



Newly renamed HPS Loadbanks sells, services and supports Crestchic load banks for North America. It also distributes VanTran transformers.

BANKING ON A NAME CHANGE

Crestchic USA now HPS Loadbanks;
sole Crestchic load bank distributor for North America

BY DAWN M. GESKE

Crestchic USA has changed its name to HPS Loadbanks. The company operates as the sole North American distributor for Crestchic load banks, and is part of the Caterpillar dealer Hawthorne Power Systems serving San Diego County and Pacific Islands.

"Part of the strategy for the name change was to provide us with a differentiated identity from our core business as a Caterpillar distributor," said Kirk Fowkes, general manager at HPS. "We are engaged in other businesses that leverage our core strengths as a distributor. Branding as HPS Loadbanks is part of a strategy to separate us from the Hawthorne Caterpillar dealership and recognize the value we add to the Crestchic product."

HPS sells, services and supports

Crestchic load banks as well as VanTran transformers. As a Caterpillar dealer it sells equipment, engines and generator sets, and provides service and parts support for these products.

"We have also recently added significant value along with the Crestchic USA name change," said Fowkes. "We always offered service and technical support, but now we've added a 100% weather guarantee. We also set up regular boot camp training sessions to provide customized classroom and in-the-iron training for our customers. We have also expanded our service capabilities and now offer guaranteed buyback options. There are more training options, expanded service options and some guarantees that don't come from Crestchic directly."

HPS offers the load banks for pur-

chase or rent with a variety of financing options available. The load banks are used with any type of electrical generating equipment that requires testing. "Sometimes a building load isn't a perfect match to the capacity of a building's generator, so load banks are used for the additional load requirements for testing generator sets," said Fowkes. "They are also used to test turbines."

Going forward with the HPS name change, customers will see both the HPS and Crestchic brands on load banks supplied in the U.S. from the company. "We still leave the Crestchic name on the load banks and we add our brand to highlight the umbrella of services offered at HPS Load banks," said Fowkes.

Included in the HPS product range is a line of resistive/reactive load banks. The 500 kVA unit has a 50 and 60 Hz power range at 480 V. It is housed in a 5 ft. x 4 ft. ISO container. The 1.875 mVA model is rated 1500 kW at 480 V and is housed in a 6 ft. x 8 ft. ISO container. The 3.3 mVA unit is the flagship HPS model at 2650 kW at 480 V. It has dimensions of 10 ft. x 8 ft.

The lineup also includes the 6.25 mVA rated 5000 kW at 480 V. It is fit-



HPS Loadbanks' 3.3 mVA resistive/reactive load bank is the company's flagship model at 2650 kW at 480 V.

ted in a 20 ft. x 8 ft. ISO container. All incorporate handheld, PC or manual controls. Weight for the four resistive/reactive load banks is 4800, 13,200, 22,500 and 38,375 lb., respectively.

HPS resistive load banks are rated 100 to 6000 kW at 380 to 480 V and 50 and 60 Hz. The units are customizable and up to 14 load banks of various sizes can be linked in series for larger loads.

HPS also offers the 3125KVA transformer from VanTran. It has a primary voltage of 480/277V. Dimensions are 8.8 in. high x 120 in. wide x 7.9 in. long and it weighs 18,000 lb. HPS also supplies a range of flat-deck, step-deck and 20 ft. container chassis trailers as well as all weather cables.

The company provides complete customization of these products. "We have a full range of sizing including customized sizing if the particular product doesn't fit the need of the customer," said Fowkes. "One advantage of Crestchic is they manufacture custom products to meet the specific requirements of the customer. With this wide range of flexibility, HPS Loadbanks can deliver the best solution for our customers."

Fowkes said reliability is critical to the design of a load bank as it has to be ready to operate the moment it is needed. "We find in today's

market that timing and reliability are everything," he said. "People don't schedule flexibility into these tests to allow for problems with the test equipment. Because these tests are expensive and time-sensitive, the market demands equipment be available when needed, to work when called upon and to provide reliability through test."

HPS is based in San Diego, Calif. It was selected to be the sole Crestchic loadbanks distributor for North America in 2001. **dp**

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