on encrypted USB drives rather than DVDs. The content on these drives cannot be duplicated.

A passcode to access the information on the USB drive will be sent to you in a separate mailer. This passcode will arrive approximately one week before you receive your USB drive to ensure the content remains secure. Make sure to keep your passcode mailer so you can refer to it when your USB drive arrives.

The Marketing DVD has been discontinued. However, you can easily access all marketing materials on the Power Systems Portal — <https://power.deere.com/wps/myportal/power>.

The cost of these materials has increased to \$20 per USB. The increase in cost is to cover the change of format, as well as the encryption.



Removing Credit Cards from JDParts – Not Using PayPal

JDParts current credit card processing will be removed effective 29 January 2015. Customers will no longer be able to enter their credit card information on JDParts for dealers to view and process through your transaction machine. JDParts will no longer store credit card information. This change comes as John Deere is focusing on customer security and privacy. A long-term solution is to implement PayPal Advanced which allows for more customer security and privacy that align to John Deere's core values. In the interim, we have implemented a solution to ensure security for all customer information. PayPal Advanced credit card solution allows you to process Visa, MasterCard, Discover and American Express credit cards, as well as PayPal on JDParts purchases. This will be more secure and you will not have to process any transactions through your business systems anymore. You will be able to authorize or cancel transactions directly within JDParts, as well as add sales tax and shipping fees. You will no longer have to access the customer's credit card information.

If your dealership is already accepting PayPal, you must still register for PayPal Advanced. The fees are listed below:

\$5 a month for the PayPal Advanced account for each dealer owner group

Locked in below rates:

- o Visa, MasterCard, Discover 2.2% + .30
- o PayPal 1.9% + .30
- o Amex 3.5%
- o If card issued outside of US, there is an additional 1% fee
- o Chargeback fee is \$20.00

For more information see bulletin #053824 & 054194 for details, in your Power Systems Portal.

John Deere Calendar of events

2015

World of Concrete 3 - 6 Feb Las Vegas, Nevada

Offshore Technology Conference 4 - 7 May Houston, Texas

Ft. Lauderdale International Boat Show 5 - 9 Nov Ft. Lauderdale, Florida

Pacific Marine Expo 18 - 20 Nov Seattle, Washington

International Work Boat Show 2 - 4 Dec New Orleans, Louisiana

Marine POWER-GEN International 8 - 10 Dec Orlando, Florida



Get To Know Us



Victor Tisdale

Victor started working for the John Deere engine distributor in Ocala, Florida in April of 1994. His first position was as a generator service technician and generator assembler.

Two years later he was promoted to lead man for the production floor and then 1 year later promoted to production manager. After serving 4 years as production manager he took on the role of Parts Manager for 3 years.

In August of 2003 Flint Power Systems bought the Florida territory from CK Power Products. Victor moved to Georgia with the company and accepted the position of engineering manager. This was a new position and new department for both distributorships and he worked in this capacity for 10 years until being promoted to VP Operations over Production, Materials and Engineering departments in 2013.

Prior to joining the John Deere family in 2003, Victor served 6 years in the Navy as a nuclear power plant operator and engineering laboratory technician onboard the USS Dwight D. Eisenhower out of Norfolk, Va. During this time he served three tours in Desert Storm and Desert Shield.

Victor lives in Leesburg, Georgia with his wife Sherrie and 10 year old son, Ian. When not at work, he enjoys woodworking, kayaking, scuba diving and mountain bike riding.

Sales Department

- Brian Schneider
bschneider@flintpower.com
- Eddie McDowell
emcdowell@flintpower.com
- Jason Scott
jscott@flintpower.com
- Lu Bordonni
lbordonni@flintpower.com
- Mike Griner
mgriner@flintpower.com
- Josh Learn
jlearn@flintpower.com
- Thomas Williams
twilliams@flintpower.com
- Phil Watson
pwatson@flintpower.com

Parts Department

- Ken Battaglia
kbattaglia@flintpower.com
- Beryl White
bwhite@flintpower.com
- Chris Snyder
csnyder@flintpower.com
- Teri Pollard
tpollard@flintpower.com

Engineering Department

- Victor Tisdale
vtisdale@flintpower.com
- Steven McDonald
smcdonald@flintpower.com
- Matthew Furches
Mfurches@flintpower.com

Congratulations to Luciano Bordonni and his wife Giovanna
They have a beautiful new addition to the family.

Gabriella Sofia Bordonni born 11/20/2014



Production Department

- Mario Ciavattone
mciavattone@flintpower.com

Service / Warranty

- Phillip McDonald
Pmcdonald@flintpower.com