

60 YEARS OF INNOVATION AND SUCCESS

This year we celebrate 60 years of history, innovation and success, which, together with our commitment to customer service and technical distinction, has led us to become a leading provider of distribution transformers to the Australasian electrical industry.

Like many pioneering New Zealand companies, we can trace our history back to very modest beginnings when, in 1956 Ron Trotman founded Trotman Transformers, from the basement of his home in West Auckland. Starting small as a specialised transformer manufacturer, the next four decades were spent diversifying and building a reputation for outstanding quality and customer service - traits that we can still trade on today.

The nineties brought big changes to the

company, with the focus shifting to distribution transformers, and then in 2001, the small transformer division of the Company was sold to other interests and the company name was changed to ETEL Limited.

Our first distribution transformers were manufactured in late 1994 - polemounts, up to 100kva and no more than 50 units in the first few years. Today our transformers can be found in many areas of the Pacific, throughout Australia and all over NZ. We have the capacity to manufacture and supply up to 10,000 distribution transformers annually, ranging from 1kVA up to and including 4000kVA in size. We operate production and office facilities in Auckland, Melbourne and Indonesia and employ over 290 skilled personnel.

With sixty years of experience behind us we can look forward to a bright future, where we will continue to utilise the latest technology, production processes and supply chain innovations to achieve world-class manufacturing excellence and complete customer satisfaction.

**60 YEARS • 20,000SQM OF PRODUCTION AND OFFICE SPACE • 290 SKILLED PERSONNEL
10,000 TRANSFORMERS PER YEAR • 1KVA - 4000KVA IN SIZE**

JOINT VENTURE ENHANCES OUR GLOBAL REACH

In July, ETEL announced the purchase of a majority shareholding of a small manufacturing company based in Jakarta called PT Lucky Light Globalindo (LLG), a partnership that will allow both companies to expand their manufacture of technically sophisticated, high-quality transformers and ancillary products.

“This is an example of a partnership that will allow us to rapidly grow together across Indonesia and also into other areas of South East Asia,” says ETEL CEO, Mr Peter Leece.

“We expect that through the relationship we will be able to combine Lucky Light’s 26 years of experience in Asia, together with our engineering capability and supply chain expertise,” says Mr Leece.

Mr Hasim Tan, Managing Director of PT Lucky Light says he is proud to be working together with ETEL to provide high end products for the Indonesian people, “Indonesia and other ASEAN countries are actively working to increase good quality electricity supply for their communities and we are happy to be playing a part in making that a reality.” He says.

This is an exciting time for ETEL and we look forward to further developing our relationships throughout Asia and with the broad network of engineering and consultancy companies and experts who are working throughout the ASEAN region.



Mr Peter Leece and Mr Hasim Tan



SUPPLY CHAIN EXCELLENCE

ETEL's new storage warehouse, which became fully operational in July, is a purpose-built space, designed to improve the speed for supply of product into our production lines.

The 2172sqm space has been fitted out with custom-built ceiling high racking to ensure we have plenty of space to keep materials well stocked and easy to access.

The change to the stores and how product is held is part of ETEL's commitment to supply chain excellence. The improved speed for supply into production means we are better placed to meet our timeframes for our customers.



ETEL's new storage warehouse

There is more work to come for our supply chain team, who are now looking at the introduction of improved technology, and a focus on continuous improvement activities that optimise service end to end in our supply chain and for our customers.

Earlier this year we designed, manufactured and supplied nine 1500kVA low profile-mining transformers to Murray Engineering.

"Murray Engineering were approached by a customer in Africa to supply nine skid based substations. There were a few hurdles involved in the project as the customer had only ever used dry type transformers on site and were apprehensive in using oil filled transformers due to a fire risk. After working closely with ETEL, we are able to offer a design and a competitive price to convince the site to utilise this type of transformer.

We found that specifying an ETEL transformer was a selling point and gave us an edge over our competitors. We have comfort developing our business overseas knowing we can supply a high quality and reliable ETEL transformer as part of our product range. The project was delivered on time and on budget. "

**Paul Farquhar,
Murray Engineering**

'STATE OF THE ART' TESTING FACILITIES

ETEL is committed to continuously upgrading its manufacturing and testing facilities to meet the requirements of current AS/IEC/60076 standards for transformers.

A number of recent enhancements to these facilities mean we are now self reliant in type testing and our product development cycle time has been significantly reduced.

ELECTRONIC POWER SOURCES

As a part of the upgrade, ETEL has already implemented state of the art power frequency converters to replace the rotating generator for dielectric tests.

The modern power frequency converter has the ability to test transformers from 40Hz to 300Hz. The voltage control is also electronic and this simplifies test circuits. The modern PFC has a PD free power supply and also has the ability to measure harmonics to the 50th order.

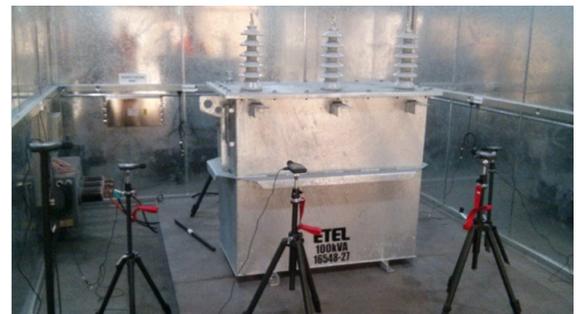
SHIELDED LAB FOR PARTIAL DISCHARGE (PD) AND NOISE LEVEL TESTS

ETEL has installed an electrostatically and acoustically shielded enclosure to measure partial discharge and noise levels in distribution transformers. The shielded enclosure allows ETEL to measure very low levels of PD without any difficulty.

Measurement of noise levels are also facilitated in the same enclosure.

IMPULSE GENERATOR

ETEL has installed an impulse generator capable of generating impulses up to 300kV, both plain wave and chopped wave on the tail. The impulse generator has an automated measurement and control system which makes the acquisition of impulse responses accurate and easy. By conducting a number of impulse tests, on randomly sampled product, we can improve our design significantly and optimise the cost and performance of the transformer.



ETEL's partial discharge test



ETEL's impulse generator test

NOTE: ETEL WILL BE CLOSED FOR THE CHRISTMAS PERIOD FROM FRIDAY 23 DECEMBER UNTIL MONDAY 9 JANUARY 2017.