



Innovative Informer—Xmas Issue

If you need electricity you need our products

Innovative Energies

2011: A Year in Review

This year has been Innovative Energies most exciting to date. We have manufactured and supplied both standard and custom designed solutions for major oil and gas refineries, electrical substations, infrastructural and telecommunications projects worldwide. Our recent move into the Australian market is very exciting and we welcome Michael, our new Australian based business development manager.

The custom solutions department has over 10 years experience designing systems to suit our customer's specific purposes. We find that the complexity of our customers projects continues to increase but the Innovative design quality remains the same.

We continually grow our existing range of products and are always open to new products that you may like us to design. If your next project is out of the ordinary and standard 'off the shelf' products won't do, give our custom solutions team a call and we'll do our best to design a solution that suits you.

The Innovative export division is driven by our experienced design team who this year have produced large volumes of world class export products. Marketing support has been hired to improve our online presence and further promote our products through other medias.

Our commitment to customer service remains paramount and the recent positive feedback we have received has been appreciated. Our experienced design and sales teams mean that timely and professional advice is always ensured.

Australia has certainly had its ups and downs in 2011, although we look forward to 2012 with excitement and enthusiasm.

The Innovative Energies team wishes you all the very best for the upcoming festive season and looks forward to working with you in 2012.

Kind regards

Matthew Jones
General Manager



New to Innovative Energies

Sonali Sawant: Pre-Sales

We would like to welcome Sonali Sawant to Innovative Energies. Sonali will be assisting Jason Jost in the technical pre-sales area, designing custom solutions for our customers. Sonali comes to us direct from Mumbai in India where she worked as a System Engineer for ABB.



Our Longest Serving Employee

Noel Poad

Congratulations to Noel Poad who started with Innovative Energies on 20 March 1988. Noel is now our longest serving employee with 23 years of service to be proud of. As you would expect, Noel has built up a wealth of knowledge designing a wide range of power supplies, from the nearly obsolete linear designs to our latest designs using microprocessor technology. Noel is generally known as the 'fix-it' man around Innovative. If any equipment requires maintenance or a supplied component does not fit, then he is the man to see. Thanks for your support and commitment to Innovative Energies Noel.





DC Power Supply Specialists (with communications)

Turnkey Solutions

Innovative Energies have manufactured and supplied their world class **No-Break DC** Power Supplies to the New Zealand and International markets for over 20 years. We have become specialists at listening to our customers and designing customised energy solutions to suit their specific purposes. This personalised approach to customer management has proven very successful.

Because of the diverse industries and sectors that we service, many of our customers request very specific requirements that cannot be serviced by standard 'off the shelf' products. Innovative Energies custom designs and turnkey solutions fill this gap nicely.

We employ highly skilled electrical engineers, experienced technical sales representatives and have a design team on-site ready to go. We welcome your product designs or we have the staff on hand to design a system that suits your needs.

Some examples of turnkey solutions we have designed for our customers include:

- Customised alarm monitoring systems
- Battery monitoring
- Power supplies with communication options for remote monitoring & control
- Customised cabinets
- Non-standard output voltages
- N+1 parallel redundant systems

www.innovative-energies.com/custom-solutions

Distribution Partners

Innovative Energies is proud to work alongside a range of top partner companies and organisations.



Schaefer is one of the top International companies producing high quality power products & solutions for critical infrastructural projects. They are a German company and have decades of experience in the power supply industry.

Latronics is Australia's leading manufacturer of DC-AC inverters, which have proven to be among the most robust and reliable in the world.

Autronic is a German company that has developed high quality DC-DC converters since 1982, with experience that goes back to the early 1970's. Innovative works closely with Autronic within our Railway Sector projects.



Innovative Energies is a member of various electrical industry organisations such as:

- **APUG** (Asia Pacific Utilities Group) to access suppliers and enable buyers to source our products.
- **EEA** (Electricity Engineers Association) to access information and expertise on technical, engineering and safety issues.
- **ESITO** (Electricity Supply Industry Training Organisation) to ensure the continuation of manufacturing and trade skills in NZ.

Innovative Energies Exports



Innovative Energies is proud of the fact that our manufactured products have been shipped to International markets including Argentina, China, Egypt, Turkey, Pacific Islands, Thailand, USA, Hong Kong, Mexico and Australia.

One of our recent projects involved supplying DC UPS systems for a power distribution network comprising of 34 electrical substations in Chittagong, Bangladesh. This was part of a \$6.1million contract for monitoring and controlling the network.

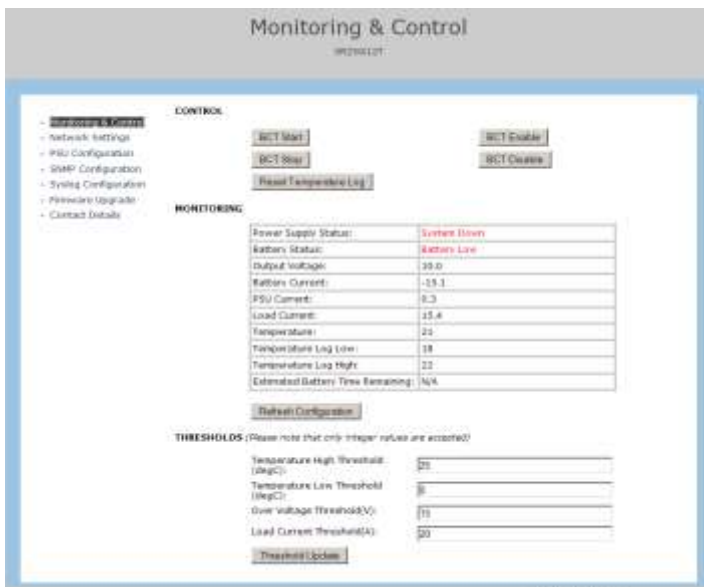


Recent Projects

IBM 'Cloud' Data Centre

Innovative Energies worked with Schneider Electric to produce a battery backup power supply for maintaining IBM's building management system. Key to this project was the inclusion of SNMP communications to provide remote (off site) monitoring of the power supply units.

SNMP Software Management System Webpage



Refining NZ - DC Chargers

Innovative Energies have recently completed a project for Refining NZ. We designed, manufactured and supplied 23 customised charging systems housed in 19" rack cabinets. Eight of the units supplied utilise our industry recognised SR500C and SR500D 30 volt chargers. The remaining 15 units utilise our proven SR750C chargers.

These charging systems are used to supply battery backed 30 Volt DC power to the trip coils of 11kV and 3.3kV circuit breakers and the protection relays within the many electrical substations local to the oil refinery. The refinery supplies all of New Zealand's jet fuel, nearly 80% of its diesel and around half of all petrol produced in New Zealand. Also included within each unit were battery condition test and low voltage disconnect functionality, ensuring that the backup power supplies are always ready to go when needed.



Marsden Point Refinery—Whangarei

Power Generators

Innovative Energies chargers are now commonly used for the starting batteries of generator backup systems. These generators are required for critical operations, so it's essential that they are able to start when needed. Innovative Energies 'smart' power supplies allow monitoring & control of the backup systems responsible for starting the generators.



Factory Tours

At Innovative Energies we are always happy to welcome our customers on-site to view our facilities and the production of their custom design projects. Recently we hosted Rhys Farrand from McKay and Steven Little from Refining NZ to our 12,500sq foot manufacturing facility.





Brain teasers

Answer any of our brain teasers correctly and go into the draw to win a **NZ\$100** fast food voucher of your choice (subject to availability in your area).

Question 1

I have no feet but I can run. I give you health and fun! What am I?

Question 2

What is so fragile that when you speak it's name you break it?

Please email your answers to:

marketing@innovative.co.nz

Winners will be advised on Monday 9th January 2012



Please email: marketing@innovative.co.nz if you do not wish to continue receiving the *Innovative Informer* or if you have any questions regarding the material within this newsletter.

Xmas Holidays

December 2011/12 Factory Close Dates:

Friday 23rd December - Friday 6th January 2012

Contact Details

Free phone Aus: 1800 148 494

Free phone NZ: 0800 654 668

Michael: (07) 361 39787 (Aust)

Phone: +64 9 835 0700

Fax: +64 9 837 3446

Email: info@innovative.co.nz

Web: www.innovative-energies.com.au

Jason: +64 9 835 0703 (NZ)

Address: PO Box 263 Cannon Hill
Brisbane, Queensland 4170



Innovative Energies Ltd
PO Box 19501
Avondale
Auckland 1746

«First Name» «Last Name»
«Company»
«Address Line 1»
«Address Line 2»
«State / Province» «Zip / Postal Code»
«Country»