

1916-2003 NILSEN 87 YEARS.



NILSEN

REVIEW

ISSUE 12, SEPTEMBER 2003

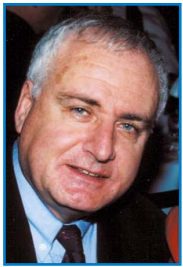


ELECTRICAL EXCELLENCE

OUR VISION:
'TO BE PREFERRED.'



FROM THE MANAGING DIRECTOR.



After a year of mixed results, we are now in a strong position. It has been a year of focus on our people, our structure, our strategic directions and in particular, our order book. We look to FY 2004 with confidence.

Engineering Services was our star. Victoria delivered exceptional results. South Australia and Western Australia also did well. Only Queensland did not quite make it over the line. Our High-Energy/Field Service focus is building strong businesses. Our branding and service range sets us apart and we will build this even further in FY 04.

Contracting, our powerhouse, performed below expectation. South Australia, Western Australia, New South Wales and Northern Territory had positive results. Victoria and Queensland didn't. Poor project selection, low sales and IR issues the main causes. Now resolved, these

should not affect FY 04. Our solid order book means a good year ahead.

Switchboards have come of age. We now have substantial operations in South Australia, Victoria and Western Australia. We also have significant representation in New South Wales and Queensland. A true National presence. All had positive results. We won some of the largest orders in Australia. Forward orders are strong.

Our regional offices also found their mark. Morwell, a brilliant performer for its size. Bunbury, now strong in southwest WA also performed well. And our operation in Mt Gambier in SA contributed significantly to our winning a number of major projects in the Green Triangle.

Communications and Data, now part of our Contracting and Engineering Services businesses, has become a vital, viable and sustainable part of our end-to-end service.

Revenue Metering. Another success story. Concentration on product redesign and sales has again built this

into a profitable business. Our leading edge two element meters and import/export technology are in high demand.

What makes Nilsen special? I believe it is our being 87-year young and family owned. So it is particularly exciting to advise the appointment of Mark Nilsen as Executive Director Contracting. Mark's new role should see Nilsen become a 100-year plus, 4th generation family company. And, Mark having two sons, the fifth generation may also already be waiting in the wings.

In all our fields of endeavour, we pursue our vision 'To Be Preferred'. Preferred by our customers, suppliers, and Nilsen People. To all, I thank you for your support and look forward to strong results this year and those to follow. To all Nilsen People, thank you for making our vision, 'To Be Preferred' a reality.

Peter Vandenneuvel

OUR REVIEW IN REVIEW.



What is in this review?

- Front cover: Major Brisbane landmark, Central Plaza, Queensland Investment Corporation headquarters.
- Excellence: we nominate another series of exceptional projects. Opposite on Page 3.
- Utilities: our end-to-end solution is aimed squarely at them. Pages 4 and 5 show how.
- Sometimes you can deliver a project too well. Don't believe it? Page 6...
- Ignorance is no defence for not complying. What with? Find out on Page 7.
- Our 'Big Bang Theory'. Alive and well in switchboard design. Page 8.
- Who's steering the ship? Meet our Contracting Steering Group on Page 9.
- We help manage traffic safely at more than 2600 intersections. Where? Page 10.
- Long-term maintenance strategies. Spend to save! Page 11.
- More variety. Not one, not two but six new projects on Page 12.
- Nilsen Landmarks. It's Queensland's turn. Page 13.
- The N in Nilsen stands for National. The proof is on Page 14 and 15.
- Our people. Page 16 has the latest appointments and achievements.

Our website is still a work in progress but check it out at www.nilsen.com.au

AND THE NOMINATIONS ARE...

Last Review, we highlighted our impressive Excellence Awards record. No less than 36 awards across Australia.

Well, this year, we've nominated another 5 projects for awards. They not only showcase the quality of our work, they are also a snapshot of the very broad range of specialist Nilsen skills across Australia.

Here are this year's nominations.



Western Australia:

WA Maritime Museum. A new impressive feature of Fremantle Harbour. Its interior is as impressive as its exterior. The new home for America's Cup Winner Australia II is a real showcase of our ability to provide cutting edge electrical and data services in a complex building where our work is for all to see.

New South Wales:

Stadium Australia. A world first! The moveable concrete stands allow optimised use. We helped make the 25,000 tonne concrete stands move in and out to suit the sport being played in this, the most recognised sporting arena in Australia. It highlights our combined electrical and data skills on show to the world.

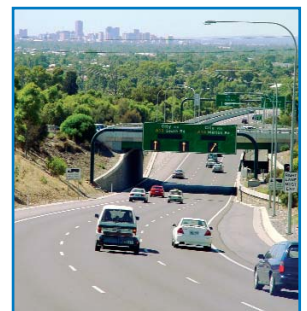


Victoria:

The University of Melbourne. Their most prestigious academic project. University Square. We delivered two projects on the Square, Buildings A and B. We selected building B for nomination. With more than 4,500 high-speed data connections, it is a leading edge example of our Data skills.

South Australia:

The Southern Expressway. A unique reversible freeway cutting through some 28 kilometres of suburbia. No traffic lights! It reverses direction each day to suit peak hour traffic flow. Making all this work needed a lot of computing power, data skills and communication over long distances.



South Australia:

Glenelg Wastewater Treatment Plant. Treats wastewater to world best practice environmental standards. This project required both electrical and instrumentation skills. Taking on the main contractor role meant managing not just Electrical and instrumentation, but also Mechanical and Civil disciplines.

For these projects, and all other work we do each year, 'Thank You' to all our Nilsen people. It is your quality attitude that gives us the confidence, regardless of which project it may be, to showcase your skills in delivering excellence.

How will these projects be viewed by the judges? We hope to report in the next edition of the Review in March 2004 ...

A UTILITY FOR UTILITIES.

A dictionary definition: Utility; 'the quality of practical use'.

No wonder Australian farmers called that unique Australian sedan-bodied truck, a Utility.

Well, when it comes to working for Utilities, we'd like to think we fit 'the quality of practical use' in a similar way. For Utilities to be successful, they, like all other industries, have to balance their resources and the cost to maintain them. This often means relying on external support when resources are overstretched. But much of the work is highly specialised and the skills not easily available. Recognising this, our teams have focused on developing the skills for this specialised industry. Their achievement is credit to all. We now have the skills to undertake turnkey projects or just provide extra resources in special situations. And we can do this in many diverse ways.

From supply of our very own electronic kWh meters to bill for energy use, to building new substations, providing life extension of switchgear and for anything in between, we're it! How much more of a utility can we be?

Our end-to-end solution for utilities is a true reflection of the wide range of services we provide.

Examples of our Utility end-to-end solution:

- Substations; building new green-field substation works, extension of existing subs, upgrading of equipment and all other refurbishment works and substation related works.
- HV & LV cable installation: new subdivisions, street lighting and undergrounding projects around Australia. In addition, we install HV and LV cabling to all types of industrial and commercial sites for electricity distributors.

- New works: for water, sewer, gas, power and telco utilities. New installations as well as adds, moves and changes. Projects as diverse as water treatment plants, pumping stations, compressor stations, telephone exchanges.
- Switchboards: our N Series, N Safe and other special application Nilsen designs. We design, build and install HV, LV and special application units for new or existing installations as possibly the most type-tested switchboard builder in Australia.
- Fibre and copper rollouts: data, telephone and communication. Electrical, gas and water applications. Systems to monitor any distribution networks and waste disposal infrastructure.



Water Catchment Electrics



New Subdivision Works



Circuit Breaker Rebuilds



Transformer Repairs



Power Conditioning



Substation Upgrades



HV Reactor Installation



Retro Undergrounding



Substation Expansion



HV Cabling



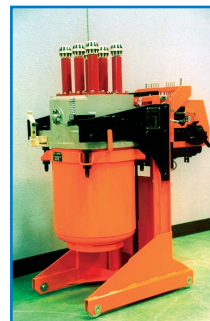
Siting HV Assets



Pilot Projects



HV CB Retrofits



HV CB Refurbs

Nilsen smart meters provide customer choice

With full retail competition (FRC) only a number of months away, what will your business do to be different from the rest?

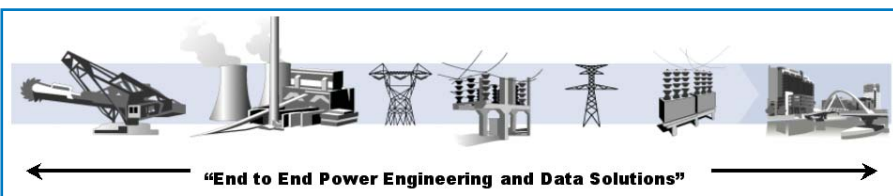
Nilsen smart meters provide the difference:

- They enable true Full Retail Competition.
- Provide retailers with innovative tariff options.
- Provide cost reflectivity to electricity consumers, retailers and distribution companies, removing unnecessary exposure to financial risks.

But why wait for FRC? The Nilsen 26FRC single phase and Sprint three phase meters for residential, commercial and light industrial consumers are available today.




FOR FURTHER INFORMATION, PLEASE CONTACT NILSEN TECHNOLOGIES INC.
VICTORIA +613 9480 1500 NEW SOUTH WALES +612 9639 2330 SOUTH AUSTRALIA +618 8449 8057 NEW ZEALAND +61 9309 2464 FREECALL 1800 823 31



- Data Backbones: data reticulation through offices, workshops and remote facilities. Fibre and copper based systems.
- Thermography: key in predictive maintenance. Monitoring plant condition regularly for early warning and timely repair, avoiding unnecessary shutdowns for plant inspection and plant breakdowns.
- HV and LV Switchgear: inspection, servicing, maintenance, repair, refurbishment, retrofitting and replacement. As one of few, if not the only Australia wide company to focus on 'High-Energy Service'. True life extension.
- KWH meters: our own technology. Our Nilsen electronic state of the art single-phase meters and time switches. Also the quality PRI range of three-phase meters. Customers include many major utilities.
- Meter reading: our 'MeterNet' remote metering system. Installed in many high rise and other multi-residential applications in Melbourne's Docklands, Brisbane high-rise developments and in similar applications elsewhere.
- Meter installation: a complete supply and install service, as well as recalibration and repair.
- Offices and call centres: the installation of power and data systems for utility operated call centres and administration facilities, as well as workshops and other utility infrastructure.

We take pride that for Utilities, as for all industries; we can provide the end-to-end, one-stop-shop, solution.

"I WISH YOU HADN'T DONE SUCH A GOOD JOB."

Our vision and our challenge to all Nilsen people: 'To Be Preferred'.

So it came as a big surprise when a customer said "I wish you hadn't done such a good job!"

It's true!

How did it come about?

Now and again, every contractor encounters a project where the original documentation and the finally needed outcome are quite different. This, naturally, brings about a substantial amount of extra work and much change. All not able to be foreseen at the outset.

So, although it is always our objective to try to work within the original project brief, there are times when

some discussions with regard to extra costs are reasonable. Even then, however, we still recognise the dilemma faced by our customer when unable to on-charge these extra costs.

It was as a result of some of these discussions that it was said to us.

It went something like this: "I wish you hadn't done such a good job." Why? "Because then it would have been very easy to reject the variations! But because of the effort you put in, it would not be fair to do that".

It was great to see that our team had done the work so well, there was no question about not looking at our extra cost. Thanks to our customer for recognising the project ended up being quite different to how it was

originally intended. Thanks in this instance to our WA project team for delivering an outcome to be proud of in spite of the obstacles. Thanks to all Nilsen people for continually doing the same around Australia.

It is another example of our people working to our vision. And that vision has many facets. To be preferred by customers, by suppliers, by our own people. And, in reverse, we prefer to work with customers who appreciate the extra effort our teams go to!

Here are some examples of our work.



Leisure Centres



Laboratories



Glass Works



Commercial Buildings



Water Projects



Steel Works

ELECTRICITY ACTS. HARD ACTS TO FOLLOW.

Company Managers and Directors, you may like to read on...

Over recent times, the electrical plant has been recognised as a major workplace hazard. Especially if not inspected regularly and maintained correctly. The energy released in that split second when a fault is triggered (often when switching) can be likened to one or more grenades going off. It has caused many very serious burn injuries and even death in some instances.

Because of this, most, if not all, Australian states now have an Electricity Act or similar. Also, through OHS legislation, there are strict requirements for providing safe facilities and workplaces. It is therefore important that your organisation understands and complies with the requirements. Why? Because if you are judged not to comply, there is a risk of a heavy fine or prison sentence.

As an example, in October 2002, the Queensland Government passed into law the "Electrical Safety Act 2002". It has been well publicised. Yet it is not widely known that this law makes regular testing of your electricity system a statutory requirement.

Other states have similar requirements. Whilst these may not go to the same detail, all require any electrical plant (switchboards, cabling, transformers etc.) you have control over, to be maintained to the appropriate Australian Standards.

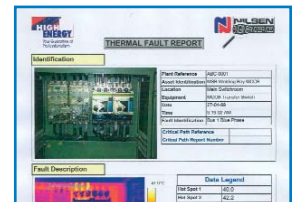
These acts have far reaching ramifications.

For example, the Queensland Act requires an Employer or a Self Employed person to ensure that all electrical equipment used 'in the conduct of their business or undertaking' to be 'electrically safe'. This requires regular inspection and maintenance. Even organisations with existing programs have had to modify these to ensure compliance.

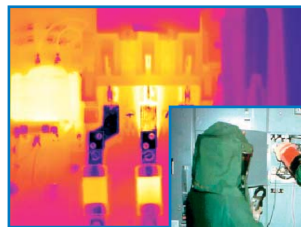
Further, the Queensland act clearly defines penalties and prison terms for failure to meet these requirements. And of greater concern, it also states that the failure of staff to conform to the act is also a failure of the directors.

Is there a similar act in your state? If so, do you meet your obligations? Even if the act is different, the obligations are likely to be the same, just arrived at in a different way.

We urge you to check.



Professional Reports



Hot Spots



Suited Up



Critical Plant



Regular Testing



Inspections



Preventable



Very Dangerous If Not Serviced

OUR BIG BANG THEORY!

Is the universe going to expand forever? Who knows? Whatever it does is unlikely to affect us in the next 50 years or so.

But there are likely to be some 'big bangs' that may cause you serious problems even in the next five years.

Most regard switchboards as static plant, needing no maintenance and lasting forever. Sure, they sometimes hum, some generate a bit too much heat, get a little warm. Still, in the main, they are regarded as pretty reliable. Out of sight and out of mind.



Not true! Switchboard failures may not be everyday occurrences, but they happen more often than people think. And, when they happen, the resultant injury and damage can be horrific. Switchboard catastrophes are, in reality, electrical explosions and most occur when an operator is switching. No wonder therefore the latest statistics out of the USA list switching as the second highest cause for electrical worker deaths.

And the magnitude of any resultant explosion increases as a direct correlation of the prospective fault current and voltage. It is no big secret that a 100kA fault is four times more severe than a 50kA fault! Also, a fault in a 12kV system is much more severe than one at a lower voltage.

The problem is now being recognised by OH&S aware companies. Some who have experienced switchboard failures will require their operators to suit up in flameproof clothing, shoes and gauntlets, and to wear helmets and face shields.

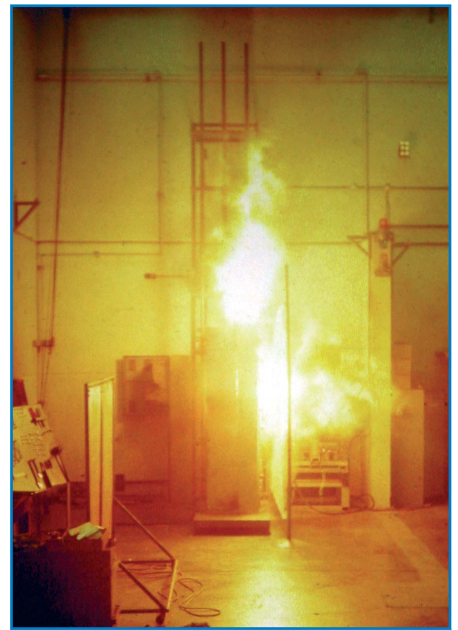
Having long recognised standard switchboard designs offer little, if any, protection in these instances, we have been at the leading edge of what is known as 'Internal Arcing Fault Containment'. But, as fault levels increase and designs evolve, there is a continuing need to keep up with these developments. For these reasons our development and testing programme continues unabated.

We see testing as an investment in the future. Your future and ours. Also we see companies insisting on these designs now as well placed if the time comes when standard switchboards can only be operated with a full blast suit.

There are other benefits also. With careful design, damage is significantly reduced, plant outages shortened and through developments like N Series, the cost premium is now much reduced.

Our arc-fault containment range now includes 24kV (25kA), 12kV (31.5kA), 6.6kV (31.5kA) and 415V (100kA) designs.

Already one of the most tested switchboard builders, this extra testing is further proof of our commitment to the industry. If you want to future proof your new switchboards, consider arc-fault contained units.



A 50kA Fault



Think Of The Downtime!



Typical Application



Special Delivery



Quality Built In

DELIVERING AUSTRALIA WIDE.

And in the beginning there was Contracting. It is where we had our genesis. Since at least 1916 (some believe as early as 1912!), we've been Contractors. First in Victoria. From 1931 in South Australia. And following on in all other mainland states.

And, as part of our aim to be contractors in each of these places, we want to deliver the same wide range of commercial, industrial, health care, hospitality, education, utility and resource contracting skills in each and every place.

But, how do you build a truly national contracting organisation and provide a consistent quality of service throughout the country? Only by involving all key Nilsen Managers.

All helping chart Nilsen future. Each delivering in their area. Each being part of an Australia-wide team.

It is our Contracting Steering Group. It meets on a regular basis and is a network for fast interchange of information. The objective: to deliver the required outcome regardless of location.

A national contractor must have as its greatest strength the ability to support nationwide customers, nationwide projects, nationwide rollouts. Regardless if it is in Melbourne or Millicent, Brisbane or Busselton, Perth or Paraburdoo, Sydney or Shoal Bay and Adelaide or Argyle. We can deliver in all these places.

From defence bases in the top end, a convention centre in Perth, a glass bottle plant (or two) in SA, traffic light maintenance across all metropolitan Melbourne, moving stands at Stadium Australia in Sydney and hospitals in Brisbane, all are in a days work for this group. Contracting is our 'powerhouse'.

Through our Contracting Steering Group we Contract Australia wide. This team will undertake any project anywhere, and at any time.

And who is steering our contracting ship? Here are the people who make it happen.



Geoff Smith, WA



Mick Galetti, NT



Steve Green, QLD



David James, QLD



Carroll O'Shannon, WA



Peter Vandenheuvel, HO



David Lindner, SA



Mark Nilsen, HO



Ron Lucanus, NSW



Keiran O'Neil, WA



Allan Trimble, HO



Greg Hodby, SA



Ray Buckley, VIC



Mike Purnell, VIC

WE GIVE MELBOURNE THE GREEN LIGHT.

But not just the green! Also the amber, red, turning, walk and don't walk lights!

As this issue is going to print, we have been maintaining the complete Melbourne traffic signal system, including electronic signs, emergency phones and all other traffic management equipment for three years.

Some 2600 traffic light controlled intersections over a five-thousand square kilometre plus area! Then there are the 579 help phones, 121 CCTVs, 15 Trip Information signs, 10 Variable Message signs, 17 Computer Cabins. And the list goes on...

Was it a challenge? You bet! We had to start from scratch. We had just ten working days from the signing of the contract. And what a hectic ten days! In those ten days we had to:

- Build, recruit and mobilise our service team.
- Build, recruit and mobilise our support team.
- Do all the inductions.
- Develop our work methods and statements.
- Train our team in traffic awareness.

- Get the vans and trucks.
- Get our vehicles kitted out and on the road.
- Organise all the plant.
- Set up a call centre and GHQ.
- Develop all the administrative processes.
- Seamlessly change over on the appointed day.

And change over we did. All as arranged, on October 1, 2000. From not being involved whatsoever in day-to-day maintenance of the system to full operation, including finding the specialised staff almost overnight it was a tremendous challenge. A logistical feat!

This was the first time the contract was awarded to a single contractor, giving VicRoads the benefit of a single point of contact and a single line of responsibility, simplified administration and a saving on duplicated administration costs.

As noted by our Stewart Joyce, who made it all happen, "This traffic light system is relied upon by all Melbourne residents. It is critical. Any problems or malfunctions can

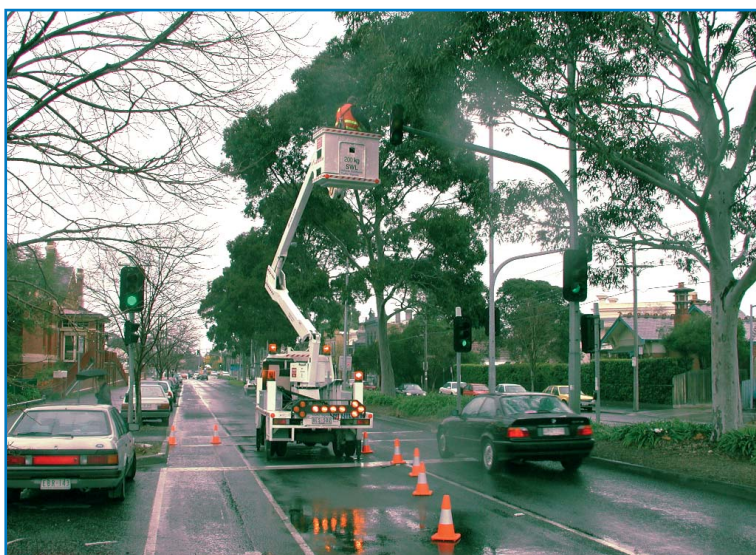


Twenty-Four Hours Each Day

create life and death situations. So it was essential that, even in the very short ramp up time, we ensured the system and our people were fully operational from day one. No effort was spared in this regard."

And, it is a real credit to our team on how well they took on this challenge. This project has shown how we can 'step out of the circle' to do major works at short notice wherever and whenever they present. It proves when we commit to something, we do it, regardless of what the challenges are.

Thank you to our project team for the tremendous work you've done. You have delivered a true professional service. Also, thanks to VicRoads for having the confidence in Nilsen.



Safety Always Uppermost



Specialist Skills



The Green Light



A Welcome Sign

UNFORTUNATELY, THERE IS PAIN BEFORE GAIN.

Sporting arenas to industrial plants. We provide maintenance services to these and many other facilities.

Outsourcing maintenance. It was a catch-cry some years ago. It was seen to reduce cost. But it didn't always deliver. It didn't always live up to expectations. Especially over the long term.

Sure, it helped downsize in-house maintenance teams and saved the customer worrying about this function. But often, one worry replaced another. After all, someone still has to manage it and to manage it properly.

Frequently, savings were only made by doing less. Many were short-term savings traded for long term grief through a fall off in reliability. Selecting the cheapest tenderer regularly compounded this. After all, they needed to cut out the most cost. How? By doing the least!

These experiences were unfortunate because the true benefits to outsourcing remain. And they are many and compelling!

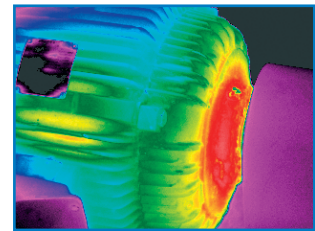
Outsourcing makes available wide-ranging experience and skills not otherwise within reach. It allows upsizing and down sizing as and when needed without employment, training or redundancy costs. It can provide the latest maintenance philosophies and cost savings with minimum outlay. Specialist organisations can offer significant savings by working smarter. Also a specialist service provider is across all the latest legal requirements. You rest easy knowing you comply with the law. We believe if maintenance is not your core business, outsourcing should be considered seriously.

But it should be remembered that outsourcing will not create instant savings.

As Garry Meier, Manager of our Victorian Engineering Services, notes; "When first approached, we often find facilities in need of significant work just to bring them back to an acceptable standard. Only then can a strategic maintenance plan be implemented.

Only then can significant savings be brought about. Remembering all the time, of course, that savings must not introduce risk. For this a sound understanding of customer needs and which activities are critical to the facility a strategy is paramount. This can only be developed with the customer over time."

So, to make savings, be prepared to make that initial investment. Have your service provider bring your facility up to scratch first. Remember, it may be a case of pain before gain, but if you work with an organisation you have confidence in, the benefits can be great.



Prevent Overheating



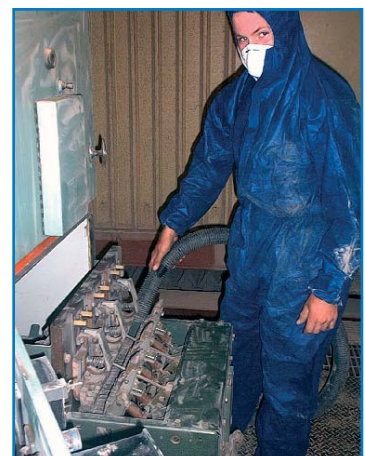
Continuous Power Critical



Rebuild Or Refurbish



To Any Depth



Safe Work Practices

NEW PROJECTS.

A new Resort, Famous Cricket Ground, High Rise Commercial/Residential Development, Defence Base, Open Cut Lignite Mine and Airline Lounge.

What do these have in common?

All are new projects. All have been added to our order book since the March edition of our Nilsen Review.

All are with major and highly respected customers.

Here are some pictures:



■ South Australia:

Adelaide Oval Redevelopment. Providing additional seating and amenities in a rather unique 'festive' way at this world heritage sporting venue. To be ready for the Rugby World Cup. With major SA builder Built Environs.

■ Western Australia:

Bunker Bay Resort. An environmentally sensitive resort tucked away in beautiful Bunker Bay near Busselton in the south west of WA. Top class accommodation and amenities by Major Developer, Mirvac Fini.



■ Queensland:

Coolangatta Airport. Extensions to the arrivals hall and refurbishment to the Frequent Flyer Lounge for Qantas, both to provide top class facilities in this fast growing area near the Gold Coast, another project with major builder Leighton.



■ Northern Territory:

Robertson Barracks. On-going installation on this most modern defence base where we have undertaken many and varied electrical, data and other works for all of Darwin's major builders, including John Holland, Hansen Yuncken and Sitzler Bros.



■ Victoria:

Hazelwood Power Station. The highly specialised materials handling skills of our Morwell Regional Office are certainly in high demand with on going works for a number of projects in the La Trobe Valley, this work is with Hazelwood Power.



■ New South Wales:

The Proximity project. A large new 20 Storey retail and residential development near Sydney Airport in popular Arncliffe, completion mid 2004. Another project with the 'Well Built Australian', Multiplex.

NILSEN LANDMARKS.

In each Review we try to show Nilsen landmarks in a particular State. You may recall in past editions we've featured projects from WA (New Maritime Museum and Swan Bells), from Victoria (MCG and Myer Music Bowl), from SA (National Wine Centre and Dame Roma Mitchell Performing Arts Centre), from NSW (Stadium Australia, 77 Pacific Highway and the MLC building) and from the Northern Territory (Apin, Robertson Barracks and Royal Darwin Hospital).

This time it is Queensland's turn.

The four projects selected and with which Nilsen have been involved, are:

■ Queensland Alumina Limited:

Their Alumina Refinery at Gladstone is the worlds largest. We have delivered many switchboards to this world-class facility and also undertake on going switchgear servicing and upgrading.



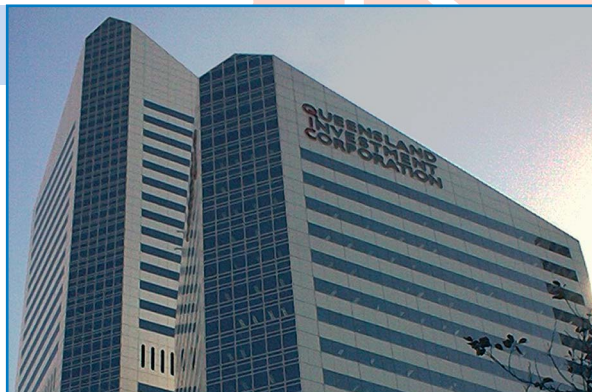
■ Brisbane airport:

We have worked on a number of projects at the airport and continue with on-going installation and contracting type works.



■ Queensland Investment Corporation Building:

One of the dominant features on the Brisbane skyline, where we do critical switchgear servicing on a large number of circuit breakers for Jones, Lang LaSalle.



■ Wolston Park Hospital:

This facility was recently the focus of a major upgrade, with a number of new buildings sensitively sited amongst many refurbished heritage buildings. Our work was the electrical, data fire and security services to almost thirty buildings.



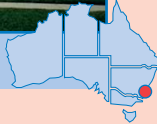
ANOTHER SNAPSHOT OF NILSEN ACROSS AUSTRALIA.

Well, another 19 snapshots to be exact. Our business across Australia continues to grow. Being one of very few national contractors offering the complete end-to-end Contracting, Communications, Switchboard and Service package involves us in many and interesting projects in all manner of locations.

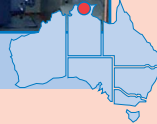
Ours is an exciting industry to be in! Just look at the diverse range of activities our people are working on around Australia.



High Energy Service



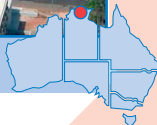
Power Factor Correction



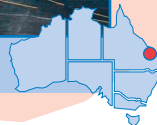
Stadium Australia



New Wing Darwin Hospital



Coolangatta Airport



Service and Installation



NRG Gladstone, High Energy Service

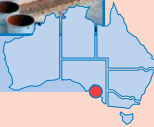


Ongoing Works, Mt Gambier Hospital





Pelican Point Power Station



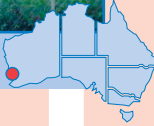
Chapel Mews, Richmond



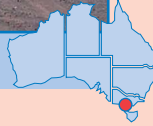
Croydon Substation



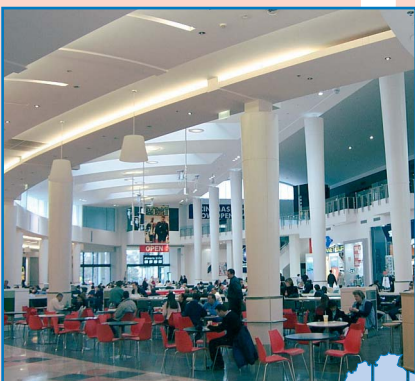
Shopping In The South West



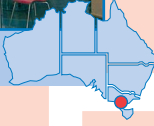
Mining, Latrobe Valley



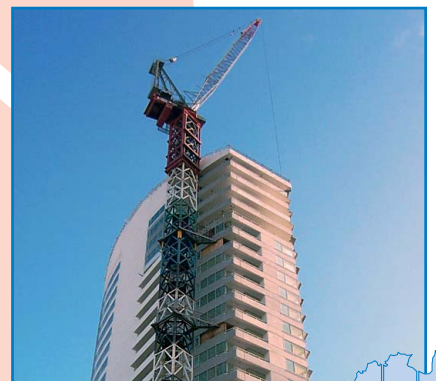
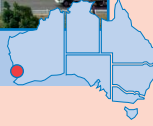
FPC Kwinana



Victoria Gardens



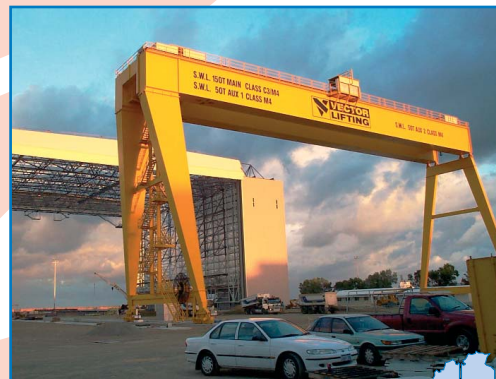
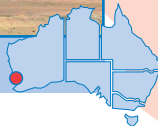
Perth Convention Centre



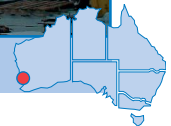
Yarra Edge T4



St Josephs



Jervois Bay



NILSEN PEOPLE.

Our strength is our people. We are always on the lookout for good people. At the same time we help our people to become even better and encourage the learning of new skills. On this page are some more names to put faces to. It is our good people who make it happen. In this Review we welcome, congratulate and recognise:



Chris Anderson: Chris has joined our WA Contracting operations in the role of Contract Administrator and it will be his task to ensure our delivery teams dot all the Is and cross all the Ts.



Terry Appleby: Has the important role of making sure our WA team get exactly what they need, when they need it and where they need it. He is WA's new procurement officer.



Phil Bilsborow: Joins our SA Company as Manager, Switchboard Division. He brings 29 years experience and will not be short of things to do, looking after SA, NT and Queensland, as well as development of N Series.



Clive Blowers: Originally from WA, Clive has now transferred back to WA to our Switchboard operation as designer, having first joined the SA Switchboard operation in a similar role.



Rob Chanter: Working his way through the ranks, Rob has learnt how to deliver projects well and has now been appointed Project Manager, looking after a number of projects for our Contracting division in WA.



Dominic Cobb: Joins the WA Contracting team as Construction Manager, making sure our Contracting teams both in the Perth area and also in the North West deliver on time and on budget.



Alex Genovese: With all the work our WA Contracting team have on at the moment, they are certainly welcoming Alex in his role as Supervisor.



Steve Green: With our Queensland operation growing, Steve has been appointed as Area Manager, Queensland, working closely with our Contracting, Engineering Services and Switchboard teams to grow this area.



David Griggs: Fills a new position in SA's Engineering Services area as the operations Manager of our High Energy activities. It is David's role to ensure all Techs are in the right place at the right time with the right resources.



Michael Guy: The recent successes in Metering and divestment of our Test and Measurement business has meant a considerable restructure, with Michael taking on the key role of Sales and Operations Manager for Metering.



Phillip Hoetz: Is now responsible for Supervision for both High Energy and Field Services activities at our Bibra Lake, WA operations. With the very wide range of work these activities undertake, a challenging role.



David James: With the expansion of our Contracting activities in Queensland, David will be looking after this major part of our business and oversee its development.



Gary Knight: With Geoff Smith appointed as General Manager, Gary joins our WA Company as its Commercial Manager, taking over this very important role on the west coast.



Peter Montebello: Has been awarded best 1st Year Apprentice by our SA Company in its Contracting division. Well done Peter and keep up the good work!



Brian Murphy: Will find the weather in Melbourne much more amenable than at Casey station in Antarctica. Brian joins our Victorian High Energy team as a test and commissioning engineer.



Daniel Musolino: Daniel has been awarded the Apprentice Encouragement award by our SA Company in its Contracting division. Good to see a reward for some very good effort! Keep it up!



Mark Nilsen: Has been appointed Executive Director, Contracting. This sees Mark taking the line responsibility for our three Nilsen Electric companies. A major step in Nilsen moving to fourth generation family ownership.



David Robinson: Was awarded best 2nd Year Apprentice by our SA Company in its Contracting division. Another apprentice showing good attitude and good aptitude!



Bhupindra (Bhupi) Singh: Joins our Melbourne based Engineering Services team to help develop our Field Services and Motor businesses as Sales Engineer.



Jacqui Stone: Joins our South Australian company as Personal Assistant to the General Manager, David Lindner and with all the territory David has to cover will certainly have her work cut out keeping track of him.



Martin Surgeoner: Joins our Queensland High Energy team as the estimator/administrator to provide customer support. Martin will be pricing and invoicing for the divisions specialised services.



Bob Ullock: Bob joins as Major Accounts Manager Victoria in our Metering Business where recent leading-edge redesign of our energy meters is creating much customer interest. It will be Bob's task to follow this through.



Kelvin Upton: With the broadening of our SA Engineering Services range of activities, it will be Kelvin's role to determine customer requirement, pricing, project support and final project wrap-up.



Mark Watson: Has shown he has the ability to take on a greater role in our WA Contracting operations and has been promoted to the position of Supervisor, having been a Project Administrator with the division for some time.

Nilsen Electric (SA)

100 Regency Road, Ferryden Park, SA 5010
Phone:+61 (08) 8440 5300
Fax:+61 (08) 8347 0347
Email: nilsensa@nilsen.com.au

5 Pyne Close, Mt Gambier SA 5290
Phone:+61 (08) 8725 2442
Fax:+61 (08) 8725 2327
Email: gambier@nilsen.com.au

Nilsen Electric (VIC)

41 Kylta Road, West Heidelberg, VIC 3081
Phone:+61 (03) 9450 1300
Fax:+61 (03) 9457 5261
Email: nilsvic@nilsen.com.au

71 Princes Drive, Morwell VIC 3840
Phone:+61 (03) 5133 9127
Fax:+61 (03) 5134 4631
Email: nilsmwl@nilsen.com.au
Lic. No. REC 6.

Nilsen Electric (WA)

4 Park Place, Bibra Lake, WA 6163
Phone:+61 (08) 9434 2311
Fax:+61 (08) 9434 2322
Email: nilsenwa@nilsen.com.au
Lic. No. EC000982

5/1 Halifax Drive, Bunbury, WA 6230
PO Box 22, Gelorup, WA 6230
Phone:+61 (08) 9726 0800
Fax:+61 (08) 9726 0866
Email: nilsenby@nilsen.com.au

Switchboards

34 Wellard Street, Bibra Lake, WA 6163
Phone:+61 (08) 9434 2311
Fax:+61 (08) 9494 2488
Email: nilsenwa@nilsen.com.au

Nilsen Electric (NSW)

72 South Street, Rydalmere, NSW 2116
Phone:+61 (02) 9898 9355
Fax:+61 (02) 9638 0343
Email: nilsensw@nilsen.com.au
Lic. No. 106784C

Nilsen Electric (QLD)

Unit 7, 505 Lytton Road, Morningside QLD 4170
Phone:+61 (07) 3899 8866
Fax:+61 (07) 3899 8766
Email: nilsenq@nilsen.com.au

Gladstone, Queensland

Phone:+61 (07) 4979 4943
Fax:+61 (07) 4979 4943
Email: nilsenq@nilsen.com.au

Nilsen Electric (NT)

Unit 2/43 Berrimah Road, Berrimah NT 0828
Phone:+61 (08) 8947 1134
Fax:+61 (08) 8947 3173
Email: nedarwin@nilsen.com.au

Nilsen Industrial Electronics

43 Sheehan Road, Heidelberg West, VIC 3081
Phone:+61 (03) 9450 1532
Fax:+61 (03) 9457 6327
Email: nilsenie@nilsen.com.au

Nilsen Technologies

43 Sheehan Road, Heidelberg West, VIC 3081
Phone:+61 (03) 9450 1500
Free call:1-800-623-350
Fax:+61 (03) 9457 6327
Fax Stream:1-800-067-263
Email: niltechn@nilsen.com.au
Offices also in all capital cities.

Oliver J Nilsen (Australia) Ltd

43 Sheehan Road, Heidelberg West, VIC 3081
Phone: +61 (03) 9457 5566
Fax: +61 (03) 9459 5966

www.nilsen.com.au
Editor - Peter Vandenheuvel