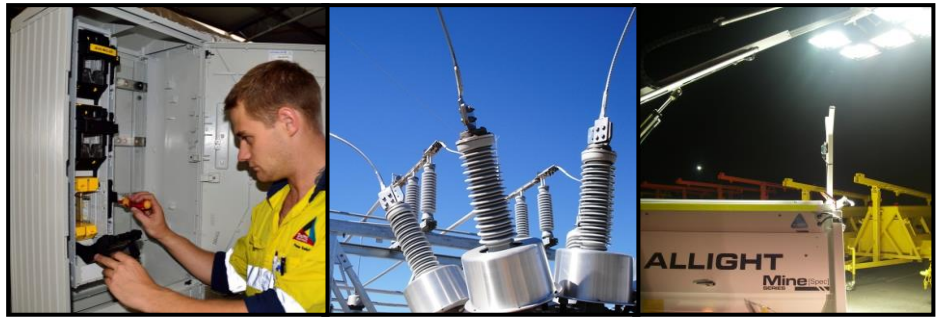


DELTA ELECTRICS NT PTY LTD



Power Solutions



CAPABILITY STATEMENT 2018



DELTA ELECTRICS – POWER SOLUTIONS

POWER MANAGEMENT | POWER QUALITY | POWER GENERATION

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Delta Electrics - Capability Statement 2018

Company Overview

Delta Electrics is a successful well-established Northern Territory business that commenced in 1969. The company is a major supplier of power products & services to the Northern Territory.

Delta Electrics has secured many multi-million dollar projects and has developed four distinct business divisions being Projects, Sales & Services and more recently Renewable Energy.

Projects - Our Projects Division offers a complete Design & Construct solution to clients including Engineering, Project Management, Construction & related services.

Sales - Our Sales Division supplies a wide range of equipment from world-class manufacturers:

- Siemens (Medium & High Voltage power transmission & distribution equipment)
- AllightSykes (diesel generators, mobile lighting towers, Perkins diesel engines & Sykes heavy duty pumps)
- Cooltech Global (diesel generators from 4kVA to 3500kVA)
- Eaton Industries (Low Voltage power distribution & protection equipment, UPS solutions)
- KAESER Compressors (rotary screw air compressors)
- Tindo Solar (Solar Panels, Australian-made)

We supply renewable energy products including commercial and remote solar power systems and energy efficient (LED) lighting. We also supply fuel storage solutions, mobile lighting towers, direct strike lightning protection & surge protection equipment, automation & control solutions.

Renewable Energy - We supply the latest technology and promote Australian-made products. Delta Electrics has a strong reputation for quality and reliability and has installed solar systems to more than 300 premises for both business and consumers in the Northern Territory.

Service - Delta Electrics Service division provides a 24x7 service capability. Our services cater for planned and unplanned maintenance, solutions on preventative maintenance, technical and practical expertise focused on client asset and capital equipment management.

Our Clients

Our clients cover a wide range of industry sectors (Utilities, Defence, Mining & Resources, Construction, Remote Communities, Health, Media, Transport, Government & Manufacturing) & include some of the biggest companies operating in the Territory such as: Power & Water Corporation, various NT Government Departments, Australian Department of Defence, Telstra, ERA, Macarthur River Mining (MRM), the Halikos Group, The Arnhem Land Progress Aboriginal Corporation, Local Government & BOC.

Our Competitive Advantage

We pride ourselves on being the best in the business & delivering outcomes that exceed the expectations of our customers offering exceptional value for money across the range of our Projects, Sales & Services activities. Our people are the basis of our success & the Company has comprehensive employee development programs in place to help ensure that our valued employees share in the success & growth of the Company.

Our company values reflect the way we like to do work:

- Our people are the basis of our success
- Going the extra mile to deliver solutions that exceed the expectations of our customers
- Providing the largest possible range of parts and equipment
- Delivering on our value proposition every time
- Building long-term sustainable business relationships
- Respecting the environment
- Working in harmony with Indigenous communities

Delta Electrics - Capability Statement 2018

Core Competencies

The company specialises in the supply, installation and after-sales servicing of a range of power-related technologies including:

- Air compressors – Supply, Install and Service
- Air fittings, Air hoses and Air accessories
- Diesel Engines
- Earthing Solutions
- Fuel Tank storage solutions
- Generators
- LED energy efficient lighting
- Lighting Towers
- Lightning and surge protection
- Low voltage (LV) power distribution
- Medium and high voltage (MV/HV) power distribution
- Uninterruptible Power Supply (UPS) solution
- Solar power
- Dewatering pumps

Past Performance – Major Projects

Major projects in order of value completed in recent years include:

- **Silcar/Telstra Katherine Telephone Exchange** - DC Equipment upgrade \$35K
- **Gateway Shopping Centre** - Direct Strike Lightning Protection; Supply and installation of 3 Non Conventional Active Air Terminals for Palmerston \$50K
- **Paradise Landscaping** - Diesel Tank 31KL and Fuel Management System \$60K
- **NT Department of Health Gove Health Clinic** – Major electrical works and supply/install of a standby generator \$68K
- **Territory Generation** - Installation of steam turbine generator controller at Channel Island Power Station \$75K
- **Department of Infrastructure**- T12 Tank with Fuel Management System and Dangerous Goods storage container \$80K
- **Power and Water Corporation** - Installation of Standby Generator at Hudson Creek Sub Station \$100K
- **Fulton Hogan** - Kerosene Tank 69KL and Fuel Management System \$120K
- **Darwin Port Corporation** – Supply, Install, commissioning and annual maintenance of backup generator \$140K
- **130 The Esplanade Darwin** – Design, Supply and Installation of 150kVA generator set \$150K
- **Casuarina Square** - Direct Strike Lightning Protection; Design, Supply and Installation of 5 Non Conventional Active Air Terminals for the protection of the new solar panels and also Earth Resistivity Testing \$170K
- **Silcar/Telstra Life Cycle Replacement Program** - Major Upgrades to essential radio sites around WA/NT \$250K per annum.

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- **Berkeley River** – Design, Supply and Installation of Solar PV Hybrid System \$360K
- **Power and Water Corporation** - All Centres - Panel Contract for the Repairs, Maintenance, Installation and New Works of Electrical Power Generation Systems in Remote Communities for a Period of 60 Months \$400K
- **Energy Resources Australia** - Installation of sub-terrain earthing for high voltage sub stations and lightning protection \$500K.
- **Bullo River Station** – Supply and Install of a solar/diesel hybrid power station \$550K
- **Energy Resources Australia** – Design and Construct Shellsol Storage Facility \$730K
- **Department of Defence** – Robertson Barracks – Supply and install Neutral Earth Reactor \$800K
- **The Arnhem land Progress Aboriginal Corporation (ALPA Store)** Electrical Audits and upgrades \$890K
- **Power and Water Corporation** - Snell St Substation – Design, Supply and Installation of 11kV temporary switchboard for substation \$1M
- **Power and Water Corporation** – Milingimbi and Port Keats – Power Station upgrades \$900K
- **Power and Water Corporation** - McMinns Pumping Station – Design, Supply and Installation of a 22kV switchboard in an upgraded zone substation building with high voltage switchgear, protection and control design \$1M
- **Federal Government Intervention Program/NT Police** – Supply and Installation of 17 generator sets to remote Aboriginal communities located throughout the NT \$1.2M
- **Power and Water Corporation** - Lovegrove Power Station – Design, Supply and Installation of a 22kV switchboard in a purpose-built zone substation building incorporating state-of-the-art Siemens technology in high voltage switchgear, protection and control design \$1.3M
- **Australian Department of Defence** – Supply and Install of UPS devices, surge protection and switchboards at RAAF Tindall and Winnellie \$1.4M
- **Power and Water Corporation** - Civil and Electrical works for Palmerston Zone Sub Station \$1.5M
- **Power and Water Corporation** - Supply and Installation of Portable Sub Station at Manton Dam \$2M
- **Bushlight** - Supply and Install solar power systems to 8 aboriginal communities throughout the NT \$2.3M
- **Department of Education and Training** – National Solar Schools Program (NSSP), Supply and Installation of Solar PV System into Northern Territory Schools \$2.4M
- **Territory Generation** - Channel Island Substation – Design, Supply and Installation of 22kV Switchgear \$3.6M
- **Territory Generation** - Installation of 12kV switchgear for gas & steam turbines at Channel island power station \$4M
- **Power and Water Corporation** - Katherine Zone Substation - a complete Design and Construct project supplying a purpose-built substation building, civil works, access landings and building security. The substation includes a Siemens brand 22kV high voltage switchboard complete with system protection, low voltage ancillaries, arc-fault vent containment system and a state-of-the-art fire suppression system \$4.7M
- **Power and Water Corporation** - Northern Region – Repairs, Maintenance and Installation of Generating Units and the Design, Construction and Assembly of Remote Radiators and Walkways in Remote Communities Period of 60 Months \$7M
- **Power and Water Corporation** – Period Contract - Supply, Delivery and Installation of 145kV and 72.5kV Gas Insulated Metal Enclosed Switchgear \$18M

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Past Performance – Services & Maintenance

Services and Maintenance projects include:

- **Vision Stream Services –**
 - Emergency support of telecommunication infrastructure during planned and unplanned power outages.
 - Service and maintenance of Stand-by generators that support Major telecommunication exchanges.
 - Service, maintenance & replacement of DC power systems supporting telecommunication infrastructure.
 - Civil works as required.
- **Service Stream Services –**
 - Emergency support of telecommunication infrastructure during planned and unplanned power outages.
 - Service and maintenance of Stand-by generators that support Major telecommunication exchanges.
 - Service, maintenance & replacement of DC power systems supporting telecommunication infrastructure.
 - Civil works as required.
- **Department of Correctional Services –** Servicing and Maintenance of Diesel Rotating Uninterruptible Power Supply at Darwin Correctional Precinct in Darwin's rural area (Holtze) which is the NT Government's largest ever construction project.
- **Australian Satellite Communications Pty Ltd –** Service and Maintenance of Generators, Uninterruptible Power Supply and Air-conditioning Systems for STARS Earth Station Equipment, Darwin NT.
- **NT Police Fire and Emergency Services**
 - Alice Springs region servicing
 - Darwin region servicing
- **Alice Springs Airport**
 - Generator servicing
- **Service Contracts**
 - Halikos
 - Sterling
 - Whittles
 - Sigma
 - Sage
- **Solar Hybrid Power System Maintenance**
 - NSSP
 - Berkeley River
 - Bullo River

Delta Electrics - Capability Statement 2018

Our Clients

Our clients cover a range of business sectors including:

| | |
|-----------------------|--|
| • Defence | • Power utilities |
| • Remote communities | • Pastoral stations |
| • Local councils | • Mining |
| • Manufacturing | • Commercial & Industrial Developments |
| • Electrical Industry | • Communications Industry |

Our major customers include:

| | |
|---|---------------------------------------|
| • Power and Water Corporation | • Territory Generation |
| • NT Government (Dept of Infrastructure & Development, NT Police, Education & Training) | • OM Manganese |
| • Australian Department of Defence | • Telstra Corporation |
| • City of Darwin | • Bullo River Station |
| • Halikos Developments | • Thiess / Silcar Telepower |
| • Arnhem Land Progress Aboriginal Corporation | • Energy Resources of Australia (ERA) |
| • BOC Limited | • Macarthur River Mining (MRM) |
| • Exide Technologies | • Channel 9 (Darwin) |
| • Darwin Port Operations | • BHP GEMCO |

Key Distributorships and Agencies

We act as the NT/Darwin distributors and agents for the following companies:

- **Allight Lighting Towers** (ranging from civil through to mining specific products)
- **Briggs & Stratton** (petrol generators)
- **Cooltech Global** (diesel generators from 4kVA to 3500kVA)
- **Eaton Power Quality** (UPS and surge protection)
- **Eaton Power Distribution** (products in low voltage power distribution, motor control, power quality, test and measurement, automation and control)
- **Gentech** (Honda and Yamaha petrol generators, diesel generators, fire protection control systems)
- **IBEX** (Tube Press - Stainless Steel delivery lines)
- **Industrial Fitting Sales** (Airline fittings and associated products)
- **KAESER** (Industrial Rotary Screw & Portable Compressed Air Solutions)
- **Kubota** (Diesel generators, diesel engines)
- **Lightning Protection International** (direct strike lightning protection, early warning systems, surge protection, earthing systems)
- **One Stop Warehouse** (GCL solar panels and steel framing systems PV Solar Systems)
- **Perkins** (diesel engines)
- **Pilot** (Air compressors and accessories)
- **Rapid Spray** (Portable fuel storage solutions)

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- **Siemens Energy PTD** (power stations, power transmission and distribution systems, protection relays, circuit breakers, surge arrestors, insulators, monitoring systems, switchgear, sub-stations, control systems)
- **Tindo Solar** (Tindo designs and manufactures technologically advanced solar panels in Australia, for Australia and the world)
- **Yamaha** (Inverter generators)

Key Differentiators

Delta Electrics differentiates itself from other Electrical products supply and service companies by the following:

- **Our product range** – we supply leading brand products across a wide range of applications
- **Our experience** – we are the NT leaders in the design, installation and servicing of small to medium and large-scale power-related projects
- **Our service** – we combine an in-house workshop, with experienced service personnel and full range of spare parts to suit our product lines to offer customers timely and expert after-sales support.

Company Management

John White – Chairman of Directors

Damon Wagland – System Support / Director

Mark White – Business Manager / Director

Joshua Ladd – Division Manager Projects & Services

Peter Wallis – Service Manager

Shelly Nudl – Quality Manager / IT Administration / Accounts

Tim Farndon – Sales Manager

Geoff Goodrich – Renewable Energy Manager

Key Staff

Jordan Van Der Voorden – Electrical Projects Manager – CEC Accredited

Shane Fletcher – Account Manager

Garry Shaw – Estimator / Project Manager

Sean Atkinson – Senior Electrician – Technical Services

Terrie Birch – Sales Representative

Spare Parts / Counter Sales

Kavya Guduru – Project Administration Coordinator

Katrina Arnold – Administration Support Officer

The company employs a team of Electricians and Electrical Apprentices

Delta Electrics - Capability Statement 2018

Key Divisions

| Sales | Services | Projects |
|----------------------------|-------------------------------------|----------------------|
| - direct to market | - warranty claims | - design |
| - counter sales | - workshop repairs and services | - solutions |
| - small to medium projects | - planned and unplanned maintenance | - project management |
| - major projects | - on-site field services | - delivery |

Our People

Delta Electrics recognises that the main asset of a business is its people. The company employs more than 26 staff. The company is an active employer of apprentices and is regarded as an employer of choice in the Northern Territory.

The need to keep up-to-date with new technologies in the area of power production, transmission and control, along with air compressor, mobile lighting and heavy duty pumping technologies requires ongoing training of staff, especially in a technical capacity. Employees of Delta Electrics regularly attend industry courses and supplier training sessions to assist with their professional development and keep them informed of the latest technologies.

Management Systems and Quality Control

Our intention is to provide quality products and services to ensure our customers are satisfied, that we meet our contractual obligations and conform to all regulatory requirements.

To help ensure this, Delta Electrics is a Quality Endorsed Company that maintains a Quality System in accordance with the requirements of

ISO 9001:2008 (Global Group Certificate no. 80003051 Expiry 14/09/18)

AS-NZS 4801-2001 & OHSAS 18001-2007 (Global Group Certificate no. 80003055 Expiry 23/07/20)

ISO 14001-2004 ENVIRONMENT - (Self Managed)

OHS/Safety/Environmental

Delta Electrics recognises that the Health, Safety and Welfare of employees are of paramount importance to the company. Management is responsible for taking all reasonable and practical action to provide and maintain a work environment that is safe and without risks to the health of all employees, in compliance with all statutory requirements and relevant Australian Standards.

Management and Supervisors of Delta Electrics at all levels are fully committed to:

- Providing a safe and healthy working environment
- Providing training and instruction to enable employees to perform their work safely and efficiently
- Ensuring that time and facilities are made available for all staff to consult together about health and safety in the workplace
- Maintaining regularly the effectiveness of the safety procedures that are introduced to manage health and safety risks
- Providing and maintaining safe plant and work systems, including arrangements for safe use and handling, storage and transport of plant and materials
- The business has a policy that all exposed conductors are treated as alive until proven otherwise
- The business has a policy that staff will not undertake live electrical work, the effected portion of the electrical installation will always be de-energised, proved dead and tagged/locked off prior to commencement of work

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Disputes Resolution

The procedure for the resolution of disputes is as per Part 2—Consultation and Dispute Resolution of Electrical, Electronic and Communications Contracting Award (MA000025) and General Clerks Award (MA000002) and the Fair Work Best Practice Guide for Effective dispute resolution.

Standards Compliance

The company adheres to AS/NZS and ISO standards relevant to company operations.

Electrical Contractor

The company holds Electrical Contractor Licence C1021 Expiry 08/09/2018

Certificates of Accreditation

CAL - Contractor Accreditation Limited; Accreditation No. **D-21-10342-0718** EXP 30 07 18

Category - Trades and Related Services – Electrical and Hydraulics

Insurances

\$20,000,000 public liability cover

TIO policy number 79-6509357-LCP - Valid 30/06/18

Motor Fleet cover

TIO policy number 1796509359VFT - Valid 30/06/18

Workers Compensation cover – anywhere in the Northern Territory

TIO policy number TWU6508144 – Valid 30/06/18

Associations and Memberships

- Australian Industry & Defence Network (AIDN-NT)
- Master Builders Association
- Petroleum Club NT
- Territory Proud

Australia's Northern Territory

Contact details

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