

BUCKEYE POWER SALES – FAMILY OWNED AND OPERATED SINCE 1947

THE PLAN BEHIND THE POWER

STANDBY POWER SYSTEM PLANNED MAINTENANCE PROGRAMS



Buckeye Power Sales

Reliable Power Professionals Since 1947

Buckeye Power Sales Co., Inc. is the distributor for Kohler® Power Systems for the States of Ohio and Indiana. Our focus is developing long term relationships with our customers and providing them with the best solutions to their reliable power needs. With four convenient locations across Ohio and Indiana, Buckeye Power Sales is recognized as a leader of full service on-site power systems.

We'll earn your business time-after-time.

PLANNED MAINTENANCE PROGRAMS

Just like any other equipment, your onsite power system needs periodic maintenance. Buckeye Power Sales offers customized planned maintenance (PM) programs to keep it in top condition and ready to operate when the power goes out.

All of our service technicians are factory certified professionals and our service trucks are continuously restocked with essential parts to ensure that each technician has what they need upon arrival. We repair all generator and automatic transfer switch makes and models.

PM programs include:

- Regularly scheduled visits
- Multi-point inspections
- Fluid and filter changes
- Environmentally safe waste disposal
- Complete system testing



PLANNED MAINTENANCE AGREEMENT OPTIONS

Annual PM: The annual planned maintenance program includes inspection of all equipment according to our multi-point inspection report.

Also included:

- Change oil, oil filter & fuel filter
- Test and treat coolant, as required
- Dispose of used oil and filters in an EPA approved manner
- Replace air filter, if needed (additional fee)
- We will make any additional necessary repairs with customer's approval*

Semi-Annual PM: The semi-annual plan includes the same services provided with an annual PM with an additional inspection performed at six (6) months.

Quarterly PM: The quarterly plan includes the same services provided with an annual PM with an additional inspection performed quarterly.

Monthly PM: The monthly plan includes the same services provided with an annual PM with an additional inspection performed monthly.

Multi-Year PM: Buckeye Power Sales offers extended maintenance contracts to cover the service on your units for the future. This allows you to lock in current rates for future services. Additionally, the cost of future services can be spread out over a longer period of time, allowing you to budget appropriately. We can customize our maintenance contracts for most any demanding situation or application.

Note: additional inspections (semi-annual; quarterly & monthly) do not include filter & fluid changes.

**Repairs are not included in the price of the planned maintenance program. Repairs will be billed at our prevailing rates for parts and our discounted labor rate for planned maintenance program customers.*

ADDITIONAL SERVICES AVAILABLE WITH PM PROGRAMS

Load Bank Testing

It is our recommendation that you should regularly plan on a load bank test to put your generator under the appropriate load to bring the generator up to rated temperature and test its performance. That service can be performed in addition to any of our maintenance programs. We have the capability to load test power systems up to three (3) megawatts, and have an inventory large enough to allow us to schedule multiple load bank tests in any of our locations.

- Load banking tests your system's capability without interrupting standard utility services to your facility
- The test is the only sure way to tell if your system is capable of handling the load this is required.
- When life safety electrical power needs are involved, this test is required by law in accordance with the National Fire Protection Code 110 "Standard for Emergency and Standby Power Systems."

Section 8.4.2.3 states: "*Diesel-powered EPS installations that do not meet the requirements of 8.4.2 shall be exercised monthly with the available EPSS load and shall be exercised annually with supplemental loads at not less than 50 percent of the EPS nameplate kW rating for 30 continuous minutes and at not less than 75 percent of the EPS nameplate kW rating for 1 continuous hour for a total test duration of not less than 1.5. continuous hours.*" (NFPA-110 2010 edition)



Cooling System Maintenance

- Cooling system testing and treatment is standard with a planned maintenance agreement.
- As coolant hoses age, they can crack and split
- Replacement of coolant and hoses is recommended at least every three (3) to five (5) years to maintain system reliability.
- Engine block heater inspection and replacement helps ensure your power system will start when cold weather hits.

Engine Belt Replacement

- Engine belts are wear items that must be periodically replaced
- Like coolant hoses, over time, belts become brittle, crack and split leading to unexpected failure

Fuel Cleaning and Treatment

- Diesel fuel systems are subject to contamination from water, chemical deterioration of fuel over time, growth of organic materials and foreign matter accumulation among other issues.
- This contamination decreases system reliability, shortens the interval of fuel filter replacement, and can accelerate engine wear.
- Existing diesel fuel can be tested, treated and cleaned leaving you with a fuel system that is ready to perform.

Remote Monitoring

Remote monitoring provides you peace of mind. When your generator performs its self-test, a remote monitoring system verifies the generator's operation. You can also view your generator activity online at any time. If your generator should fail, notifications will be sent according to your instructions.

Thermal Imaging

- Thermal imaging or thermography detects heat patterns or temperature changes in objects. Today's thermal imagers have the ability to view live images of heat emitted from equipment. This allows a technician to discover problems prior to costly down-time, or monitor developing problems.
- One of the biggest benefits of thermal imaging is the ability to perform inspections while the generator is under load. Since thermal imaging is a non-contact diagnostic tool, the technician can quickly scan the equipment from a safe distance.

Battery Replacement

- Battery failure is one of the most common reasons standby power system fail to start.
- Replacement of your battery every two (2) years increases system reliability.

Oil Analysis

Oil analysis is a quick, nondestructive way to gauge the health of an engine by looking at what's in the oil. People use oil analysis for different reasons: to see if there are any problems developing, to see if their oil is working well in the engine, and to see if they can run longer oil changes.



Company History

Buckeye Power Sales Company, Inc. was founded by Edward Sebastian and first opened its doors for business on May 21, 1947. From the very beginning, we have been a servicing generator distributor serving the State of Ohio. As the oldest signed Kohler distributor—we pride ourselves in providing premium service before, during and after the sale.

"We are committed to being a quality power supplier, providing premium service to premium products."

– Don Bohls, President Emeritus of BPS

Our dedicated power facility was laid out for all of the processes of a company supplying and servicing customers for power. We can be a "one-stop-shop" for all of your power needs. Headquartered in Columbus, Ohio, the company started with just three employees and has now grown to employ over 100. With four convenient locations across Ohio and Indiana, Buckeye Power Sales is recognized as a leader of full service on-site power systems.

Experience

We have a large installed base of generator set installations for standby and prime power. Our long list of repeat customers acquired over 65 years is a testimony to our success, reputation for quality work and experience in power generation. "Sales" says Tom Bohls, General Manager, "are built on relationships and how comfortable the customer is with you. A testimony to our success is our loyal, repeat customers." All of our service technicians are thoroughly factory-trained professionals. And we don't limit ourselves to just the popular brand products—we repair all generator and automatic transfer switch makes and models.

Our experienced sales staff provides hands-on reliable support through all stages of the sales process.

- Hands-on support from local people - not just a telephone number
- Engineering for design and application
- Load calculations
- Specifications
- Technical assistance
- After-sales support for parts, warranty and maintenance

Resources

A full service power supply distributor that makes a difference.

- Reliable support before, during and after the sale
- Fleet of service vans ensuring our products remain fully operational 24 hours a day, 7 days a week
- Full rental fleet
- Load testing generators
- On-site maintenance
- Dedicated generator facility
- Inventories of equipment and parts for rapid response
- Dealer network

THE BPS FLYWHEEL



Buckeye Power Sales is your reliable power partner. We have been providing on-site power solutions to our customers since 1947. The BPS Flywheel, illustrated above, keeps your work turning when the power goes out by:

- Focusing on developing long term relationships with customers
- Identifying your need and developing a solution
- Providing equipment that meets your needs
- Verifying your equipment is installed & operating properly
- Supporting you after the sale
- Letting you know when it's more practical to replace than to repair it

For nationwide capabilities contact Ultimate Service Associates, a North American Site Services Company. 918-836-8701



Locations

Columbus, Ohio

8155 Howe Industrial Pkwy, Canal Winchester, OH 43110 | 614-751-4515 | 866-889-2628

Cleveland, Ohio

8465 Tower Park Drive, Twinsburg, OH 44087 | 330-425-9165 | 800-966-2825

Cincinnati, Ohio

4992 Rialto Road, West Chester, OH 45069 | 513-755-2323 | 800-368-7422

Indianapolis, Indiana

1707 S. Franklin Rd, Indianapolis, IN 46239 | 317-271-9661 | 800-632-0339