

# 2013 EGSA Fall Technical & Marketing Conference

## Dealer/Distributor Meeting Questions

---

### PANEL

1. Environment, sand blasting, dust, noise. Discharge, cable (hazard, thief, shorted run possible). Operator/hooks up the eq. Eq your testing, what the customer wants, what the state requirements/limitation, manufactures.
2. Water cooled load banks are more expensive than air cooled. They could be a nice problem solver. Water cooled banks operate almost silently. They really don't exhaust any hot air. If you have a situation where a customer can't handle the heat off air cooled system, then the water cooled system would be a solution. Typically they are permanent applications but there are portable applications as well.
3. Radiated mounted load bank systems utilizes air floor that comes off. Challenges are fitting them into factory closures. 50% of operating load, meet epa requirements.
4. Engine mission regulations. The epa has set the standards that we have to meet. We can offer a solution base load, meet standards that epa has set. This will help prevent fines, penalties, work site restrictions. On maintenance standpoint, help prevent maintenance costs and warranties.
5. Big picture, future of load bank industry. We are seeing it getting driven to smaller footbank. Days of loadbank getting moved in and moved out are still there but projects are more sophisticated. Load banks are major part of critical management system. UL certification. Seismic, faulting, commissioning power system. Load bank is part of whole system, test switchgear, paralleling gensets, UPS system. More sophistication, high KW.

### Questions from Audience:

1. Temperature and Altitude: derating depending on manufacturer for altitude.
2. Reactive load banks vs resistive load banks: Options are resistive/reactive load banks in single container, power factor can be set. Resistive load banks, you can source our reactive load bank to pair with reactive load bank to achieve that power factor. Other options from manufacture standpoint a rental. There are a lot of requirements out there, unirate test, need reactive load bank. Advantages of packaged resistive/reactive load banks: single container, it's easy to transport, trailer mounted, control system and value of data reporting/monitoring, you can use as resistive only, tested at rated power factor, application driven.
3. Maximum KW radiator mount load bank: depends on how much back pressure radiator can take. As gensets get bigger and bigger, load banks are getting bigger in regards to radiator mount. Rule of thumb is 50-60%.
4. UL2200 addendum: sales opportunity
5. How is it you're approaching load bank life span of 20-30 yrs, to be durable over time so it doesn't cost fortune to fix: embrace technology, commissioning/installation we record/capture that data so we can provide to their customer, electronic way to save data, something we offer to them when we are doing maintenance contract, revenue generating tool. Save customer data under customer file. Technician can go back and see what data is when commissioned. Customers embrace the resource. Technology weaknesses: technology is changing, all has to talk to/communicate with each other. Technology has to be reliable. It's great to have technology, but needs to have manual backup. Investment strategy, market strategy, ROI. Upsale data logging sophistication.
6. Safely do load bank testing in rain: if it's a true portable load bank, can't be stored outdoors, there are portable load banks that are weather protected, NEMA controlled. Bigger load banks should have some remote control capabilities. Covered loading doc area, some sort of protection over the top for the smaller portable load banks. Best practices, concerned about safety of technicians. Safeties built in, ground fault.

### TOYA

Program is off and running. EGSA has agreed for 2014 applications, there is a check off to make one-time \$30 donation. Hope to have a couple manufacturers will be sponsors for this award.

### LINKEDIN

Leadership team a part of DD LinkedIn. LinkedIn is platform we will use, way for you to have a voice. You have to be approved by EGSA to join DD.

### **MEMBERSHIP COMMITTEE**

Purpose is increase membership by introducing EGSA to engineering group. Personalized letter/kit from your company. Engineer spec with EGSA certified technician.

### **NEW BUSINESS SPRING 2014**

Apprenticeship. Basic test and advanced test. Creating a working group that can dig in and figure out how we can make contact with all schools across country and create means to get them in the program. Levels: EGSA Cert. 0 yrs, Journeyman 3 yrs, and Advanced/expert 5 yrs. Volunteers: Dave Walch, Chad Yu, Samantha T., Bob F.

### **ROUND ROBIN**

More time, more focus on modeling excellence, day for DD's, business operations, more interaction of green committee, case studies, keep LinkedIn fresh, present agenda upfront, case studies that are out of the ordinary, best practices, end user focus, systems in place to handle disasters, social media, more panel time,