

Spring Break...Aggreko...MTV- Look Who's in the Middle of Fun!

For one full week beginning March 23, Aggreko's **Jeremy Lovelace**, technician-power, spent his time making sure the "beat goes on", at the wildest party on Panama City Beach, while being filmed by the MTV College Network.

Some people just seem to have all the fun as **Blake Leonhardt**, sales representative, convinced producer US Concepts that Aggreko's equipment and services were the best money could rent.

Of course it's not a party without bands and music. Aggreko was there supplying the complete power and distribution equipment for concerts on the beach in front of the popular hotels. Five thousand feet of electrical cable was run from generators to the stage.

And, what's a party and concert without a couple of glitches? While filming on a Sunday morning, MTV lost the air conditioning unit on their production truck – Aggreko to the rescue! Jeremy kept their unit running until a three-ton unit could be deployed from the Mobile depot with the assistance of **Scott Boudreau**, depot manager. The production truck did not miss a beat – a great example of Aggreko's "get it done" attitude.

The result of this success? Aggreko has been asked to power the production company's next large event in New Orleans.



Spring 2003

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The Alamo...the Movie... and Aggreko



This is the largest active set in the US, in Disney's history, spanning more than one mile in length.

Between the Texas Army and the army of Santa Ana, amid muskets blasting, the story of the Alamo unfolds again; only this time Aggreko lies in the middle of the shooting guns and cameras. In an effort to maintain the integrity of this historic event, the Alamo's production company wanted all power and cabling (between generators and transformers) to be completely disguised.

And the Aggreko team responded. Approximately 37,000 feet of 4/0 cable (equal to more than five miles) was buried under all affected areas. Six months before filming began, the trenches were dug and for 10 days, the Aggreko

crew worked non-stop to lay cable in the shoulder-high trenches. Just as the local electric company lays a grid for a new subdivision, Aggreko's grid of cable is supplying the more than one mile long movie set with all its electricity needs.

"The coordination of this task was a major undertaking as our crews worked with the trenching contractor, landscaping department, construction crews and the art department along with the caliche dust and heat. Our customer's needs are important and we will go the extra mile – or five – to make it happen," said **Laurie Ontjes**, San Antonio depot manager.

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Letter from George...



George Walker,
Aggreko President

President's Corner

Spring is here and summer is just around the corner as Aggreko gears up for the coming busy season. Every facet of Aggreko is preparing; from sales people making further contacts with our customers to our technical team making ready our equipment; from administration and finance ensuring our systems, controls and procedures are in place to our management making sure the teams are well focused. And, while this is just what is needed, I want to remind everyone of what I call the three show stoppers of success.

After analyzing the 2003 strategy and business plan, I identified three critical, must attack areas for the company.

These areas are:

- Sales approach and success
- Quality service and equipment
- People retention and development

Although we are definitely working on each of these, I would like to ask for everyone's help in making sure that we don't allow a failure in one of these areas to hold back our success.

A significant amount of time and attention has been paid to bringing the Aggreko sales engine back to running at top performance – a key aspect of this is the Aggreko DIFFERENTIATION.

The sales conference was used to help understand and explore the ways to differentiate Aggreko from the competition in order to demonstrate value to our customers. This is key! Even if you are not considered a sales representative, you are still a part of the Aggreko selling team and an integral part of the sales experience.

While selling is great, unless we deliver quality products and service, we simply cannot be successful. Today, considerable time is being spent to achieve 95 percent fleet readiness. Also, the attention of our technical staff to excellent service is paying off. Again, one of the key DIFFERENTIATION elements of Aggreko is its quality technical team in every depot, and attention to customer service. By using these tools, along with showing our personal and Aggreko pride to improve quality in all areas, we will be successful.

The third component for success is our people. We are again training and developing our people at every level, returning to a feeling of team commitment and loyalty. The key is to continue on this course making business and personal success a reality.

Today, we are living in uncertain times, with the war in Iraq and the still fragile economy that exists in the US. Yet with all of this, if we at Aggreko continue to focus on doing the right things and making the right decisions, if we remain focused on providing solutions and service to our customers, and if we continue to promote and build the TEAM culture and attitude, we will make the best of these unsettled times.

– Here's to a great summer season in 2003!

WHAT IS A CUSTOMER?

- ▶ A customer is the most important person ever in this office in person or by mail or telephone.
- ▶ A customer is not an interruption to our work...he is the purpose of it.
- ▶ We are not doing him a favor by serving him...he is doing us a favor by giving us the opportunity to do so.

A Letter From Phil's Family

15 January 2003



Dear Friends,

We wish to express our sincere appreciation and thanks to the staff of Aggreko worldwide. The extraordinary kindness, compassion and sympathy shown to the family has helped support us through this very difficult time.

We were touched by the considerable number of Phil's current and former colleagues who were able to attend the funeral service. We are well aware that many more wished to be there had it been possible. The floral and written tributes were numerous and touched us greatly.

Our family was overwhelmed with the level of support and kindness shown by friends and colleagues. Clearly, even we were not fully aware of how highly respected Phil was, and the impact he made on so many lives. The display of affection and respect was a credit to him and you as individuals. It was a very humbling experience indeed.

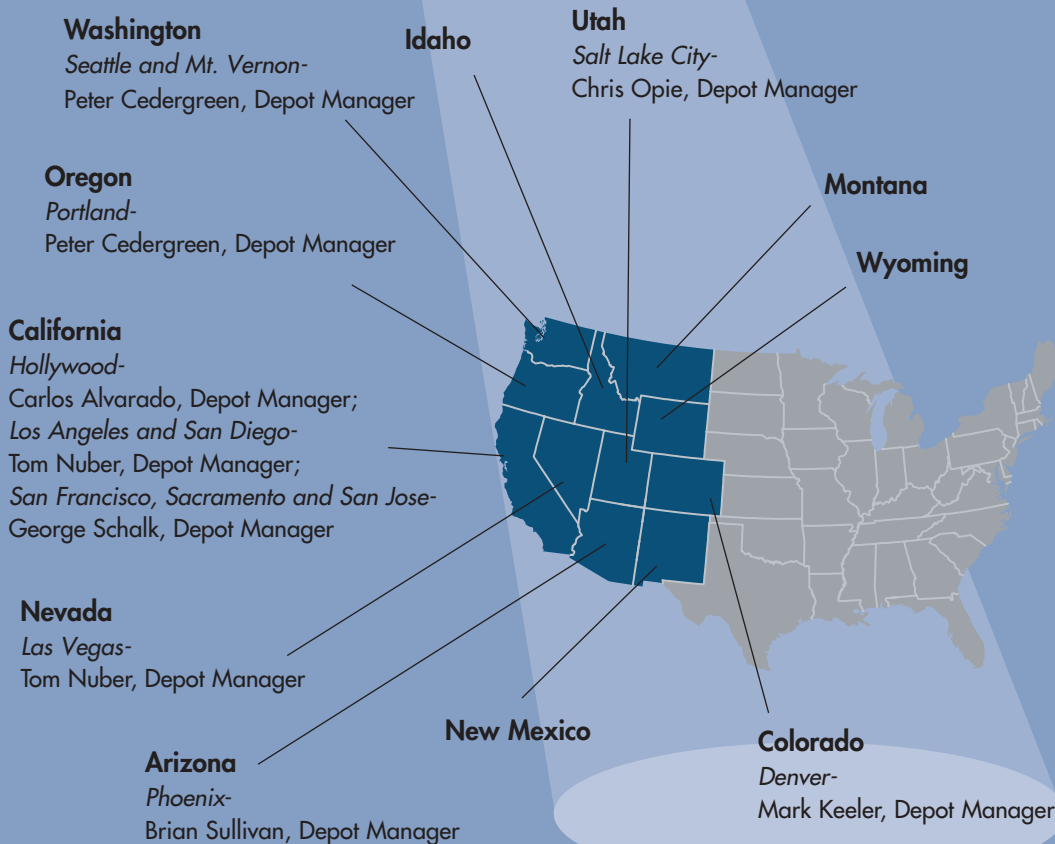
As you are well aware, Phil put an enormous amount of work into expanding the company, particularly in America in the early days. He always appreciated the hard work and overall contribution of the Aggreko employees, and was first to acknowledge it was a team effort that made the company a success. We are confident the company will go on from strength to strength and his spirit and memory will live on.

We wish to conclude by remembering the words expressed at the funeral by his sons David and Michael, "David and I could not have been blessed with a greater man to be our father. Thanks Dad, you have always been 'the man'".

Sincerely,
Phil's Family

West Business Unit Overview

The West Business Unit consists of 13 depots in 11 states. Heading the West is Vice President, **Gordy Broussard**. Assisting Gordy are **Joe Kropushek** and **Steve Shields**, customer service managers; **Annemarie McDermott**, technical applications specialist; and **Chris Lockwood**, sales and marketing manager. Aggreko locations are:



ALLAN MORRISON – Total Team Player



Allan Morrison
Los Angeles
Technician - OFC

Allan joined the Aggreko team in 2000 bringing with him 12 years of experience. With his experience and the additional training he received at Aggreko, Allan confirmed, “it was the perfect environment” to achieve his goal of becoming a master technician while helping to grow the oil-free compressor market.

In addition to becoming a master technician, Allan wants to become a regional service manager or technical specialist. He also would like to train personnel on the applications and service of the compressor field.

Allan has had many influential people in his life from his first mentor with 30 years experience, to each and every person he works with today. But his most significant support came from his family. When asked what he likes best about Aggreko, Allan said, “I enjoy working with the team in Los Angeles, and I like the way everyone in the company works together to make this the best company in the business while trying to keep a family atmosphere.”



Leo Hipolito,
Los Angeles, Technician

Leo Hipolito – Making a Difference

Leo’s foremost achievement with Aggreko has been “the ability to instill confidence in my peers and make impactful decisions in the shop as well as the field.”

Leo’s goals are to make a difference, a contribution and to succeed in all challenges that arise. He believes family comes first – they are the reasons for continued success. Leo’s goal for Aggreko is to become a master technician.

The most influential person in Leo’s life has been his father. “His inspiration has always been positive – do the best you can, may your craft in life make a difference and be a man of respect and honor.”

When asked what Leo likes most about Aggreko he said, “the way we pull together as a team; and the way Aggreko takes care of their people by training them, giving anyone the chance to make a better technician while instilling confidence in oneself.”

Get Ready Now for 2004 Tax Season

By now, you have probably filled out your tax forms, sent a check to Uncle Sam or requested an extension to take advantage of the extra time allowed by the IRS for filing your taxes. To help you get ready for next year, here are a few, simple tax reducing strategies for your 2004 tax return.

First things first – are you taxing the right deductions? If you have any changes in qualifying status, such as marriage, divorce, birth or adoption then recheck your W-4 and make sure your deductions are accurate for your current circumstances.

If you plan to marry, you may want to take into consideration the marriage penalty, a result of the inequities in the U.S. tax code. Couples, whose husband and wife earn about the same amount of money, may end up paying more together than they would separately. Newlyweds, or those contemplating divorce, also may want to consider filing married but withhold at a single higher rate.

One of the few tax-reducing strategies is participation in a 401(k). Not only does this reduce your tax debt, it also helps build your future retirement with Aggreko's match to your 401(k) account. Now is a good time to check your contribution and see if you can increase it by 1 percent or 2 percent more per year.

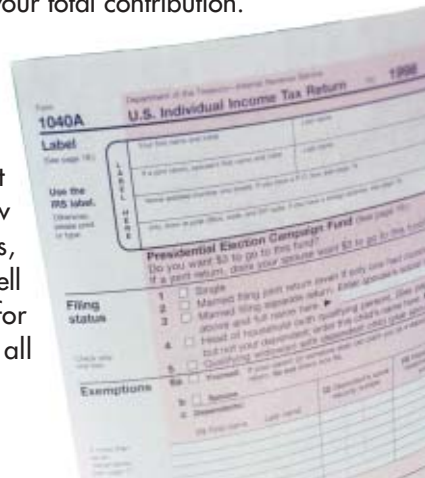
"Aggreko has a terrific retirement plan. You need to contribute at least 6 percent of pay to get the 3 percent in company match. Where else do you get a 50 percent return on your money?" said Paul Williams, VP of Human Resources.

By participating in the Flexible Spending Account (FSA) for medical or dependent care, you also are taking advantage of another tax-reducing strategy. You may enroll in FSA accounts this coming December to be effective in 2004. Those not participating in the FSA may be able to itemize medical deductions (deductions can be claimed only if they exceed 7.5 percent of adjusted gross income).

If you have child and dependent care expenses and aren't participating in the 2004 FSA, you can claim these expenses on your tax return. You also may want to speak to a tax accountant on the advantage or disadvantage of claiming your child and dependent care expenses versus participating in the FSA.

Charitable contributions are another way to help reduce your taxes. You can contribute to the United Way through payroll contributions or by making a direct contribution during the United Way campaign. Please see your last paycheck of the year for your total contribution.

Federal tax returns are due every April 15, but with a few simple steps, you will be well prepared for 'tax day' all year long.



Service Anniversaries

FEBRUARY

5 years

Pamela Weik
Kent Segura

10 years

Evelyn Craig

15 years

Joni Viator
Rene Durocher

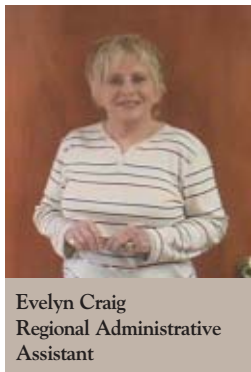
MARCH

5 years

Gerald McNeese
John Fabrega
Kent Premo
Mary Oxley
Charles Osborn

10 years

David Van Brocklin
Arthur Pereira



Evelyn Craig – Dynamo in Action

Evelyn began her career with Aggreko in February 1993 as the administrative assistant for the Jacksonville depot. Since that time, she has assisted with many depot startups including those in Virginia, Atlanta, Puerto Rico and Miami to name a few.

Evelyn Craig
Regional Administrative
Assistant

In 1999, Evelyn was promoted to regional administrative assistant for the Southeast region and has been involved with the depots as well as the business unit management team. "Evelyn has been a great asset to our team and to Aggreko. We are looking forward to continuing this great relationship in the future," said Tim Ainslie, Southeast Business Unit director.

Evelyn and her husband have two sons and two grandsons.



APS and Aggreko Cooling Tower Services provide innovative solutions to Lyondell-Citgo refinery.

APS – Innovation...Creativity... Engineered Solutions

“Even in a down economy, APS allows us (the depots) the opportunity to open the door to a new customer,” said **Jim Cumiskey**, Kansas City area manager. “APS provides a truly engineered solution to projects requiring innovative solutions.”

While 90 percent of Aggreko’s core business comes from base needs, there is 10 percent that often requires the assistance of a specialized group of engineers with a depth of experience such as APS. APS engineers are unique in that they bring to the depot three key elements –

- The ability to translate the customer’s need into an Aggreko solution.
- Creative thinking when there is not an obvious answer to a customer’s need, and
- Definition – once the problem/issue has been related to a piece of Aggreko equipment, the APS team defines the detail in a comprehensive report.

APS helps Aggreko differentiate itself from the competition and provides project success in areas that otherwise would not have had solutions. APS will help you sell the project, walking through the project both on the commercial and technical sides and provide a complete engineered sales solution for the customer.



APS Progress in Process

Faced with the loss of valuable LP-range hydrocarbons and a possible reduction in throughput of the FCCU, a CITGO refinery in Lake Charles, La., contacted **Robert Carpenter**, APS business development manager seeking a solution. Process engineer **Mickey Callahan** used his extensive refinery expertise and knowledge to quickly develop a cost-saving engineered solution, opening the door for the Lake Charles depot to provide equipment.

Even when presented with a competitor’s proposal, CITGO choose Aggreko’s plan. APS personnel took a normal seven to 10-day project and successfully completed it in just two days.



Rick Padilla
Phoenix, Technician

Rick Padilla – Creating Opportunities

Rick started with Aggreko in May 2001 in a utility position. As one of his proudest achievements, he quickly moved his way into the role of technician in less than a year. Rick had a keen desire to learn all about Aggreko’s equipment and become a certified technician in every product line. He also is very proud that he had an opportunity to contribute to the success of the 2002 Winter Olympic Games in Salt Lake City.

Rick believes that working at Aggreko provides him with a wide variety of opportunities. “I like waking up in the morning and knowing that I will be doing something different every day,” he said.

Phoenix depot manager, Brian Sullivan said, “Rick is an energetic, dynamic individual who takes care of the team and customer no matter the circumstance. His integrity, self motivation and willingness to learn have been and will continue to be a valuable asset to our success.”

Aggreko/Belfor: Partners in Action

On the morning of April 10, a fire broke out in the Portland, Ore., Comfort Suites hotel where Aggreko's own **Chris Lockwood** was staying. While the hotel was being evacuated, Chris immediately called **Troy Schaffner**, Portland sales representative who in turn placed a call to **Scott Johnson**, operations manager at Belfor.

Before the fire trucks had completed their job of extinguishing the fire and clearing the smoke, Belfor personnel were on the scene, contract in hand.

Belfor responded with vacuum equipment, 15 crew members, and without delay began the clean-up and restoration process. "It was fantastic the way this whole event took place," said Scott. "After receiving Troy's call I called Chris and we had personnel on site within 10 minutes of first contact. This is exactly how it should work – what a great way to partner!"

When companies like Aggreko and Belfor work together, there isn't anything they can't do. During any disaster, our partnership with Belfor has proven time and again that normal operations can be restored when all seems lost.



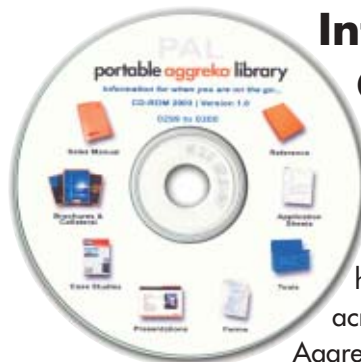
Prompted by a call from a hotel guest, Aggreko's Chris Lockwood, Belfor crews respond to an early morning Portland hotel fire.

Aggreko.com Provides Needs Analysis Tool for Customers

Located on the Customer Centre page of Aggreko.com is the newest in on-line sales tools designed to help analyze the rental needs of our customers. More than 30 qualified leads from around the world including several from the U.S. Army have been received since Aggreko.com went "live".



Introducing the CD-Pal Sales Tool



A small, yet powerful tool that makes the difficult job of selling a little easier recently was placed in the hands of nearly 100 sales people across the country. The CD-PAL, or Aggreko Portable Library, takes useful information and sales material found on ARC and elsewhere, and puts it into an easily accessible format that can go anywhere. For questions, or to order PAL, contact Kathyne Bich or Maury Hammond by e-mail, or call 713.852.4500.



...More on the West

Compressor Busters!

Not long ago Aggreko's Los Angeles depot set a new record with 55 air compressors on rent. Well, just to prove their good fortune was well deserved, they decided to raise the bar a little higher by putting 63 compressors on rent!



Hitting the new high in March added another notch to the traveling plaque.

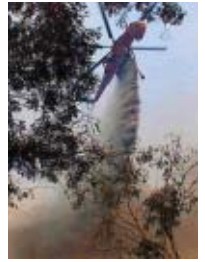
Depot manager **Tom Nuber** was quick to point out that, "although we have designated air technicians, it was an entire team effort that placed those units. The sales staff also worked as a united front, showing how Aggreko leaves the competition in the dust."

So, what do you have to do to win the traveling plaque? That's simple, put more than 63 compressors on rent!

Aggreko Australia Battles Bushfires

2002 will be an unforgettable year for the Sydney, Australia depot. Receiving a call from ABB, the maintenance contractor responsible for many of Sydney's water supply pump stations, the seriousness of the bushfires making worldwide headlines became evident.

Generators were needed at two small townships that were in direct danger of being lost due to lack of water. Aggreko personnel moved into high gear and dispatched 4 MW of generators and cable under police escort. Once the equipment arrived at the access roads, it was escorted by fire trucks whose crews had to fight the fires in order for the equipment to be safely positioned.



Four days into the crisis, Aggreko was contacted by Base Camps Australia to supply power and temperature control to two rural, fire service emergency base camps located in towns 400 kms south of Sydney. Depot personnel again swiftly responded with three semi-trailers of generators, air conditioners and ancillary equipment, plus installation labor in less than seven hours.



During the next 22 days, the bushfire situation deteriorated even more and the depot began operating on a 24-hour basis dispatching another 32 generators and 39 pieces of TC equipment to sites spread over a 20,000 sq. km area.

The dedication of Aggreko personnel was dramatically shown by the efforts of one particular engineer who left his family and eight-month old child at home to carry out an overnight installation only to find out during the day that his own home was under threat of the bushfires. Knowing that his family was safe with in-laws, the engineer felt that what he was doing might help save many other families' homes.

Global Selling Evolves Across Business

The global initiative, which began last year, is alive and well with participation across North America, Europe and Aggreko International. This initiative has already uncovered significant project opportunities for the company that previously would not have been found. The number of new customer contacts is now in the many hundreds. Where Aggreko once was an unknown business, companies like BP, Shell, ExxonMobil, Fluor, KBR and Bechtel, now know what we can provide.

In February, two presentations, BP and Fluor, were made to the Aggreko Executive Committee on the initiative's progress. It was obvious by these presentations that, compared to last year, we now know more about these customers and, in turn, they certainly know more about us, all leading to opportunities, proposals and new projects.

The most outstanding aspect of the presentation was the level of local sales participation, which set the stage for making new contacts and the discovery of new work. By leveraging our expertise and experience, Aggreko clearly is differentiating itself from all other competitors.

~ George Walker



2002 – the worst fires in 100 years – 110 fire fronts spread over 28,000 sq. km of the state. 10,000 fire fighters from across Australia fought the rampaging fires. More than 150 properties were destroyed and seven townships were heavily damaged. Water and power supplies were out in nine areas for up to two weeks and an estimated \$750 million in property and infrastructure was damaged or destroyed. Through the battle to save lives and homes, Aggreko's Sydney personnel lived and worked by the principles and values that have made Aggreko the company of choice throughout the world.