

SHANK

POWER PRODUCTS



Background:



John (Jack) M. Shank (1914-1989) founded Shank Power Products in 1955.

Jack's expectations for excellence in sales and engineering abilities combined with strong ethics and professionalism remains an integral part of the organization.

Central office in West St. Paul, MN with full-time office manager.

Representing quality component suppliers to the O.E.M. market in the upper Midwest.

The SHANK POWER PRODUCTS' Advantage

Company Advantages

- We are structured differently than most rep firms. Each salesman is an equal shareholder in the company. This reduces personnel turnover and creates stable customer coverage.
- Central office allows for meetings to communicate changes in market requirements, as well as principal product updates.
- History of representing highly respected companies.
- Multiple lines compliment each other and keep us in front of customers. Provides "One Stop Shopping" for customers.

Staff Advantages

- All sales staff have engineering/technical backgrounds.
- Provides added value by developing and selling an engineered solution for customer applications.
- Experienced resource for solving customer application problems.

The SHANK POWER PRODUCTS' Advantage

Long term contracts with principals. (2025)

70 Years



Since 1955

46 Years



Since 1979

45 Years



Since 1980

31 Years



Since 1994

21 Years



Since 2004

16 Years



Since 2009

14 Years



Since 2011

9 Years



Since 2016

8 Years



Since 2017

5 Years



Since 2020

Products:

ENGINE AND POWERTRAIN



- **Exhaust blankets**
 - Temptec
- **CAC & air intake components**
 - Engineered Components, Inc.
- **Fuel & cooling hoses**
 - Engineered Components, Inc.
- **Air filtration**
 - Virgis Filter, S.P.A
 - Engineered Components, Inc.
- **Radiators**
 - Young/Touchstone
- **Engine Isolators**
 - Engineered Components, Inc.

Products:

ELECTRICAL COMPONENTS



- **Work, driving, and interior lights**

- Hella Automotive Sales, Inc.

- **Rocker pedals**

- Engineered Components, Inc.

- **Wire harnesses & cable assemblies**

- Unisource Assembly

- **Backlit rocker switch panels**

- Road Runner Connect

- **Wireless remotes**

- Fasse Valve

- **Relays, horns, electrical accessories**

- Hella Automotive, Inc.

- **Rotary, temperature & pressure sensors**

- Engineered Components, Inc.

- Hella Automotive Sales, Inc.

- **Joysticks, foot and hand throttles & grips**

- Sure Grip Control, Inc.

- **CAN Controllers, bridges, displays, keypads**

- Marlin Technologies, Inc.

- **Slip Rings**

- Deublin

Products:

HYDRAULIC PRODUCTS



- **Custom cylinders**
 - Rosenboom
- **Custom manifold valves**
 - Fasse Valve
- **Electro-Hydraulic Solutions**
 - Fasse Valve
- **Oil coolers**
 - Young/Touchstone
- **Auxiliary hydraulic power supplies**
 - Fasse Valve
 - Engineered Components, Inc.
- **Rotary Unions**
 - Deublin

Products:

CAB / CHASSIS COMPONENTS



- **HVAC systems, ducts & louvers**
- Aurora NA, LLC

- **Windshield wipers & washers**
- Hella Automotive Sales, Inc.

- **Gas springs**
- Stampede Distribution, LLC.
- Engineered Components, Inc.

- **Interior Components, handles, switches, dome lights**
- S-Sterling Co.

- **Custom molded urethane**
- State Industries, Inc.

- **Linkages**
- Engineered Components, Inc.

- **Composite Panels**
- Coosa Composites

- **Sub-Assembly /Part Kitting**
- Components Company Inc.



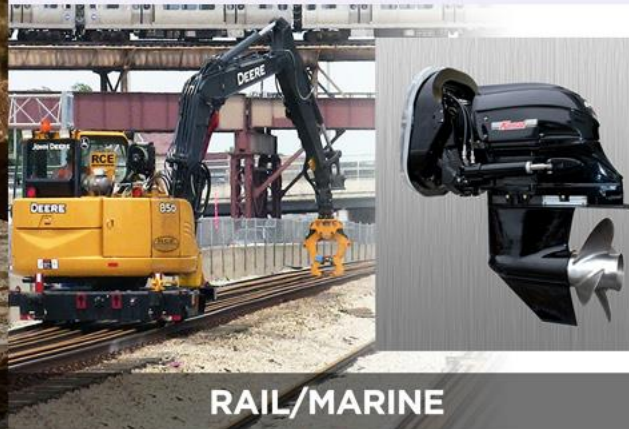
POWER GENERATION



AGRICULTURE/FORESTRY



CONSTRUCTION/MINING



RAIL/MARINE



INDUSTRIAL



MILITARY



AIRPORT GROUND SUPPORT



ON/OFF HIGHWAY



POWER SPORTS/TURF



UTILITY/TRUCK BODY



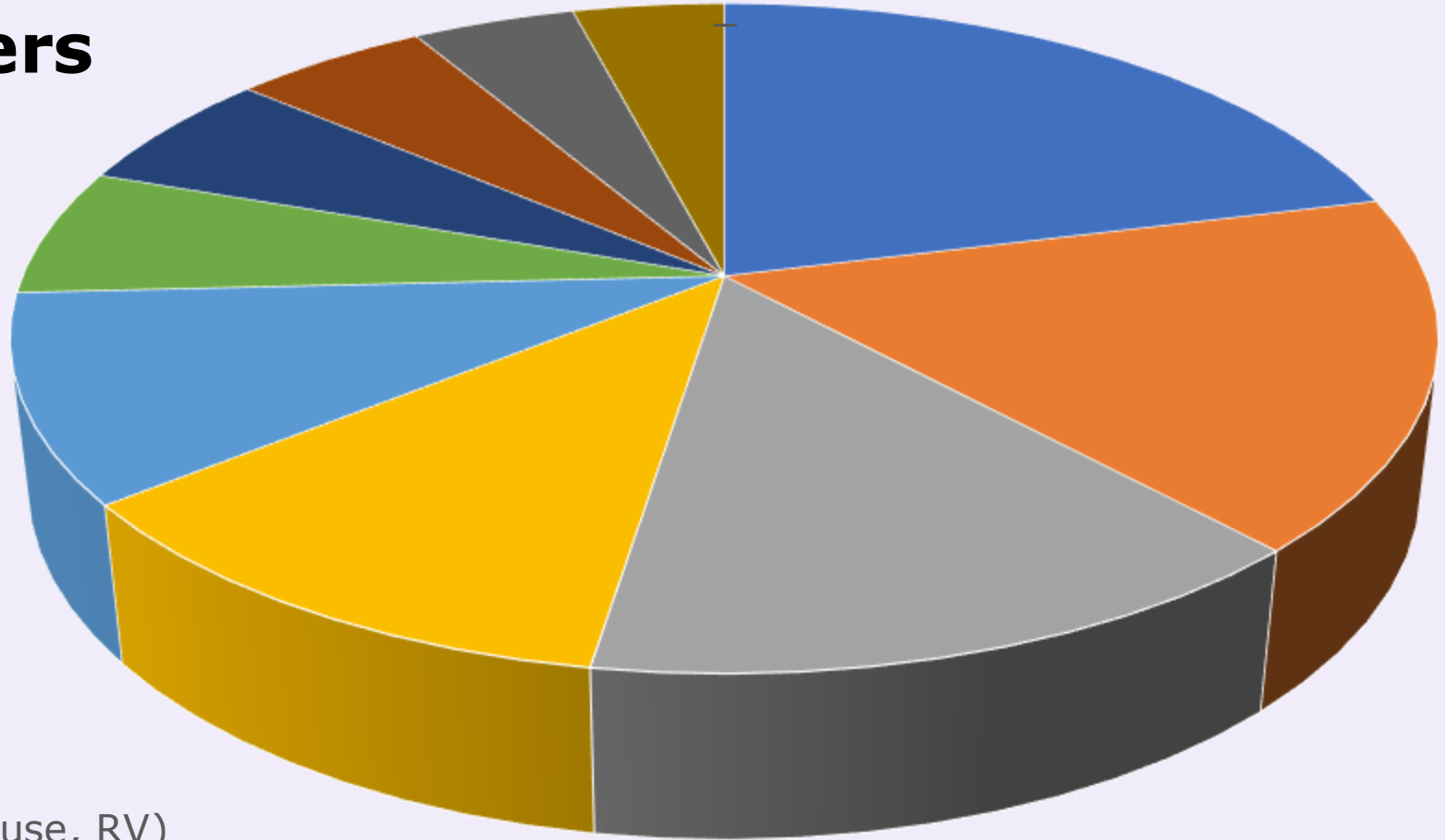
FIRE & RESCUE



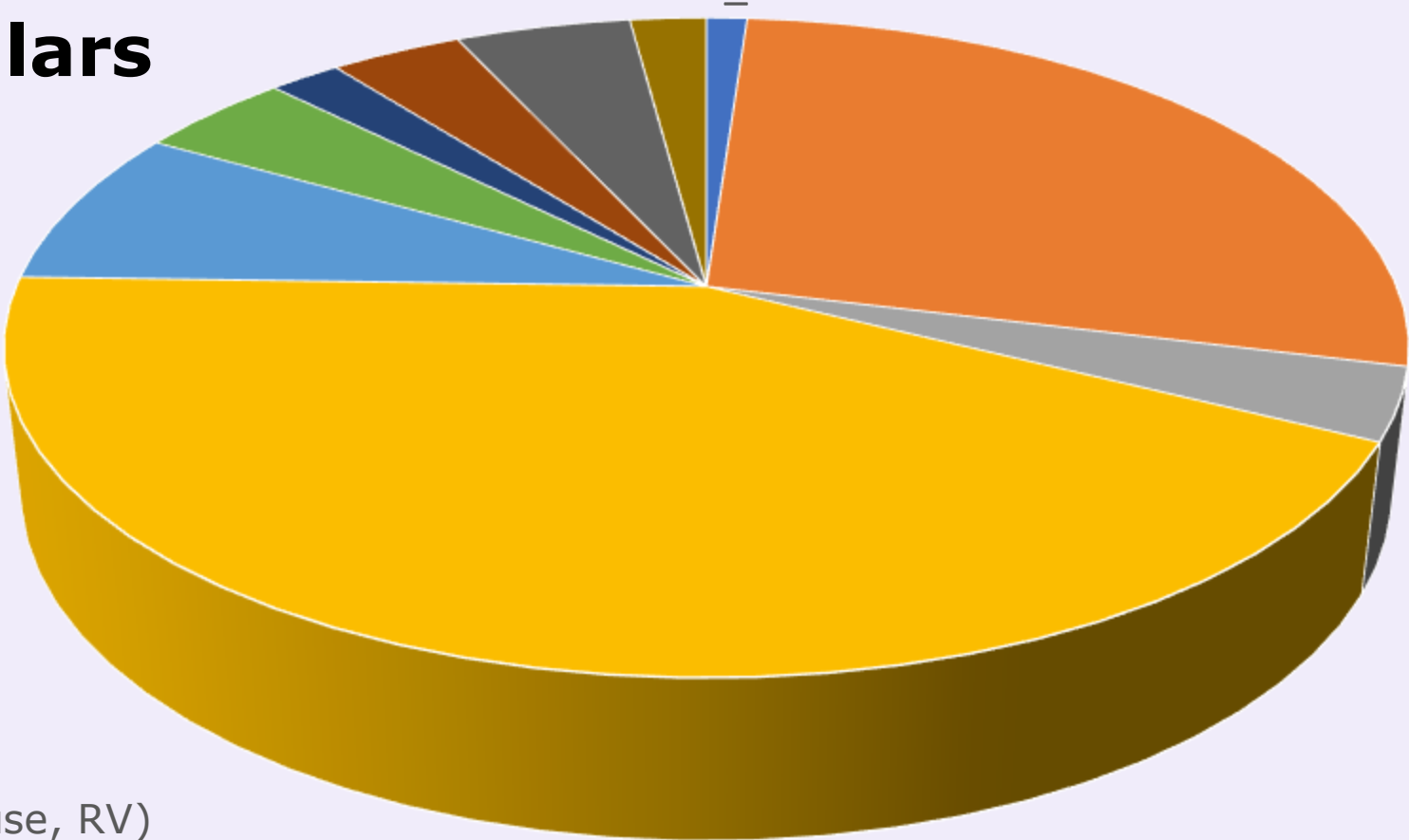
TRAILERS

Markets by Customers Served in Territory

- Power Gen. & Eng Dist.
- Construction & Mining
- Utility & Truck Body
- Trailers
- Agriculture & Forestry
- Industrial
- Fire & Rescue
- Other (Rail, Marine, Dist, Misc.)
- Powersports & Turf
- On/Off Highway (Military, Bus, Refuse, RV)



Markets by Sales Dollars



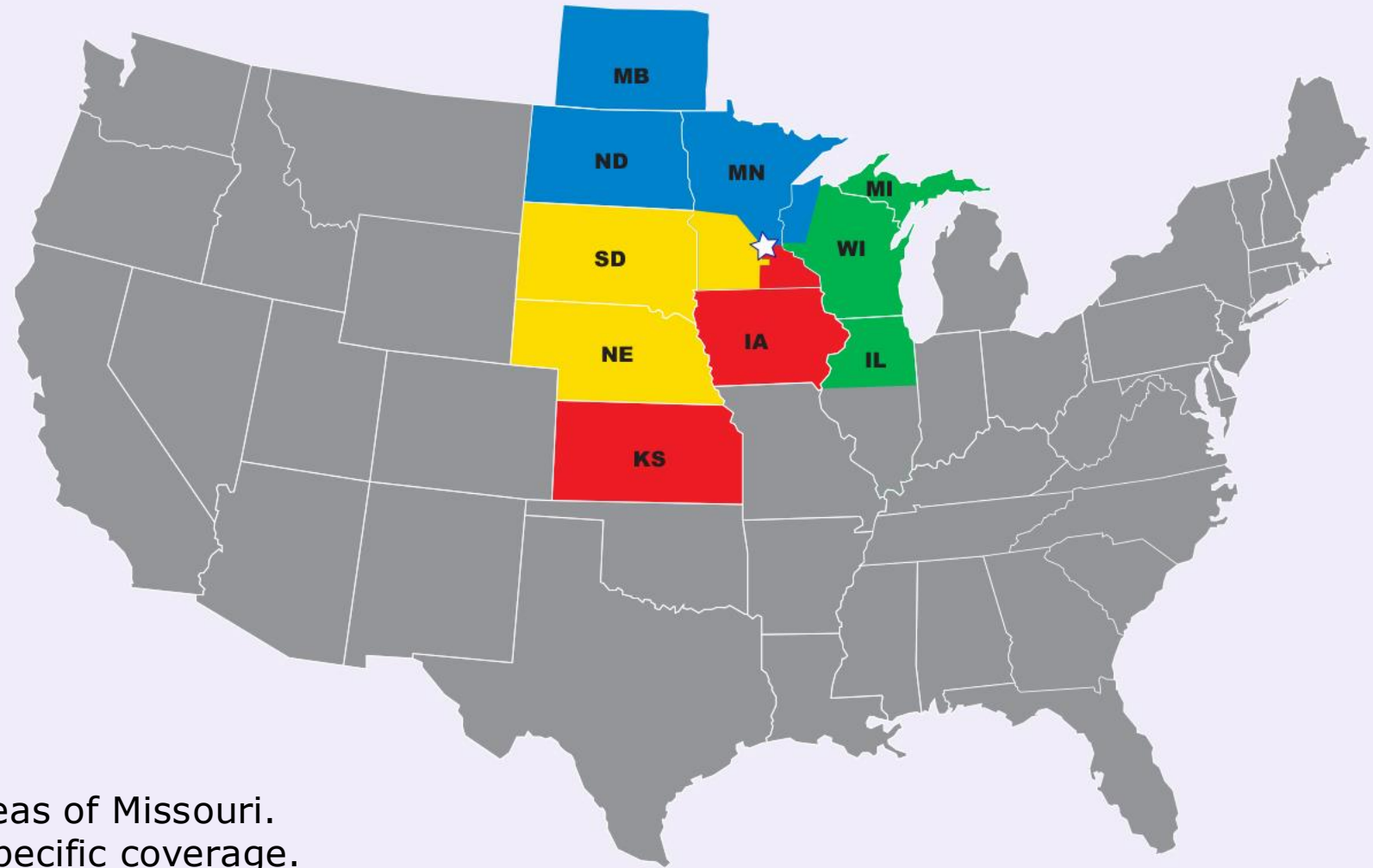
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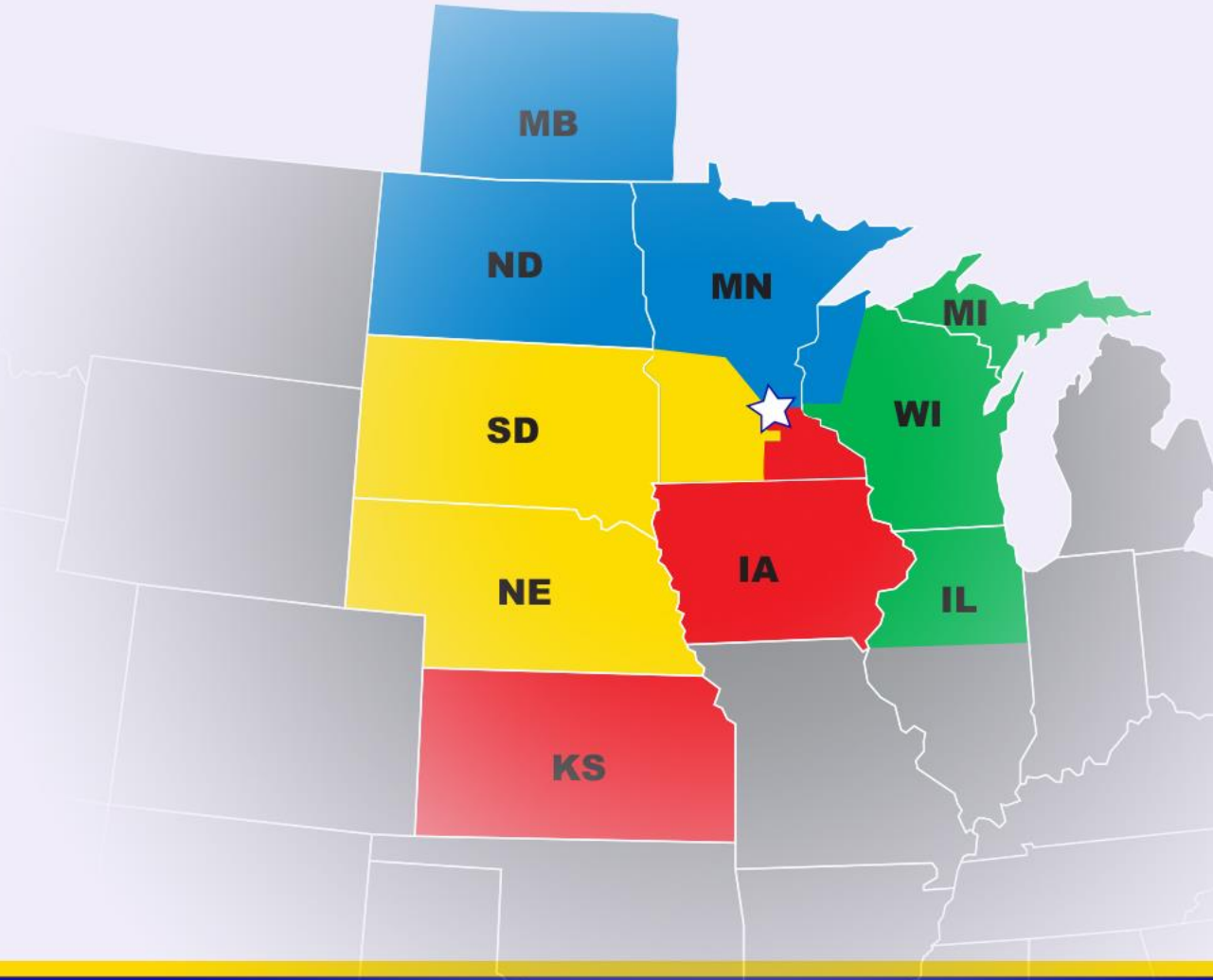
TERRITORY

Our services are available in the following regions*:

- UP of Michigan
 - Wisconsin
 - Northern Illinois
 - Iowa
 - Minnesota
 - Kansas
 - Nebraska
 - South Dakota
 - North Dakota
 - Manitoba
 - Kansas City and St. Joseph metro areas of Missouri.
- * Primary territory, contact office for specific coverage.



SHANK POWER PRODUCTS' STAFF - TERRITORY



 **Neil Engel, P.E.**



 **Jeff O'Hearn**



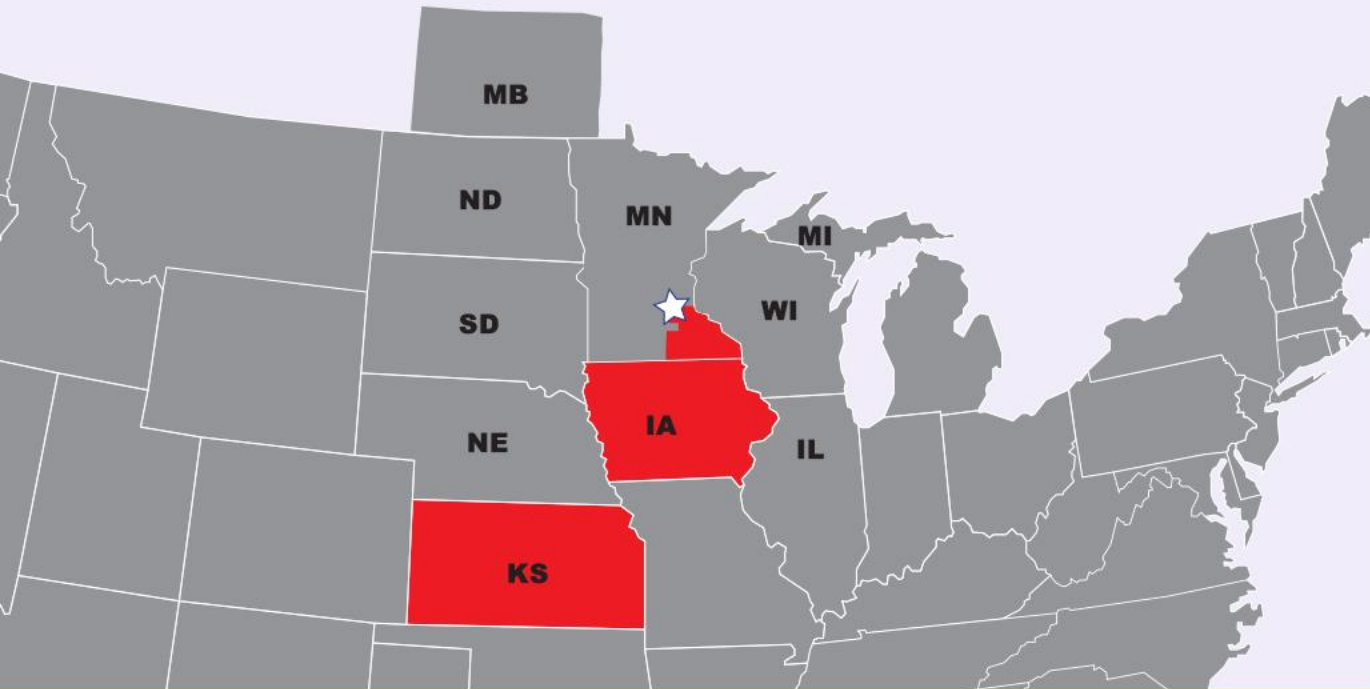
 **Doug Stone**



 **Jason Wilkie**

Neil Engel, P.E.

Neil joined Shank Power Products in 2008. He spent 5 years at Pierce Manufacturing where he held the position of Director – Product Engineering. Prior to that, he held a variety of engineering positions including 7 years at Oshkosh Truck Corporation, 5 years at Cat Forestry, and 2 years at Peterbilt.

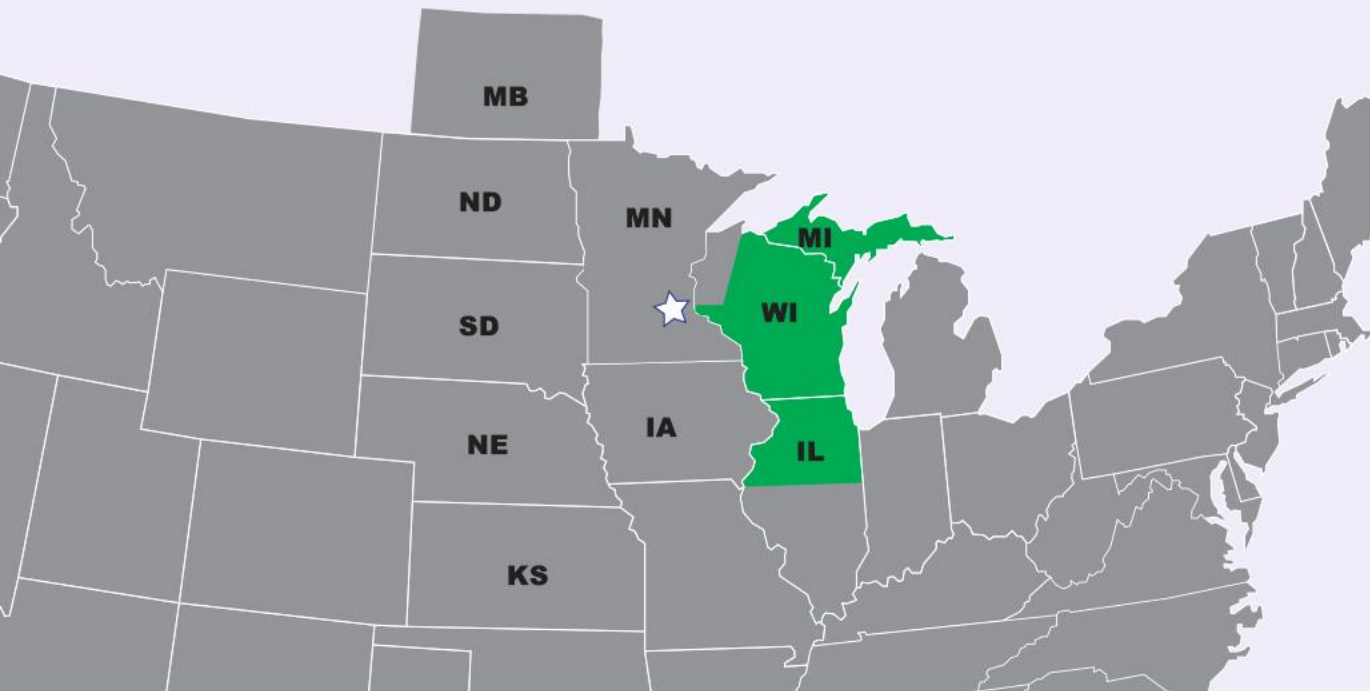


Key Customers Include:



Jeff O'Hearn

Jeff joined Shank Power products in 2023. He spent over 18 years as an engineer at Rosenbauer MN designing Off-Highway trucks for airport crash/fire and rescue markets. He also worked on pumper and brush trucks.



Key Customers Include:



ARIENS

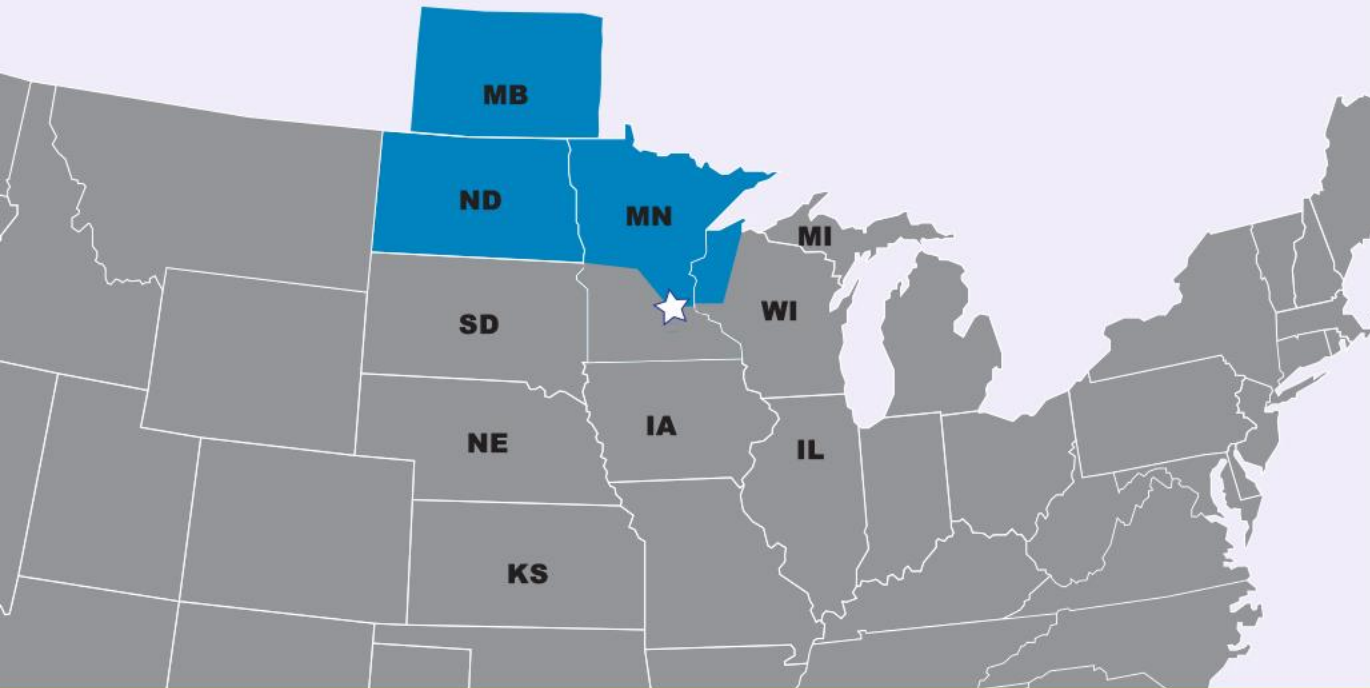


GENERAC



Doug Stone

Doug has been with Shank Power Products since 1993. His prior experience includes 5 years in outside sales for a manufacturers' rep agency in the mechanical power transmission field, and 5 years in the sales force of the Durst Division of Regal Beloit.

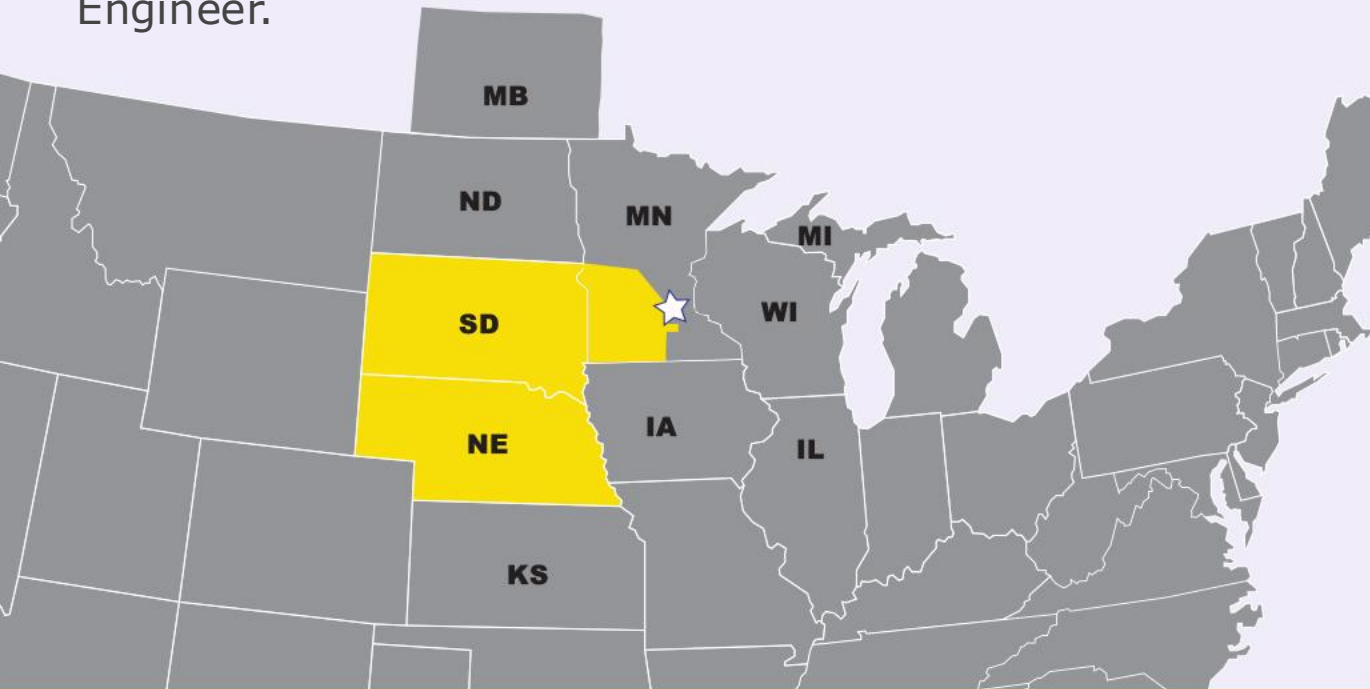


Key Customers Include:



Jason Wilkie

Jason joined Shank Power Products in 2025. He spent 11 years with Rosenbauer Motors. During that time, he was the Chassis Engineering Manager, Test Engineering Manager, and directed the Service Engineering group. Other engineering roles include 5 years with Altec HiLine as an Applications Engineering Supervisor and 2.5 years with Schwing Bioset as a Project Manager/Mechanical Engineer.



Key Customers Include:



The SHANK POWER PRODUCTS' Advantage Summary

- Company structure provides a model for success. We are fully invested in growing our business.
- Engineering/technical backgrounds prove useful in helping customers solve problems.
- Long term relationships with customers and principals.
- Complimenting product lines keep us in front of customers.

Thank you for reviewing our company presentation.

If you have any questions, feel free to contact us at 651-455-1241 or Sales@shankpower.com.



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POWER PRODUCTS

Representing Component Suppliers to the
O.E.M. Market since 1955.