

WELCOME TO ANDY PALLISER

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It gives us great pleasure in announcing the appointment of Andy Palliser as our Regional Sales Director for New Zealand, effective from the 1st of February, 2005.

Andy joins us after long and distinguished service within the electrical industry. Many of you will know Andy from his previous role as Sales Engineer for Electropar NZ Ltd. and more recently Bri-Tech NZ Ltd.

Adapt New Zealand is based in Christchurch and supported with warehousing facilities in both Christchurch and Auckland to service the entire market.

Adapt New Zealand are the exclusive agents and stockists for several world class companies, such as,

K-Line Insulators Ltd. (Canada) for Distribution and Transmission class polymeric insulators,

Nortroll AS (Norway) fault indicators and systems for both overhead and underground networks and

Lucy (UK) for ringmain, switchgear and overhead switchgear for DSA applications, to mention a few.

To view the entire range please visit our website at www.adaptnz.com



Andy will be pleased to discuss your project or product application.

Please contact Andy at the office on: (03) 383 6334 or Mobile on 0213 86745 or Fax (03) 383 6334 or Email andyp@adaptnz.com

SAVE TIME AND MONEY—LUBE WELL

If you would like to be notified by e-mail every time a new Issue is available send an e-mail to :-

poles&wires@adaptaust.com.au



Even in the technologically advanced 21st century, and after decades of education, we still find big end users trying to save pennies on cable pulling lubricant.

This comes in two forms: 1) Choosing a low-cost, low quality product, or 2) Cutting usage to low or even zero levels. This is a very bad financial move.

Let's analyse the math for a typical utility cable Pull:

A) 200 meters of 100 mm PVC Conduit = **\$1200**

B) 200 meters of 500 MCM cable = **\$2100**
C) 12 litres of pulling lubricant = **\$60**

What are the potential repercussions of an inadequately lubricated pull? They range from costly delays to total failure.

Industry studies show that 90% of cable damage occurs during installation. Cables stressed beyond tensile limits, excess wear and tear on equipment, cable jacket damage, and conduit burn-through from high friction are examples of what can go wrong.

Add in extra labour costs for problem pulls, and, sophisticated cable pullers know there's no logic in using a cheap lube or using less of a good one if it risks pulling the truck up on its rear wheels, frying the puller motor, damaging the cable, burning through the conduit, or delaying the crew even one minute.

They use only the best (Polywater) lube and slather it on liberally.



ADVANCED FEEDER MANAGEMENT UNITS FOR INTEGRATED SUBSTATION PROTECTION & CONTROL.



Our Friends at **ZIV Protection + Control** have just released a new range of Integrated Protection, Control and Metering Terminals providing a new benchmark for cost effective transmission line and feeder management protection devices. The “V” series is an enhanced version of feeder management relays that are well established in the marketplace and have a strong reputation for simplicity and reliability.

Models IRV (overcurrent based) and ZLV (impedance measurement based) protection and control terminals are based on the latest digital technology and are designed to provide the maximum flexibility and versatility. They incorporate all of the functions required for protection, control and metering of a high voltage line or feeder.

The models in this range feature easy-to-use communications and programming tools that provide a user-friendly environment in which to configure applications. IRV and ZLV units are designed to work best as part of an integrated protection and control system.

Due to their communications structure these units provide great flexibility of use when applied to distributed integrated protection and control systems. Systems of this type have the following fundamental characteristics:

- The physical distribution of the parameter and signal measurement equipment and control units.
- The difference between protection and control equipment disappears – the units used combine both functions to a greater or lesser extent.
- Functions are distributed in levels, allowing them to operate at the optimum level – the level in which

the data they require is available.

- The hierarchy of the command functions is flexible and configurable: main control, substation control positions etc.
- Adherence to the criteria protection units acting fully automatically and located at the lowest level of the hierarchy to maintain their functional integrity even in the absence of the higher levels and other units at the same level.
- The minimum use of conventional cabling: the connections between the data capture modules and the substations uses a communication system.

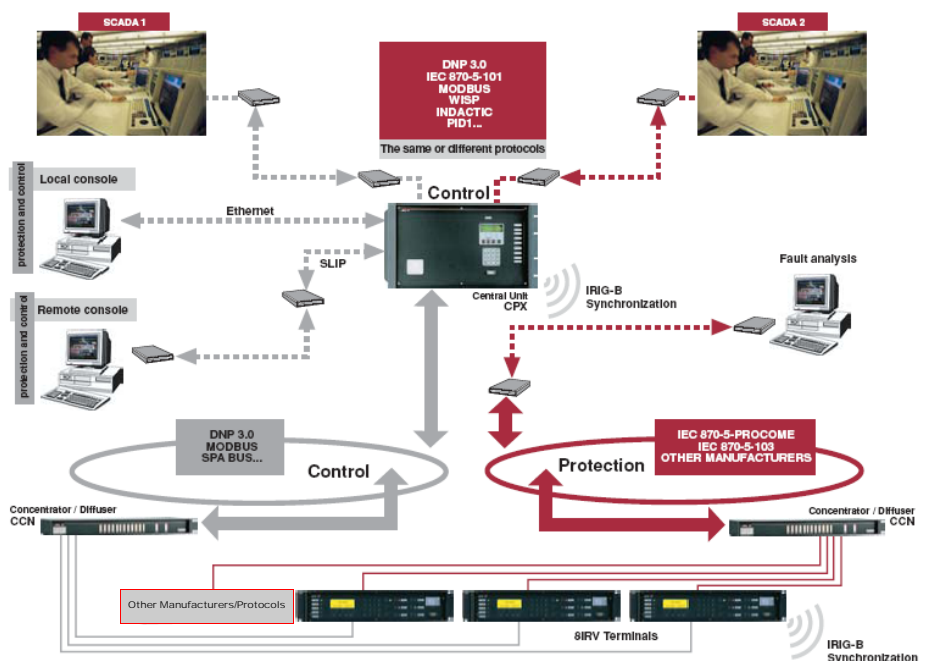
At the substation level, the data received is combined and presented to the local operator or to a remote operator in a suitable format, as required for each purpose – supervision, control, analysis, etc.

As standard these units come with three communications ports and three communications protocols (ProComme, DNP3.0 and MODBUS) can be used simultaneously. In addition to RS232/485 and fibre optic communications ports, options include Ethernet (100FX-ST or RJ45), Bluetooth wireless and USB. The units are UCA 2.0 compatible and GOOSE MESSAGING compatible.

Thirty protection and autoreclose - autocontrol functions are provided in the IRV to give the versatility to cover all feeder applications. Each function can be enabled or disabled during configuration or by commands transmitted via the communications ports, operating interface or digital inputs.

As ZIV's exclusive distributor for Australia and New Zealand the entire ZIV range can be sourced through ADAPT.

Please contact us for details.



For further information call ADAPT New Zealand (03) 383 6334

COMPETITION. WIN-WIN-WIN. \$100

TAX FREE

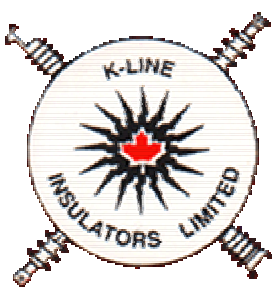
1) Name the K-Line personnel visiting New Zealand in April 2005?

Reply to competition@adaptnz.com

If you prefer we will donate your prize to a charity of your choosing.



K-LINE INSULATORS LTD. TO VISIT NZ



Mark Kellett CEO and Tony Carreira, President of K-Line Insulators Limited, of Toronto Canada, will be completing selected customer technical / promotional visits in both the North and South Islands during the week commencing Monday 11th April, 2005.

During this NZ visit Mark and Tony will be accompanied by ADAPT New Zealand's Managing Director, Peter Sandars and Regional Manager Andy Palliser.

K-Line Insulators range of high voltage polymeric insulators include all types of Distribution class (15Kv - 46Kv) and Transmission class (69Kv - 230Kv) and are readily accepted by Major NZ utilities for regular supply throughout New Zealand since the early 90's.

For more Information give Andy a call on 0213 86 745.

ZIV – Power System Protection, Metering and Communications

ZIV Aplicaciones y Tecnologia of Spain manufacture a range of leading edge digital protection, metering and communications equipment for power system and industrial applications.

ADAPT has just been appointed the agent for ZIV and will be releasing their product range to the New Zealand and Australian marketplace. ZIV is a multinational company already exporting world-wide.

ZIV uses the latest digital technology in their products to provide excellent performance and a complete range of additional features now widely sought by utility engineers.

Innovation and flexibility are key strengths of all of ZIV products and this

is backed up by their professional team of engineers to help develop and implement solutions in which quality and meeting customer needs are the prime deliverables.

Protection relay systems are available for all parts of the power system ranging from large and small generating units, transmission, substation equipment, distribution and industrial plant systems as well.

ZIV has products to meet the demanding requirements of communications for power system protection use and high accuracy metering for application at the wholesale and contestable customer level.

The protection relay range includes leading edge processing modules designed to meet the emerging and current needs for communications and data processing functionality now required to assemble intelligent schemes for power system protection and control.



Whats On

EEA

June 16th to 18th

2005

**SKYCITY
AUCKLAND
CONVENTION
CENTRE**

AUCKLAND

*See You
There*



STREET LIGHTING CONTROL RELAYS



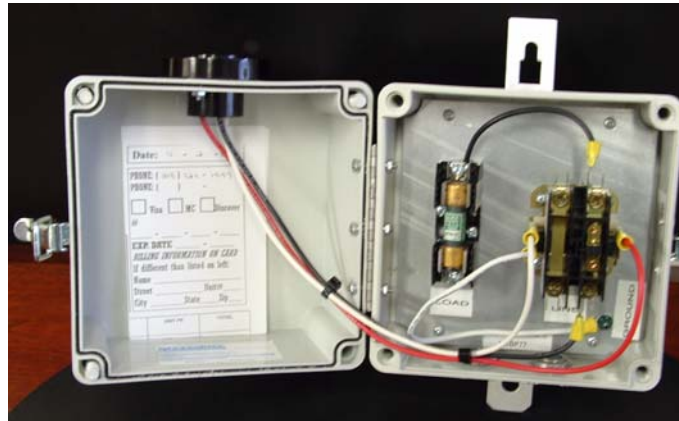
Fisher Pierce have developed the MR Replacement Series of street lighting control relays, designed to provide photoelectric

controls to banks of lights, rather than individual lights.

They are high performance multiple relays with heavy duty contactors and configured to your

individual application requirements.

One or two poles, normally open or closed contacts, 30, 60, or 100 amp.



MR Replacement Series Street Lighting Control Relays

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WHAT'S YOUR ANDYCAP?



Andy Palliser holding the Junior cup won at the South Island Electrical Supply Authority Annual Golf Tournament held in Ashburton 4/5 Feb 2005.

Andy Palliser holding the Junior cup won at the South Island Electrical Supply Authority Annual Golf Tournament held in Ashburton 4th and 5th of February 2005.

The tournament is run superbly by Graeme Benney of Mainpower and his team, they do a fantastic job, it is a testament to them being the number of golfers returning year after year.

Many thanks to all involved, I look forward to returning next year and defending the only golf trophy I've ever won!

POWERCOR IN-LINE FOR IMPROVEMENTS

Powercor Australia Limited recently installed its first set of strain insulators for an "In-line" application at Shepparton.

The use of the in-line insulators allowed Powercor to cut in an airbreak switch to an existing line without the need to change crossarms and insulators,

and also saves on the use of three strain insulators and associated hardware. The insulator assemblies from K-Line enabled the conductor to be terminated at both ends with the minimum number of components being used.

Powercor have achieved savings in both materials and labour with this unique and effective approach.

