



NEWS RELEASE

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HPS Loadbanks Hires Paul Karpf as General Manager *New Executive is Committed to Providing Exceptional Customer Service*

San Diego, CA (December 08, 2014) – HPS Loadbanks (HPS), the leading distributor of Crestchic® Loadbanks in North America, announces the addition of Paul Karpf as General Manager.

Paul Karpf began his career as a Construction Yard Associate for Hawthorne Cat in the late 1980's. In 1998, Karpf transitioned into the power generation industry when he became the Rental Power Sales Associate. After being promoted to Power Systems Rental Manager, Karpf successfully expanded the rental fleet to include large loadbanks, air compressors, air treatment equipment, and switchgear. Additionally, Karpf served on the Caterpillar Rental Dealer advisory Team for seven years.

Karpf joins HPS Loadbanks, having managed the San Diego location for a large, nationwide rental company with a focus on Pumps, Power, and Big Air. In a relatively short time, he was able to build and train a cohesive team to serve a customer base that required equipment and support 24 hours a day, 365 days a year. The result was a significant increase in revenue combined with expanded profit margins. In just over 2 years, Karpf made great strides in Safety; being acknowledged for moving his branch's safety record from last to first place within the Western region.

Karpf's accomplishments and experience make him ideally suited to his new role as General Manager for HPS Loadbanks. "I am excited to be a member of the HPS Loadbanks team," Paul Karpf says. "We take great pride in maintaining the condition of the rental fleet." Karpf continues, "Customer retention and customer loyalty are one-and-the same. They can only be earned by consistently providing good value, and promoting a staff culture focused on customer service."

Kirk Fowkes, HPS Loadbanks Director of Sales and Marketing says, "Paul's extensive background in management and power generation equip him with the skills necessary to continue to grow HPS Loadbanks and deliver a first-class customer experience."

About HPS Loadbanks

Based in San Diego, CA, HPS Loadbanks is the leading authorized distributor of Crestchic loadbanks in North America and a recognized premier dealer of Vantran transformers. Whether you choose to buy or rent, HPS offers the best selection of new and used resistive loadbanks, resistive/reactive loadbanks, transformers, trailers and cables. Our load testing products and services include sales, rental, training, parts and service.