



KenMar Instrumentation Services & KMSensors LLC
Q1 2015 AABPA Newsletter
By Leslie Horton, VP AABPA

KenMar Instrumentation Services LLC (“KenMar”) was founded by husband and wife team Ken and Margery Cook in 2002 in the couple’s garage. KenMar provides expert service installing and calibrating vibration monitoring systems for rotating machinery. The couple mastered their expertise while working at Bently Nevada Corporation. Their success is exemplified by their belief “never leave a site until the customer is completely satisfied”. Client industries include power generation, chemical and oil refining plants in the United States. The majority of their customers are Fortune 500 companies including several in the top 10.

In 2011, KenMar spun-off the sales division, KMSensors LLC (“KMSensors”), which then acquired Gilchrist Technology, Inc., a well regarded manufacturer of galvanically isolated transmitters, and hired Keith Nesbitt as VP Operations. This type of transmitter enables the KMSensors technicians, via a portable data collector, to directly tap into the plant vibration monitoring system without shutting down the monitored machine. Their products are sold globally to chemical, hydro electric, manufacturing, petrochemical, petroleum, power generation, process and waste water treatment companies.

KMSensors currently has in R&D the latest in new technology transmitters that it intends on introducing to its customer base by year-end. They also provide software/hardware solutions and have access to multiple manufacturers for vibration monitoring systems and their associated components. Clients know they can make a single phone call and KMSensors will do all the necessary “sleuthing” making them an increasingly popular “go to” solution

KenMar and KMSensors have experienced meaningful sales growth and are multi-million dollar companies. Due to this success, they have moved three times since 2008, finally landing at Auburn Airport Business Park in 2014 where they purchased a 21,144SF building located at 12740 Earhart Avenue to house both companies.

Ken and Margery married in 1982 and enjoy the challenges of running and growing the two businesses together. Ken wants to become a pilot. Margery’s family has been in Auburn since 1938 and her Uncle, Roy Mikkelsen, was a well known skier in two Olympics and helped land the Squaw Valley Olympics. Ken is a member of the Tahoe Club and Margery a member of Rotary. They enjoy the local restaurants including Bistro 103 and Auburn Alehouse. Further, they enjoy the local community events such as Mardi Gras, July 4th and the Festival of Lights.



Owners: Margery & Ken Cook



Recently purchased HQ Building



Field Engineer collecting data



Keith Nesbitt: VP Operations KMSensors



Checking for Runout