2020 - ISSUE THREE

MPQ

MUNCIE POWER QUARTERLY

MUNCIE®

Breaking ground in Tulsa

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A culture to lead

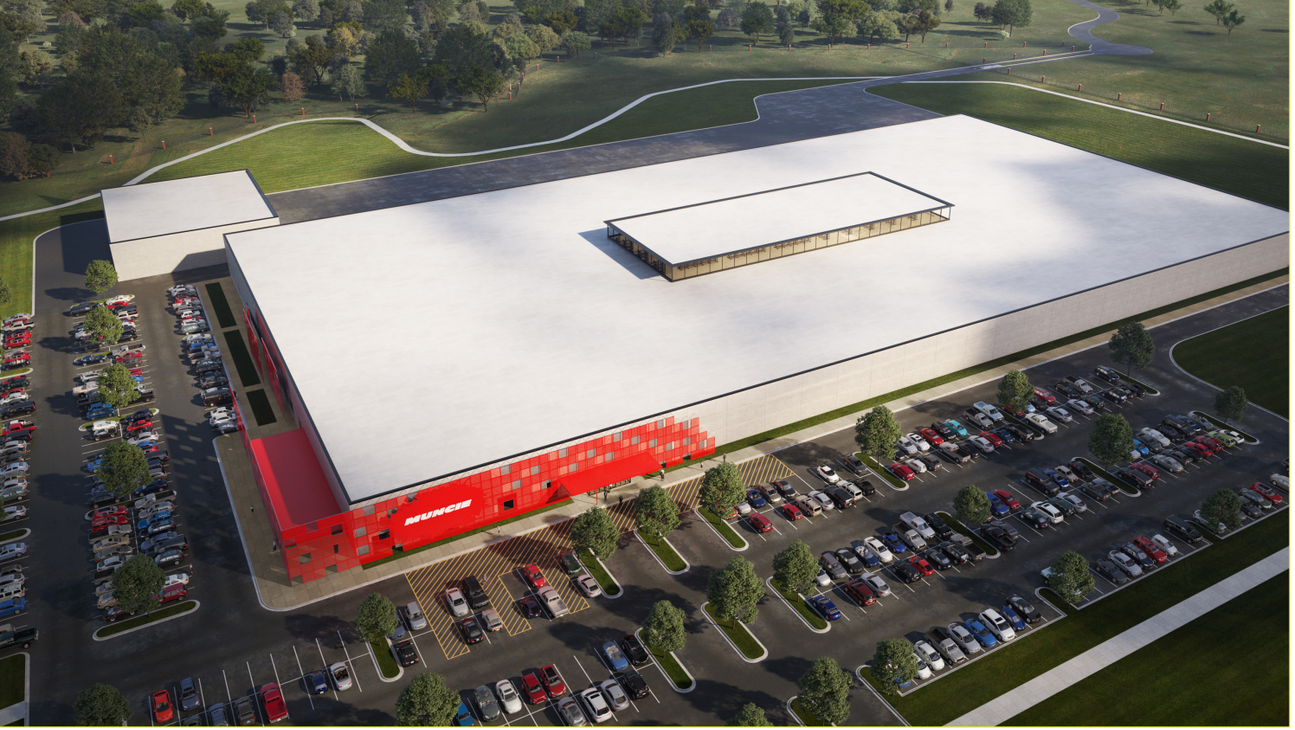
No amount of planning could have prepared us for the events happening in the world today. Even more so, predicting how people will react to these circumstances, whether it be social issues, economic issues or work policies, becomes problematic. One thing we can control is how we choose to navigate through it all, by providing our team the tools to succeed and continue to build a culture focused on people.

Most of us in leadership positions strive to show our people that we care about them. When the COVID-19 pandemic began, many of our employees were sent home from their jobs having little to no time to process how things might change, not just in society, but amongst their co-workers as well. I know that our team at Muncie Power Products promptly took the initiative to see if people were comfortable with the idea of working from home and if they had the capabilities to do so, by meeting with them each individually. This included making sure they had the proper tools they needed, whether it was technology or training, or even a daily check in from a co-worker.

Not only are we going through daily economic changes due to the pandemic, we are also experiencing a period of social unrest. In particular, this deals with matters of racism and the lack of realization of how prevalent it is in our lives. We recognized that to move our culture forward, we had to start the conversations with our leadership team. Together, we have been working on educating ourselves so that a new mission, vision and policy can be enculturated in our company as a whole.

As things stand right now, we are all working together to maximize the opportunities that this period in our lives affords us. We have nurtured our leadership and cultural principals in such a way that allows us to lean on each other and avoid any unintended consequences. In doing so, our hope is to alleviate some of the anxiety our employees may feel from the pandemic, society and life in general. Our culture is focused on caring for and supporting our employees and the community where we live and work. In an ever changing world, this focus on our people still remains paramount.

Ray L. Chambers
Chairman, CEO & President



Shown above is a rendering of the manufacturing facility in Peoria-Mohawk Business Park in Tulsa, Oklahoma.

Breaking ground on a new chapter in Tulsa, Oklahoma

A hot, summer morning at the end of July could not deflate the excitement of breaking ground on a new manufacturing facility.

"Today marks an exciting new chapter for Muncie Power Products as we break ground on a new manufacturing facility," said Chairman, CEO and President Ray L. Chambers. "This new facility will allow us to better serve our customers and support market demand, while also providing the best possible working conditions for all of our employees at this location."

Muncie Power has been proudly providing stability and jobs for many in Tulsa, Oklahoma, for over 30 years. In 1982, Muncie Power first began producing power take-offs in Tulsa after the joint partnership with Tulsa Winch, a division of Sperry Vickers. Later, in November of 1986, Muncie Power purchased the facilities in Tulsa and officially became a manufacturer in the work truck industry. And now, on July 23, 2020, Muncie Power will continue manufacturing in Tulsa with this new facility.

From left to right: Damon Elmore, Senior Executive Director of People Strategy & General Counsel of Muncie Power; Justin McLaughlin, Executive Vice President and Chief Operating Officer of the Tulsa Regional Chamber; Vanessa Hall-Harper, District 1 City Councilor of Tulsa; Josh Miller of the George Kaiser Family Foundation; G.T. Bynum, Mayor of Tulsa; Ray L. Chamber, Chairman, CEO & President of Muncie Power Products; Doug Sullivent, Senior Executive Director – Operations of Muncie Power; Alan Jones, Senior Executive Director – Engineering of Muncie Power; Larry Wesley, Director of Product Development of Muncie Power; Scott Huntsman, Senior Executive Director of Sales of Muncie Power; and Sean Kouplen, Secretary of Commerce and Workforce Development for the State of Oklahoma.

"This is a huge investment for our employees and community, which will continue to enhance our abilities to satisfy our customers," said Sr. Executive Director – Operations Doug Sullivent.

Not only will this new facility allow Muncie Power to better support market demand in the work truck industry, but it will also provide additional capacity for new manufacturing machinery, assembly equipment, and warehousing.

This primary manufacturing facility will be 250,000 square feet and the first phase of construction is scheduled to be completed in the spring of 2021.

"I'm really excited about the possibilities and improvements our new manufacturing facility will provide our employees," said Sullivent. "I am honored to be part of this new chapter in our company's history."

Muncie Power continues to move forward to be more innovative in the market. "We want to thank all who have supported us on this venture," said Chambers.

"We are especially grateful for our parent company, Interpump Group, we could not do this without their support." ♦

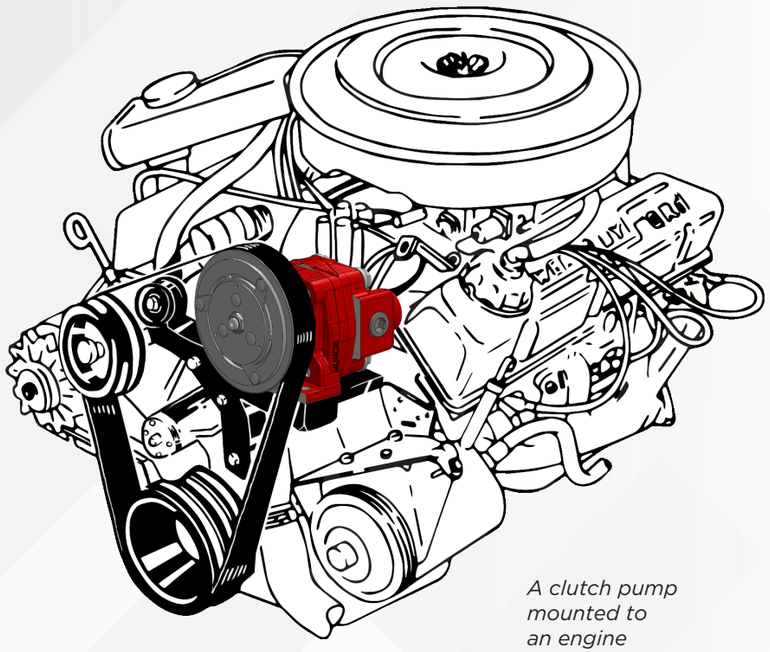
A MEMBER OF THE

INTERPUMP GROUP

Is a clutch pump right for you?

BY ANDREW DAWSON, MANAGER MARKETING & ADVERTISING

There is a lot to consider when planning the optimal way to power a vocational truck application, such as cost, available space, system power requirements, among many other variables. While it seems the vast majority of hydraulically powered work truck applications today utilize a power take-off as its primary power source, a common alternative is a hydraulic clutch pump.



A clutch pump mounted to an engine

A hydraulic clutch pump is a belt-driven pump that can be used instead of a power take-off for some applications, such as wreckers and bucket trucks, and is necessary on trucks without a power take-off aperture on the transmission.

A clutch pump is mounted to the engine compartment of the truck utilizing a mounting kit to secure in place. It is important to make sure there is enough space under the hood to accommodate the appropriately sized pump. The pump is belt-driven from the crankshaft pulley through an electric clutch, similar to what may be found on an automobile air conditioner compressor. Most applications will use a poly-V serpentine belt or two V-belts to drive the pump.

When considering a clutch pump, one critical aspect is to understand the horsepower requirements of your application versus the limitations of the engine belts. Most engine type belts can only drive somewhere between 7–18 horsepower which prohibits the use of large displacement pumps and may not provide enough displacement to effectively power the application at hand. With that said, clutch pumps remain a popular option for hydraulic applications requiring flows up to 15 GPM.

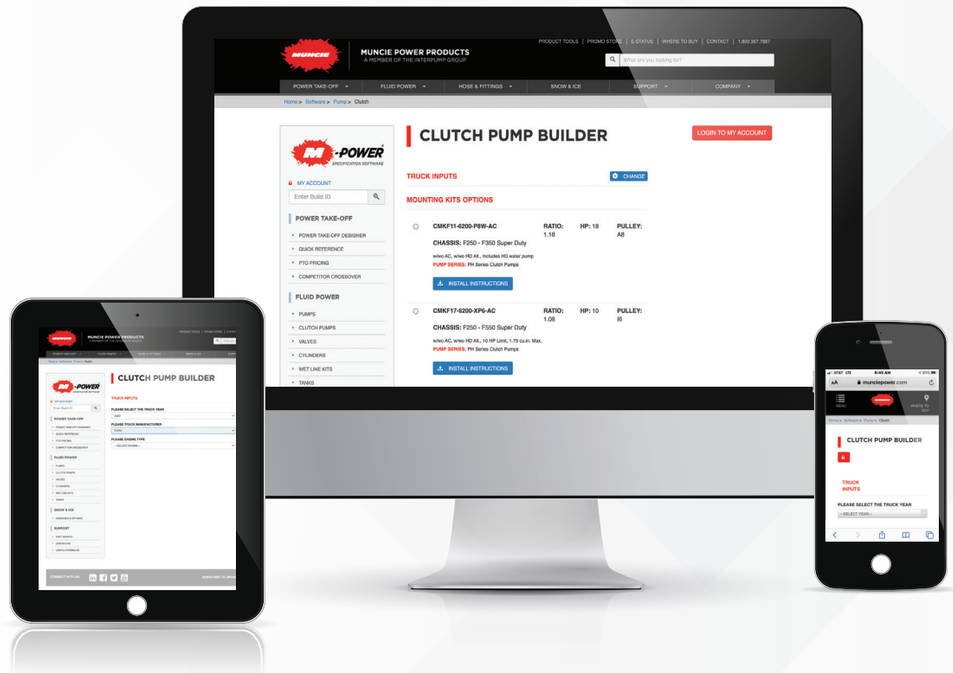
Muncie Power currently has clutch pump options and mounting kits available for most popular truck chassis including current models of Chevy/GMC, Dodge/Ram, Ford, International, and Freightliner.

CLUTCH PUMP FEATURES

- All cast iron construction
- Speeds up to 4,000 RPM
- Pressures to 3,500 PSI
- Solid, one-piece shaft
- Integral mounting pad
- Both side and rear ports

Reach out to our customer service team (800-367-7867) or utilize our clutch pump online builder module to review available options and determine the best product for your unique application. ♦

MUNCIEPOWER.COM/CLUTCH-PUMPS



FROM AUTO PARTS TO POWER TAKE-OFFS

The end of the Great Depression probably doesn't sound like the best time to start a new business, right? But that's exactly what Louis Conne did in July 1935. He founded Muncie Parts Manufacturing Company, which later became the Muncie Power Products, Inc. you know today, in a section of the Plank Brothers building in Muncie, Indiana.

In the beginning

Conne came to Muncie in 1932, to become manager of Durham Manufacturing—a household furniture and appliance company.

Muncie Parts Manufacturing began in a single office space (less than 500 square feet) with a desk, chair, telephone, and marketing and inventory catalogs—and one other employee, Hamer Shafer. Ironically, the company did not manufacture anything—it did assemble a few parts—but it really served as a distributor of new and recycled automotive replacement parts.

The automotive parts business was rapidly growing because of the economic situation. New vehicle sales were stagnant, meaning those that owned cars were driving them longer and were replacing parts.

Additionally, General Motors, Ford, and Chrysler Corporation had locations in Muncie or in nearby Anderson, Indiana, meaning it was easy to access inventory supplies.

In addition to offering automotive parts, Muncie Parts Manufacturing began to get into the niche market of power take-offs (PTOs) and mechanical winches. PTOs are a type of device that use a power source, such as an engine via its transmission, to perform a variety of mechanical tasks.

One thing that made Muncie Parts Manufacturing PTO models stand out was the shifter control could be operated inside the cab.

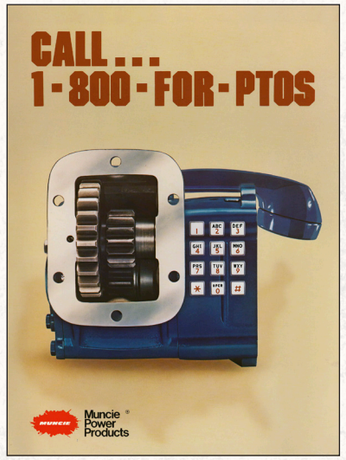
From first employee to company president

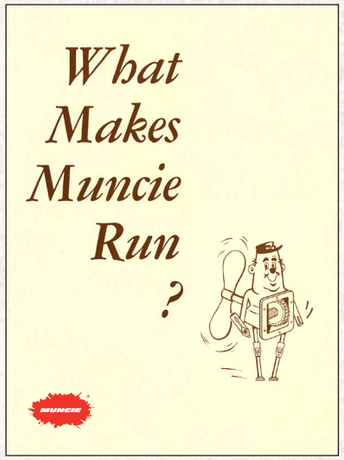
Shafer, the first employee, was a 19-year-old recent graduate of Muncie Central High School and became Conne's right-hand man. Together, the two mailed out flyers and letters to potential customers and would go out on the road to various states to promote and market to other distributors.

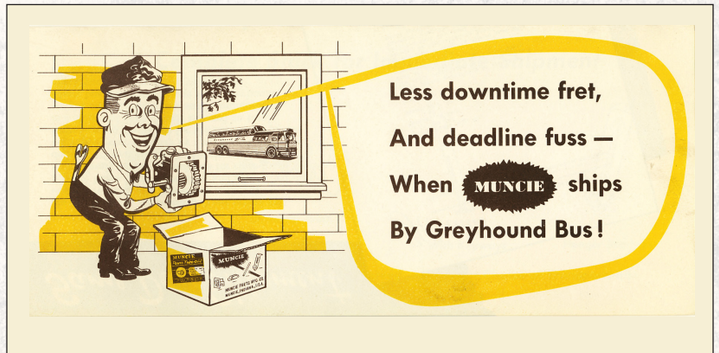
Later, when Shafer took on a larger role in the company's operation after the passing of Conne, Muncie Parts Manufacturing shifted its primary product emphasis to PTOs. Shafer saw the opportunity in the development of the work truck. This is because after World War II, trucks became bigger because people wanted to haul more in less trips and the increased attention on building infrastructure meant trucks had more work to do.

Shafer had bought into the company when he entered into a joint partnership with Conne's daughter, Frances, in 1952, which would become incorporated again eight years later. In 1965, Shafer purchased the remaining stock and became the company's president.

Through the late 1960s and into the mid-1970s, Muncie Parts Manufacturing expanded their products with a patent of the polyethylene hydraulic oil reservoir and offering the dump pump. It wasn't until October 1979,







when the company officially changed its name to Muncie Power Products to better represent their role in the truck and mobile equipment industry.

More than a distributor

In 1982, with Shafer leading the company as president, the decision to develop a revolutionary PTO design with Tulsa Winch, a division of Sperry Vickers, guided Muncie Power to becoming a manufacturer rather than only a distributor. After purchasing the PTO manufacturing equipment and facilities in Tulsa, Oklahoma, in November 1986, then Muncie Power officially became a manufacturer. Since then, Muncie Power now offers a wide breadth of products that can be used on various applications.

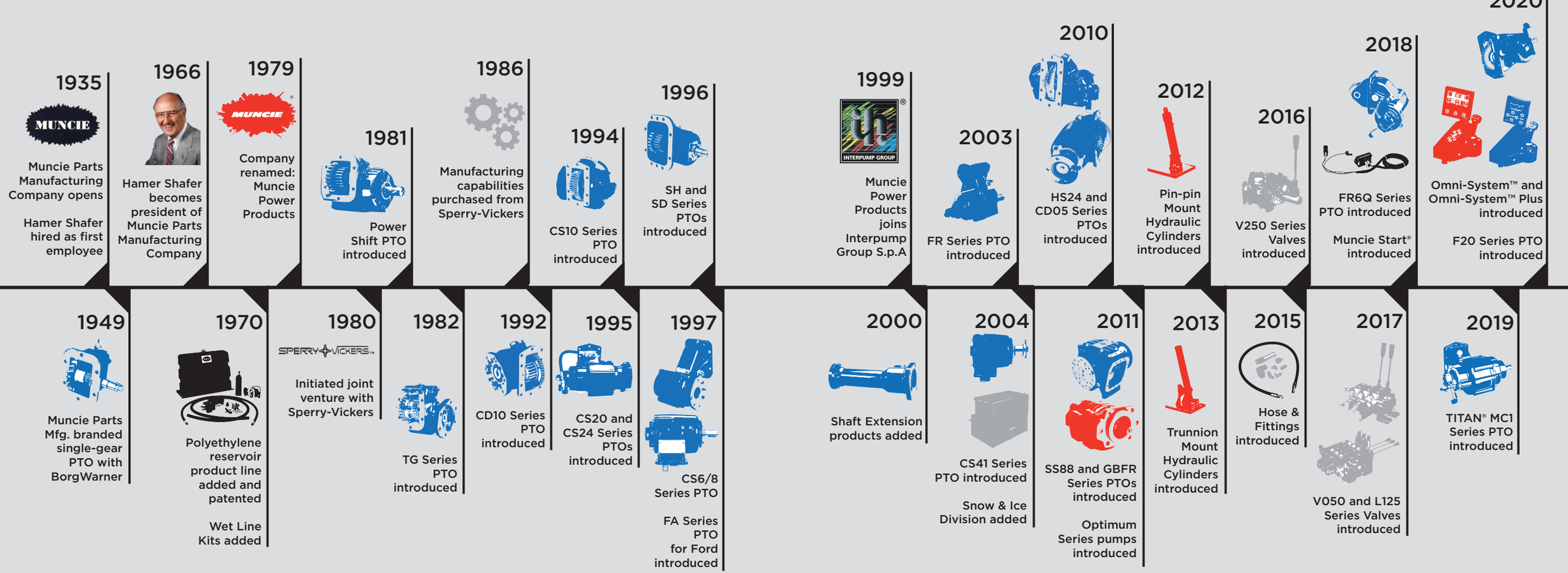
Muncie Power eventually went on to join Interpump Group S.p.A. in 1999, becoming part of a multinational operation. Today, Interpump Group is a leader in power take-offs and high pressure piston pumps. Even with the growth of the company and the transfer of ownership to the Interpump Group, Muncie Power continues with the same mission: "…to provide quality products and services that will satisfy the needs and expectations of our customers."

To maintain that mission, Muncie Power also created a Product and Application School to not only help give employees a better knowledge base of the product offerings, but also to distributors throughout the country. In the early years, part of the school's areas of focus included a hands-on PTO assembly program for outside distributors throughout the country. The school's goal was to better assist distributors in getting exactly what they needed.

Moving forward

This commitment to the customer has been what has made Muncie Power successful through the years. Muncie Power continues to focus on a people first philosophy to motivate their employees to provide the best quality of service to their customers. By continually investing in the customer service team and product development, Muncie Power places an emphasis on the customer and providing the experience for them.

Today, Muncie Power has nine company owned locations: headquarters in Muncie, Indiana, assembly centers in Tulsa, Oklahoma, and Muncie, Indiana, and distribution centers in Atlanta, Georgia; Columbus, Ohio; Houston, Texas; Philadelphia, Pennsylvania; Richmond, Virginia; and Visalia, California. Beyond these manufacturing and distribution facilities across the country, Muncie Power maintains a global distribution network to best meet customer application needs and provide industry leading customer service. ♦



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Past issues available online at www.munciepower.com/mpq