



The GAL Power Source

- Contractor Edition -

Points of Interest

In last couple of months, GAL received three orders for supply of low noise SDMO diesel generators for different condo projects. These units are going to be installed on the roofs of condo apartments. Thanks to SDMO's sound & weather protected low noise generator enclosures.

Example of noise level of SDMO enclosed generators:

- 250 kW: 72 dBA @ 7 meter
- 300 kW: 69.9 dBA @ 7 meter
- 350 kW: 73 dBA @ 7 meter
- 500 kW: 73 dBA @ 7 meter

GAL Power Systems will be attending the Electrical Contractors Association Ontario (ECAO) Tradeshow June 14, 2007 and the June 13 Golf day. Check out our booth (number 30) at the show and the unveiling our new company vehicle at the Stonebridge Golf & Country Club June 13, 2007.

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Generators: Buy or Lease

Business is extremely competitive these days and weighing all your options when it comes to equipment acquisition is critical to maintaining or increasing your market share. Leasing has become an attractive method of acquiring many types of equipment ranging from computers to heavy production equipment. Generators are an integral part of many businesses, institutions, and government entities. Having capital available under emergency situations can be a daunting task when the generator needs to be deployed, so often the viable option may be leasing.

Planning for business cycles can be difficult to manage but leasing provides a simplified method of acquiring equipment as it is paid for on a monthly basis. Standard lease terms can range from one to five years, so in most cases there will be a payment plan to fit most budgets.

The process of equipment evaluation and selection involves weighing many options so why not consider all your payment and finance options at the same time.

Benefits of leasing generators

- Leasing allows you to get the equipment you need at the monthly payment you can afford
- Preserves bank credit lines to make additional capital available for other critical areas of business growth
- It offers a pay-as-you-go financing program. Convenient monthly payments provide you with the equipment you need, without paying up front for equipment you will use, and receive benefit over a long period time
- A seasonal lease allows a construction company to schedule their payments during their busiest months. Fixed term seasonal lease payments make budgeting and planning simpler.

Commonly asked questions and answers about leasing generators

What's the lease process ?	It starts with a credit application. Additional information such as financial statements may be required for capital costs over \$30,000.00. Response time is normally 24 to 48 hours from receipt of the necessary information.
What happens at the end of the lease?	Clients can acquire the equipment at fixed purchase options either 10% of capital cost, fair market value, or \$10.00.
Are monthly lease payments deductible?	Yes all leases provide taxable benefit to the client. Please contact your accountant for further details
Who covers the warranty?	GAL Power Systems will provide all warranty for the product. Extended warranties etc. can be included in the lease.
What interest rate am I paying?	This depends on the term, and the amount to finance, but all leases are market competitive
When do my lease payments start?	As soon as you receive the equipment in good working order and authorize commencement of the lease

If you have any questions about leasing generators or contact your local GAL Power Branch or send an e-mail to: powersource@galpower.com

Summer Chilling

About this time of year, we like to remind our clients of some of our other services. The summer scorchers are just around the corner and the resulting extra demand placed on building cooling systems can increase the risk of a premature failure. In the past 5 years, GAL has responded to numerous calls involving the failure of air conditioners or chillers. On several occasions we've been able to provide equipment over a period of months to keep productivity going.

Some examples:

Ivaco Rolling Mills - needed to cool their electrical rooms to prevent their breakers from overheating and shutting down operations. We solved the breaker tripping issue by using air handlers and 2 x 100 ton air cooled water chillers to blow cold air into the electrical room.

Kingston General Hospital - Due to mechanical breakdown their chiller was out of commission. We supplied a rental chiller for 3 months until repairs were made to their unit.

Fraser Papers, Thurso, Quebec -The plant lost their chiller due to mechanical malfunctions and were unable to keep operations going. For the next two months, with the help of our 200-ton rental chiller and a generator to power the chiller, they were able to maintain operations and no downtime was required in their day to day processing.

Whether it is a chiller, dehumidifier, cooling tower or air conditioner failure, GAL has the equipment you need to stay up and running. If you would like more information on GAL's temporary cooling equipment please email us at: powersource@galpower.com.