Staff Changes, New Hire are Part of Planned KG&E Growth

Owings, Maryland – August 2016 – Kelly Generator & Equipment Inc. (KG&E) has announced three upper level management changes designed to take advantage of major growth opportunities in the full service generator company’s Mid-Atlantic market area.

Shirley Ashton, KG&E’s former Director of Sales, has been promoted to Director of Operations. Working with her in that capacity will be Dru Tyson, who will serve in the newly created position of Director of Sales for the company’s rental and service division, and Johnny Greenwell, a KG&E Industrial Sales Representative who succeeds Ashton as Director of Sales.

“The changes are part of a goal that KG&E President John Kelly, Jr. has set to double the privately-held Generac Power Systems distributor’s revenues in the next five years,” Ashton said.

Hitting that goal “is doable,” Ashton said.

“KG&E’s primary market area for Generac Power System products in Virginia, Delaware, Maryland and parts of West Virginia, and Pennsylvania includes three major cities – Washington, D.C., Baltimore and Pittsburgh,” she said.

“And John Kelly is known for bringing in whatever it takes to get jobs done and to reach goals,” she said.

Ashton is a 30-year veteran of what are known as complex sales – providing highly specialized products and services to many different industries. Prior to joining KG&E five years ago, she worked her way up through the ranks from shipping clerk to executive vice president for sales at a specialty textile company that made products as diverse as body armor and industrial fabric for airplane interiors.

KG&E plans to fuel much of its planned growth through some expanded rental and service operations that Dru Tyson recently was chosen to head.

Dru Tyson joined KG&E in May, after previously working as a Director, Sales Executive, Consultant and Business Owner in a variety of entrepreneurial and Fortune 500 company settings throughout his professional career. He began his career in power generation while serving in the United States Navy and that continued with his service as a Commissioned Officer in the Maryland Army National Guard.

His most immediate priority at KG&E will be recruiting assistant territory sales people and support staff to handle the company’s projected expansion – “and, specifically, finding people with the right kind of critical power experience we need,” he said.

“And, having the right combination of experience, technical know-how, and commitment to superior customer service that KG&E has provided for nearly 25 years is vital to all the company’s operations,” said Johnny Greenwell, the newly appointed sales director.

(Continued Over)
Staff Changes, New Hire are Part of Planned KG&E Growth

Greenwell worked as an industry technician for a government contractor for seven years before he joined KG&E. He was a member of that contractor’s emergency response team for a significant time during those years, flying to emergencies throughout the U.S. and nearby territories.

“We spent the day after the 9/11 attacks (on New York’s World Trade Center in 2001) bringing a radar installation back online in Corpus Christi, TX to help strengthen national security,” Greenwell said.

Now at KG&E, “I want to draw on experiences such as those to help improve service to our customers,” he said.

Kelly Generator & Equipment Inc. was established in 1992 and is the Mid-Atlantic distributor for Generac Power Systems. In addition to being a full service generator provider, KG&E also is a coordinated rapid response organization, dedicated to providing solutions for all their customers’ increasingly sophisticated power needs. The company also offers both classroom and lab-practical training programs where persons of all skill levels can learn about the latest power generation systems and technologies.