



THE POWER PROFESSIONALS

LarMar Industries Celebrates 5th Anniversary

LarMar celebrates its 5th year of business in 2009!

In November of 2003, Mark Northcutt and John Larson started LarMar with a value-added concept and the help of many customers and vendor partners to give the customers a true value-added alternative for their power needs.

We started buying and refurbishing good, low-houred product from different applications and altering it to suit the market it serves. Since the owners had over 40 years experience with Caterpillar engines and vast experience in petroleum, material handling, and electrical power generation markets, we have been successful in offering the customer the best value with equipment that has good application and specifications to do the job. The customer tells us what he needs to get done and LarMar builds unit or system that fits. Our products are still working here locally and globally. We have been successful in populating more than 1,000 prime units. LarMar lives off repeat business.

Some applications include rig repower, both domestically and internationally, plant prime power and standby power with diesel and natural gas. Pump power is a staple of the company with many packages for numerous end users.

Both Northcutt and Larson concur that building trust and a good track record with the markets we serve has been exciting and challenging.

"We started out so small and realized quickly that response and capabilities are key to our growth. We just never are able to buy a unit and resell it in its current configuration," Larson said. "Application design is our specialty. Our clients are used to the fact that they get what they expect and that each product performs as it was intended."

LarMar's growth is a result of a lot of good people helping us along, and with some rapid expansion of our inventories, facilities, business units since inception.

"We found that in the used engine business there were a lot of players but the business climate was not populated with companies that owned their own inventory, performed specialized reconfigurations to applications and made good on product reliability," Larson claimed.

LarMar bought its first facility between Midland and Odessa in March 2006, opened a Fort Worth branch in August, started Used Parts in January 2007, acquired an interest in J&R Industrial Engine Company in May 2007, and simultaneously bought and remodeled a facility in Oklahoma City. LarMar/J&R Industrial relocated there in September 2007.

LarMar rental division was started in December 2007 in Oklahoma City. LarMar's fleet of 45kW – 1000kW, all-mobile, 90%- sound attenuated equipment is the core of a dedicated power products rental and support center with service capabilities and response times second to none. A major retail petroleum supplier uses LarMar Rents exclusively nationwide and recent disaster events proved LarMar Rents is the place to call when response time is critical. We hope to expand this business in 2009 with larger equipment and additional locations and services.

LarMar continued to expand in 2008 as Mark Northcutt relocated to Oklahoma City and the company's staff and inventory both continued to grow. Current staff includes more than 45 employees in two locations, more than 90,000 square feet under roof and more than 15 acres of secured inventory.

LarMar is a privately held limited liability company and details can be found at: www.larmarindustries.com

LarMar Parts is expanding

Becky Sossaman, Parts Manager is celebrating growth with more than 12,000 line items of good used, rebuilt and new parts for many models of Caterpillar diesel and natural gas engines. Sossaman credits LarMar Parts' rapid growth to an ever-expanding base of loyal, repeat buyers, a solid vendor base, experienced employees and the support of LarMar's owners, John Larson and Mark Northcutt.

"Our customers realize the value-added benefit of parts that have been thoroughly inspected and refurbished before shipment. Not just 'good used – ready to install' is what brings LarMar's customers back over and over," Sossaman said.

Plans for 2009 include the installation of a state-of-the-art parts washer and large cleaning equipment, the expansion of inside and outside parts storage areas, and a component exchange program along with dismantling over 20 + recently purchase CAT engines.