

1916-2004 NILSEN 88 YEARS.



# NILSEN

## REVIEW

ISSUE 14, NOVEMBER 2004



ELECTRICAL EXCELLENCE



## FROM THE MANAGING DIRECTOR.



As the new Managing Director, I have great pleasure in welcoming you, our continuing readers and our new readers, and

would welcome any feedback you may have about the information within our Review.

Nilsen has done many things over the years, from the extremely successful 3UZ after 65 years and making one of, if not, Nicole Kidman's first feature film *BMX Bandits*, as well as being a leading manufacturer of electrical products and switchgear, plus introducing electronic metering solutions. However markets change and businesses change, and we have now evolved back to where we started as a business totally focused on Contracting, Switchboards, and Service.

It is around these three core areas of our business where we intend to keep developing as a major national organisation delivering value to all the

key stakeholders we do business with – Customers, Shareholders, Suppliers and in particular our Employees. We will continue to invest in our business through capital equipment and people training of both a technical and non-technical nature to always strive to find ways of doing it more effectively and efficiently for all involved, with the aim of increasing the value created.

All of our three areas have good work in hand as a total company, but it is not evenly spread throughout the country and margins remain very tight. The full range of our capabilities mean we can deliver from a Greenfield project right through to the maintenance of an operational facility and anything required in-between.

We call it our end-to-end Electrotechnology solution. It is another illustration of our range of achievements and diversification.

I am proud to be following in the footsteps of my father, grandfather and great-grandfather and it will be my objective to ensure Nilsen is

always recognised as a major force in Electrotechnology in Australia.

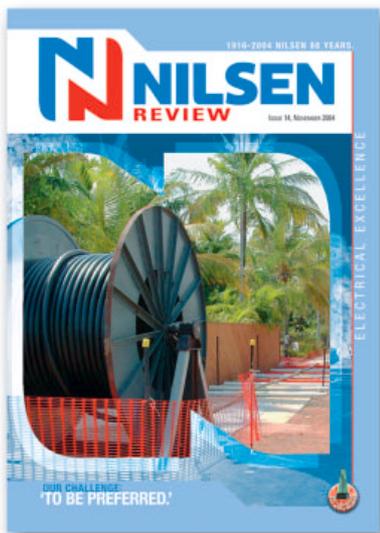
I would also like to sincerely thank Peter Vandenheuvell for helping me prepare to be the fourth generation Nilsen to be Managing Director, for his commitment to Nilsen, for more than forty-three years with Nilsen, and for all he has done to help make Nilsen what it is today.

If there is one thing constant in this world, it is change, and Nilsen will continue to change. You may have noted our updated logo, a reflection of moving forward. Also, as our Victorian operation has changed, we have taken the opportunity to move to new and much more suitable premises. Looking to the future, there are many exciting new initiatives already on the drawing board that I hope to share with you in future issues.

I hope you find this Review of interest and thank you most sincerely for your support.

**Mark Nilsen.**  
Managing Director.

## OUR REVIEW IN REVIEW.



Our website is still a work in progress but check it out at [www.nilsen.com.au](http://www.nilsen.com.au)

What is in this Review?

- Stage one of the Darwin Undergrounding, now well under way. Cover page.
- Another four nominations for excellence and one for OHS, as our quest continues on page 3.
- Yes we do! Read all about our end-to-end Electrotechnology Solution on pages 4 & 5.
- Size is important, especially when the need is to deliver. Page 6 gives an insight.
- A forty-year guarantee, wouldn't that be nice! See how you can provide your own, page 7.
- Is the heart of your business at risk? Time for a transplant. See page 8 for details.
- Australia, switched on by Nilsen. Switchboards reaching far and wide, page 9.
- A light-source as big as a football field. Another Nilsen scientific project on page 10.
- Immediate payback from a maintenance contract, how good is that? Page 11.
- New orders, page 12 shows this review's pick of the crop around Australia.
- Nilsen Landmarks, it's Victoria's turn to showcase some of their projects on page 13.
- A roundup of some of our current projects across the country, see pages 14 & 15.
- Nilsen people, we show the latest moves on page 16, also our new Victorian Office.

# OUR QUEST FOR EXCELLENCE CONTINUES ...

Sixty. Yes sixty! As at last December, the count of the number of times Nilsen Excellence was recognised!

And what a diverse range of projects they were!

They include projects for street lighting, conveyors, a tropical glasshouse, hospitals, a telephone exchange, data centres, a container terminal, a defence laboratory, university facilities, offshore work, overseas work, submarine switchgear, port facilities, an undergrounding pilot, a substation, a power station, work on ships, sporting grounds, CBD buildings, a water plant, an express-way, a glass works and a museum. What a range, and all pronounced by independent judges to be the best among peers.

Well, judging by this years nominations, the list looks like getting longer still, with another four projects nominated this year.

Here is a brief outline:

## **Next Generation Health Club, Bibra Lake, Western Australia.**

Next Generation Health Clubs are not just a place to work out; they offer a complete social environment. Our WA Contracting team completed this most impressive Bibra Lake facility with local builder Perkins Brothers to the highest standard and in good time.



## **Kimberly Clark Major Expansion, Tantanoola, South Australia.**

Three major projects at one site, at the same time, the largest a new tissue mill. Our SA Contracting team braved the wettest winter in recent memory in the coldest part of SA to deliver a high quality HV and LV turnkey installation, exceeding expectation.



## **Transformer Repair, BOC Gases, Hastings, Victoria.**

During start-up of a new maintenance contract, in the asset assessment phase, our Victorian High Energy team detected a serious fault in a critical transformer and prevented a financially catastrophic business interruption through timely repair and with immediate pay-back.



## **Automated Controls, Loy Yang Mine Dredgers, Victoria.**

Taking on work previously the domain of much larger specialist companies, our Morwell team used their expertise in mining and conveying to design and install a new system overlaying the existing dredger controls. Successfully improving efficiency for this major generator.



## **OHS Systems:**

In addition, our SA company also nominated their OHS System for judging in the new NECA Awards of Excellence category for large company OHS systems.

To all our people, thank you for your dedication to quality, for the pride you take in your work and your every day focus on OHS! Your effort is not going unnoticed! We are setting new industry benchmarks! Also, our customers, recognising that the Nilsen difference costs no more, are rewarding us with more orders and that means more work for us! Thank you to you all! How will the nominations fare? We'll certainly let you know in the next Review!



# “WOW! AND YOU DO THAT AS WELL?”

“If I’d known what time, effort and money it would have saved just dealing with the one company!”

Given the opportunity, most customers would prefer to deal with less suppliers rather than more. A single point of contact, where the entire contract interface becomes the responsibility of a single company.

But, because many of our customers see us doing only one or two of our many different activities, we are often ‘pigeon-holed’ as providing only those one or two services. Some customers see us as CBD contractors, others as switchboard builders, yet others as a High-Energy service company, and others still as a data cable installation provider. True, a few see us in more than one of those roles but very few are aware of the breadth of services we provide.

Well, we’d like everyone to know of what we call our end-to-end Electrotechnology Solution.

**Electrical Contractors:** As one of Australia’s largest and most versatile, we are one of few able to ‘man up’ to do major projects of any type and anywhere. Projects currently under way or just completed include water filtration plants, dams, a new metal smelting facility, a

glass plant, a tissue mill and coal conveying systems. And that’s just in the industrial and resource sector. Then there is our CBD work! And of course, you will find our contracting teams in the suburbs, on hospitals, on defence bases, in research facilities and universities as well as shopping malls and high-rises. Our teams go anywhere around the country to deliver quality at a competitive price.

**Switchboard Builders:** As one of Australia’s leaders, we provide cost effective, high reliability switchboards for any application. A list of recent orders includes metal refining, chemical production, mining, oil and gas fields, industrial plants, port facilities, a nuclear research facility, computer centres, telephone and data exchanges. Not to mention also, switchboards for many of the projects undertaken by our contracting teams. Our reputation as a pre-eminent switchboard manufacturer and our manufacturing facilities in three locations across Australia place us in a solid position to support any new or replacement projects wherever they may be.

**Engineering Services and High-Energy:** As a major Australian electrical service provider, focused on High-Energy Service and preventive maintenance, we help

deliver reliable power with minimal disruption. At any time our teams could be testing and inspecting critical electrical plants, refurbishing aging switchgear, replacing new-for-old retrofits, repairing large power transformers, thermographic surveying and plant performance monitoring. At last count we had no less than sixty-four different services to offer just to ensure your electrical plant is being kept in good health and to minimise disruption to your operation. These services are also offered throughout Australia.

**Data Installations:** As an accredited data installer we also include data cabling as part of our service across Australia. In this way, we provide seamless and integrated data cabling solutions at the same time as we undertake our other activities.

Electrotechnology encompasses the widest possible range of activities in industry and we aim to be across this widest possible range with our services



For greater detail, our brochures

## Our End-To-End



New Construction



Carparks



Accessways



Fitness Centres



Security Cabling



Shopping Centres



Mining



Generation



Distribution



Outloading



Resource



Industrial

And what makes our Electrotechnology Solution end-to-end?

- It is end-to-end in the power supply loop. Our work takes us to coal mines, gas and oil fields, resource installations, power stations, substations, industrial plants, commercial premises, hospitals, schools, universities and any other places where electricity is being generated or used.
- It is end-to-end in the project lifecycle loop. We help designers make projects buildable. We innovate for builders, constructors and owners to deliver cost effectiveness. We maximise or optimise plant life and reliability for owners and operators through planned maintenance services and life extension through our repair, refurbishment and retrofit activities. True cradle-to-grave service.
- It is end-to-end in the range of services offered. Not only do we install and service, as one of Australia's major switchboard builders, we can also provide leading edge and high reliability switchboards. And our comms and data teams provide data installations to most specifications. In addition, we can manage any other discipline or work package to ensure interface between these is most economically managed.

- It is end-to-end across Australia. We have offices in all mainland capital cities, four regional centres (Bunbury, Mt Gambier, Morwell and Gladstone) and have teams that can work in any other location.

We are proud of our end-to-end Electrotechnology Solution. On these pages are some examples.



## Electrotechnology Solutions



Airports



Sport Venues



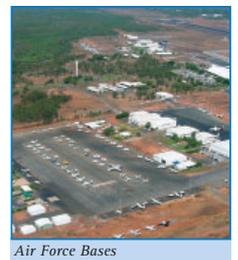
Army Bases



Ground Stations



Communications



Air Force Bases



Subdivisions



Hotels



Offices



Technology Parks



Apartments



Refurbishment

# MAJOR SA PROJECT, ONE OF MANY WON ON OUR TRACK RECORD.

Promises are one thing, but delivering can be quite another. No matter how well intentioned a contractor might be, without a proven track record, there is a great risk of underperformance on a major project. So, is size important? When getting a major project completed, you bet it is!

As noted by Greg Hodby, Manager, SA Contracting, “Customers are building projects where the construction program dictates expenditure of \$1M to \$2M per month for three, six, nine, twelve or more months straight, on a single project or at a single site. They need to be convinced a contractor can deliver. The best way to do that? To only consider contractors with major resources, a proven track record and a national presence. Only those contractors, who have management and production resource, can deliver.

Many contracts now include huge cost penalties, but even if they do not, a price difference of half a million dollars can be swallowed up in just a month or two of delays. Certainly, we have been awarded many a major contract on our ability to deliver, not just on price.”

And Greg can speak with some authority, as the KCA project at Millicent in the ‘Green Triangle’ in southeast SA is a prime example. The overall electrical package was several million. We completed it in just 10 months and did it well, in one of the coldest and wettest winters in recent memory.

The selection process for this project was not an isolated instance. We are now seeing the same from customers with mid-size projects, especially when the time-to-market is critical and the construction program is acutely time-

challenged. For experienced project managers, gone are the days when price is the only deciding factor in the choice of contractor. As the cost impact of delays can far outweigh any savings that might have been made in award of a contract, the adage of “Pay less, Pay twice” is certainly coming to the fore.

Greg echoes similar sentiments from the other Nilsen Managers, again with good authority, just look at the list of major projects our companies have delivered recently or that are in progress now. They include works at ACI Penrith, the new Adelaide Airport, RACV building in the Melbourne CBD, GMH at Fishermans Bend, Stage One of the Darwin Undergrounding, the Perth Convention and Entertainment Centre, and the University of WA CMS building to name but a few.



Currently under way, the HiSmelt project



KCA project



Just started, City of Stirling



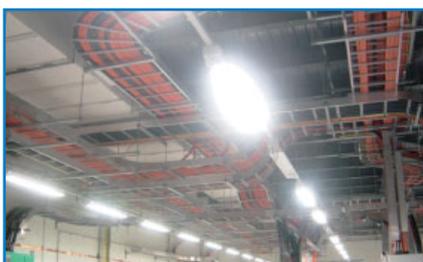
HV skills, part of our delivery package



Switchroom fitout, quality work is critical



Major Adelaide project, the new Airport terminal



We specialise in Industrial as well as Commercial projects



Recently completed, Perth Convention Centre



Another major project, Darwin Undergrounding

# A FORTY YEAR GUARANTEE?

Motorcars and switchboards. What's common? Not much but you buy both on the features you need and the service life you hope to get. These are the main deciders.

With the car, you tend to buy a brand with a reputation you trust and with features important to you. Also, the cost of servicing may play a role. And you may buy to perhaps have it for only three or four years.

But you buy a switchboard to last ten times that long or longer!

So what features and service life do you need? Wouldn't a forty-year guarantee be great?

Remember, swapping over a switchboard, even making repairs after a catastrophe is not an option. Ask someone who has just spent the equivalent of ten or more new motorcars to fix a premature switchboard failure! You can't just drive the switchboard into the dealership and get a changeover deal.

But, assuming a forty-year guarantee may be out, you can almost write your own. How? As with the car, buy from a reliable supplier, with a recognised brand, using recognised switchgear, recognised design, proven testing experience, a good reputation, known long-term performance and on-going support. Even a 40-year guarantee is worthless if the company folds, but a company that has a long-term industry record can provide you with better performance.

And how do we build in known long-term performance? We design cool running switchboards! How? By designing in optimum ventilation at the outset.

Phil Bilsborow, our SA Switchboards Manager voices the observations of all our senior switchboard people around Australia when he notes:

"The root cause of most switchboard problems is overheating. Most arcing faults and like spectacular failures are caused by a gradual deterioration at contacts, spring tensioned joints and connections. Why? Because of a build-up of heat. This is why our N Series designs optimise ventilation".

And Phil adds,

"Many of our customers now recognise our focus on ventilation ensures longer service life. And the benefits don't just stop there. Many have also found the small premium paid for a well designed, well ventilated switchboard is repaid many times over through the need for fewer and shorter inspection and maintenance shuts and longer periods between them. And these savings are real. Sure, there are some of our customers initially concerned that N Series ventilation may reduce protection in case of arcing fault, but when they realise the two primary causes of arcing faults are overheating and working in live compartments, they can see the ventilation feature

coupled with a sound maintenance campaign actually reduces the risk, they become strong supporters. Remember, there is no reason a switchboard purchased now cannot still be in service in 2050, but the purchase needs to be considered very seriously with price as only a secondary issue. Reputation overcomes any price barrier when long-term performance is a key issue."



*Arc damage, a typical result of excessive heat build up*



*Ventilation designed in, from the ground up*



*Note N series module ventilation, designed for long term performance*



*Spring loaded connections, a major cause of failure*



*Optimising ventilation around switchgear, also critical*



*Maximising air volume in busbar zones, a good starting point*



*Parliament House, Canberra, one of our high-profile projects*



*One of our production facilities, this is our Adelaide plant*



*Well ventilated does not need to be wide open or a hazard to operators*

# OLD SWITCHGEAR? TIME FOR A HEART TRANSPLANT!

From memory, South African Doctor Christiaan Barnard pioneered heart transplants. He gave many people hope and a chance at living longer than they could have first expected.

Well, our Engineering Services High-Energy people, although perhaps not quite in the league of the good doctor, in their own quiet way are doing for the Electrotechnology Industry what he did for humanity.

Are we over dramatising? Perhaps, but first consider how critical your switchboards are to your facility, then consider the risk posed by switchgear that is beyond its use-by date.

When switchgear fails, it usually does so in a spectacular and catastrophic manner. It has the real potential to wreak major havoc, cause much damage, kill or injure employees and bystanders, and black out or shut down a facility for days and even weeks. The very real potential for injury alone does not even bear thinking about and then there is also the huge cost of repair, which could be multiplied many times through the loss of income whilst the power is out.

So, how can the danger of a switchboard failure at least be mitigated or even prevented? Recognising that even in older well-designed switchboards, much of the infrastructure (busbars, framework and the like) remain serviceable, often the lowest cost option is to retrofit new switchgear.

But the main problem with many retrofits has been the loss of the original switchgear features, especially

in the area of the interlocks and in the space required to fit the new units. Also, during change-out, many require major and expensive shutdowns to make frame modifications and to align non-matching connections.

Noting these shortcomings, our teams focused on these problems. By innovative engineering and the latest design practices, these have been overcome in a most elegant way. Also, recognising that overheating is often due to spring contact deterioration, they designed to reduce this risk where possible.

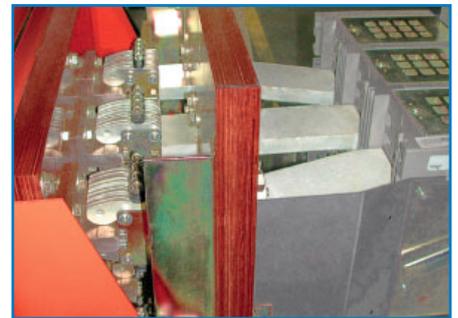
The result? Compact, highly compatible, well engineered HV and LV retrofit units, which, when installed by our specialists, offer the most cost effective means of providing life extension to ageing plants.

Recent project retrofits include replacements for:

- Westinghouse J 18, 11kV OCBs for PAWA in Darwin.
- Nilsen NAB1 and NAB2 415 ACBs for Worsley Alumina
- Brush, AEL, SW and J&P 11kV oil units for Western Power
- Nilsen NAB1 units for Hamersley Iron
- Nilsen NAB1 units for Western Power
- Hundt and Weber units for Market City
- Hundt and Weber units for Department of Transport
- Merlin Gerin units for Water Corporation
- ABB SACI, 415V ACBs for Tahmoor Colliery

- Nilsen AB5 415V ACBs for Channel 7 Sydney
  - Nilsen NAB2 for Westralian Airports
  - Siemens Vacuum units for Hamersley Iron
  - GE units for Hamersley Iron
- Congratulations to our High-Energy teams in Engineering Services for building centres of excellence around Australia. We recognise very much your innovation, effort and dedication. Well done to you all!

Here is a sample of our work.



Heavy cast connections keep units cool



New for old, fitted to existing contacts



All interlock features retained



Complete retro assemblies also built



A vacuum switching unit fitted to an OCB truck



Units for most oil circuit breakers



Everyone's fear, how do you recover from this?



A series in production for a major customer



Opportunity to also upgrade protection



Retrofit unit for Nilsen Nab2 breakers

# SWITCHING ON AUSTRALIA.

Although Contracting and Engineering Services stole the march on our Switchboard businesses, that's not to say we weren't there also in the beginning! It is just that in the early days (most of the first half of the last century) all switchboards were built 'on the job'. And so that is what we did, we built them on the job.

But, when the then new-fangled development, metalclad switchboards became the newest 'must have' in our industry, we were already at the leading edge. Nilsen were at the forefront, building switchboards for

many of the industrial plants through the nineteen fifties and beyond. We became a switchboard builder of note and one of very few servicing the Australian ship building industry, large steel mills, car plants and many remote sites. And, you guessed it, with all that specialised experience we became the natural choice to build the main and propulsion switchgear for the Collins Class submarine, and it is only fitting that the main switchboards in Parliament House Canberra are also Nilsen.

Today, our Switchboards are still regarded as being of the highest quality. We deliver to all states from our three operations.

Again, as with our Contracting and Engineering Services businesses, we are building a national organisation that provides consistent design standards and consistent quality throughout the country.

Here is a cross section of some of our work.



Mine Site,  
North West, WA



Gas Field,  
Mid North, SA



Defence Installation,  
Northern Territory



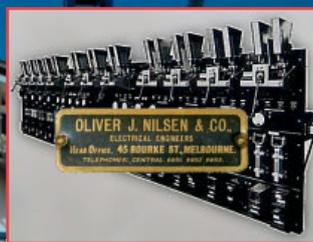
Mineral Processing,  
Queensland



Computer Centre,  
Sydney



Iron Ore mine,  
North West, WA



In the beginning ....



Float Glass Plant,  
Melbourne



Alumina Refinery,  
South West, WA



Bauxite Mine,  
South West, WA



Copper Mine,  
Mid North, SA



Glass Bottle plant,  
Adelaide



Telephone Exchange,  
Melbourne

# SMILE, FOR MELBOURNE'S MEGA FLASHGUN.

Picture this. An electron gun as big as a football field. One hundred metres in diameter. In this gun, electrons are 'stored' as they zoom around a circular tunnel. Then when their energy is needed, the electron gun can create a light source one million times brighter than the sun! Only one problem, such flashes can be as short as one billionth of a second. It's pretty amazing, isn't it!

But, that isn't an issue for the scientists who will be using the first Synchrotron to be built in Australia at Melbourne's suburban Monash. They hope to use this new energy source to determine the make-up of matter and to delve deeper and deeper into the mysteries of nature. The results will be more medical break-throughs, stronger materials, technological advancements and perhaps even new materials.

For those technically minded, this energy is created when electrons, normally attached to individual atoms, are stripped from these atoms and accelerated around the Synchrotron.

When they are released, they give off xrays which help create this amazing light source. The major use is for scientists to study structures, including those that underpin life. By aiming this energy at different materials they can look inside molecules and develop a greater understanding of how these are made up. This can assist in developing medicines, cures, stronger materials and many other applications.

At any time, 20 or 30 different experiments can be under way in this scientific facility, a first for Australia. It means that there will be no need for scientists to go off-shore to undertake this research. It should add to our store of knowledge and help Australia remain the clever country.

The Synchrotron is a \$150M plus facility and another science 'first' for Nilsen. It joins the Lucas Heights Reactor, WA's CSIRO Glass Earth Facility, the UWA's CMS centre and The SA DSTO Laboratory as key Australian



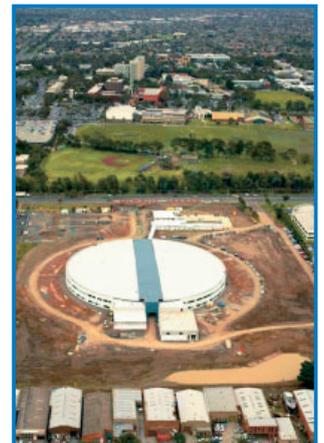
*A new landmark at Monash\**

scientific installations in which Nilsen have taken a major role.

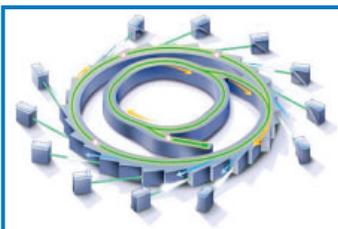
Congratulations to our Victorian team for adding another leading edge project to this already very considerable list.



*The interior of the large building*



*The unusual building taking shape\**



*Storing and using the electrons\**



*The beamline openings in the outer tunnel\**



*N Series manages all the power needs well*

\* Pictures, courtesy of Synchrotron project.



*University of SA City West campus*



*Recently constructed DSTO Laboratories*



*CSIRO Class Earth Facility*



*University of WA new CMS facilities*

# FOR BOC GASES, A STITCH IN TIME!

If there is one thing we are particularly passionate about, it is preventive maintenance of electrical plants.

Why? Because of the huge unexpected, unbudgeted expense brought about when disaster strikes.

But, because a disaster doesn't happen in each facility every day, the take-up rate for preventive maintenance is much lower than it should be, even given the huge operational savings made.

But consider the cost of a disaster:

The repair bills. A sizable explosion can cost anything from \$50,000 to \$250,000 or more to repair. Remember, reinstatement is of great urgency and work will be around the clock to get the facility back on line.

The cost of the outage. It is unplanned leading to much confusion whilst the problem is being evaluated. Then, as a minimum there is a loss of rent, possible consequential damage claimed by tenants, unwanted publicity, a total loss of income, a severe business disruption, and cost to processes both up and downstream.

The likely increase to insurance premiums, the possible damage to the building, to work in progress and much, much more.

If all this is starting to add up to a significant sum, however, it all pales into insignificance when you consider the likelihood of serious injury or even loss of life to one of your employees or a bystander. And the possibility of this

being disturbed, as in when a worker is switching the device.

Then, of course, there is also the damage to your reputation and any career prospects you may have. No-one wants to be associated with a business disaster that could have been prevented.

When all this is added together, budgeting a small sum each year to have your equipment checked by a specialist service organization becomes the only (and very essential) option.

And the savings are real. Just consider one case. BOC gases, understanding the impact an electrical plant failure would have on their operation, recently signed on to one of our preventive maintenance packages. Imagine their relief when, during the initial implementation phase, whilst our team establishes the condition of the various plant items, a fault in a critical transformer was found, which, if it had gone unnoticed, would have seriously impacted on their Westernport operation, their customers and could even have resulted in major plant damage and injury.

Talk about a stitch in time!



An overheating joint, found through oil testing



The connections after reinstatement



Another view of the damage



Work put back to 'as new' condition



Early warning prevented major damage

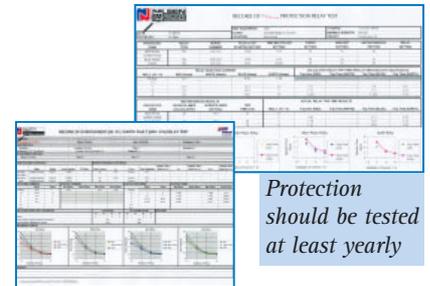


The transformer de-tanked for repair

occurring is higher than you may think for it is a well known fact that many electrical failures occur when the state of the switchgear is



Thermography, another major early warning tool



Regular testing is a critical investment

Protection should be tested at least yearly



Rod Laver Arena signs for another 2 years



Another site, another customer

# NEW PROJECTS.

Every Nilsen Review we have another group of interesting and diverse projects. Offices, Airports, Workshops, Scientific Facilities and Refrigerated Storage, all in a days work. Here is a sample of some of the new orders won over the last six months around Australia.

## ■ Western Australia:

New offices in Perth for Ernst and Young. Our project is one of a number with Multiplex a major National Builder (and now also overseas), 'the well-built Australian'.



Also, our Bunbury Operation, has won the refurbishment of part of the Bunbury Centre, a major local landmark direct with Bunbury Council and APP Project Management Services.



## ■ Northern Territory:

Refurbishment of PAWA's Ben Hammond Centre, Stuart Park. This Darwin project includes the electrics and over 500 Data points. Another project with Major NT builder Sitzler Brothers.

## ■ Queensland:

A new building for Frigmobile at suburban Cannon Hill. This facility is going to substantially increase their cold storage capacity. Our customer is Project Manager and Builder BECA.



## ■ South Australia:

A major (and long awaited) project, the impressive new tourism gateway to SA, the Adelaide Airport terminal, one of many projects with major Australian Builder, Hansen Yuncken.

## ■ New South Wales:

Our teams have been busy negotiating additional works on a number of existing contracts, including the Scots Church project for Westpoint Development and Westpoint Construction.



## ■ Victoria:

Melbourne's mega flashgun. (See p10). A new centre for investigating the nature of matter and a first for Australia, with major Australian Builder Thiess Contractors and Major Projects Victoria.



# NILSEN LANDMARKS.

In each Review we show Nilsen landmarks in a particular State. In turn we've had WA, Victoria, SA, NSW, NT, Qld, and WA, so it is again Victoria's turn. Here are some projects, which it is hoped will impress.

## ■ Eastland Shopping Centre.

It is one of a number of shopping centres we've worked on in the Melbourne suburbs. Others recent centres include Victoria Gardens and The Glen. The Eastland mall has a distinctive, welcoming feel.



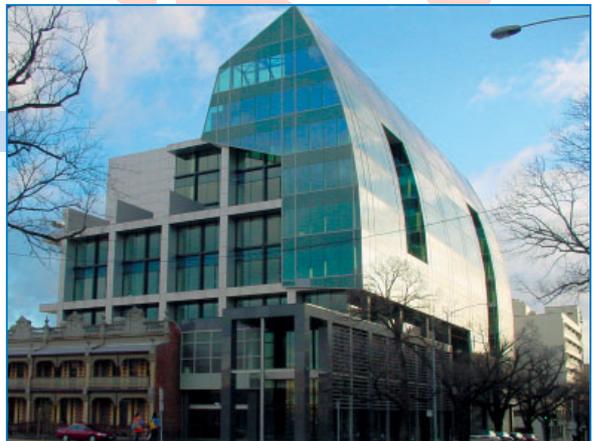
## ■ Dandenong Hospital.

Although not the most photogenic project currently under way, the extensions now being completed will be very much appreciated by the residents in the Dandenong area.



## ■ Yarra's Edge.

One of the Dockland/Southbank development major landmark buildings. Yarra's Edge is the first tower in a series of seven or more. Its distinctive style is well known to Citylink users.



## ■ University Square.

We have had considerable involvement with University Square on both building A and B. Here we show the distinctive shape of Building A, a leader in energy efficient design.

## ■ Loy Yang Power Station.

Our work is not confined to the city, or to commercial projects. Our Morwell team are specialists in coal mining and conveying and have worked locally, interstate and overseas.



# ANOTHER SNAPSHOT OF NILSEN ACROSS AUSTRALIA.

Here are another two pages from our album, of some of the current projects under way by our teams in the different states. Versatility is the keyword in our skills and the projects we undertake. The nineteen projects across these pages are representative of the skills we have across Australia.



Adelaide Airport



Darwin Underground



Nortel, Sydney



Brisbane Frigomobile



Dandenong Hospital



Scots Church Sydney



Eaton Aged Care



Brisbane Airport





Monash Synchrotron



NT Robertson early work



Commonwealth Courts



Adelaide City East



World Square, Sydney



Ernst and Young Perth



Elizabeth Town Centre



Defence work



High works at Hismelt



St John of God Murdoch



Mildura Law Courts



# NILSEN PEOPLE.

Our objective is to create an exceptional team doing exceptional things. The success of Nilsen is our emphasis on focusing on good people.



**Ken Barnett:** Ken has been appointed as Project Manager of the World Square Project on George Street, in the Sydney CBD. Ken brings to Nilsen NSW a wealth of experience as he specialises in large projects. Welcome Ken!



**Mark Bruggemann:** 25 years with SA Switchboards! Starting 15 February 1979 as apprentice in Switchboards, then test technician, draftsman, engineering manager, now Production Manager. Congratulations Mark!



**Michael Clarke:** Promoted to Business Development Manager for our Adelaide Engineering Services Division. A very important role for this specialist division. We wish him well in this challenging role.



**Mick Denys:** Joins Adelaide Engineering Services division as Operations Manager. He brings 30 years of experience to this important position and will be working with most major SA companies. Best wishes Mick!



**Bill Fraser:** Is our new Switchboard Business Account Manager for Queensland. He has many years experience in Sales in a similar industry after completing his apprenticeship with ASEA. Welcome Bill!



**Rick Hobson:** Has been with Nilsen Victoria supervising their data projects for a number of years. He now joins their Contracting Team to maximize their opportunities on major communication type projects. Well deserved Rick!



**Greg Hodby:** 25 years with SA Contracting. Greg is now Manager of our SA Contracting division, but like many, started as apprentice on 11 December 1978, then moved to project leader and supervisor. Congratulations Greg!



**Tony Hyland:** Joins our SA Contracting team as Supervisor after 18 months of major project work for the SA team. Tony will be involved in many projects across the state and we wish him every success in his new role.



**Simon Jackson:** Joins our Queensland team as Operations Manager, a very important role. Simon will be responsible for a wide variety of work and we extend a warm welcome.



**David James:** Has been appointed Estimating and Marketing Manager for Queensland Contracting. David's career, so far has seen him in senior roles in SA, NT and Queensland. We wish him well in this new position.



**David Kershaw:** SA welcomes David as Administration Manager. With experience in manufacturing and a wealth of knowledge in the Accounting /Admin area he will be a valuable contributor to our SA/NT/Qld operations.



**David Lindner:** 25 years service on first of August! David started with Nilsen SA as supervisor, became Manager of SA Contracting in the early Nineties and General Manager of all SA, NT and Qld in 2001. Congratulations David!



**Simon Morgan:** Appointed Customer Manager, Engineering Services Queensland. Simon has held senior positions with Nilsen in SA and Qld and this appointment will certainly add to his considerable experience. Well done Simon!



**Jamie Purdew:** Has been appointed Construction Supervisor for our Queensland Contracting Section. He will be managing major projects and building our reputation with Queensland customers. Welcome Jamie!



**Rob Schnitzerling:** Rob joins our Queensland Contracting Operation as Construction Manager. His key role will be the management of projects and tenders to deliver on time and within budget. Welcome Rob!



**Craig Schofield:** Has been appointed Engineering Services Manager NSW. Craig has been with Nilsen in NSW for six years & now heads up our expanding Engineering Service division in NSW. Well done Craig.



**Steven Seymour:** Steven joined Nilsen in Victoria only recently as accountant. He has now been promoted to Administration Manager for our Victorian and New South Wales operations. Congratulations, Steven!



**Alan Steele:** 25 years with our SA Contracting after migrating with his family from England. Since starting on 2 June 1969, Alan has travelled not only to most parts of SA but also to more far-flung places. Congratulations Alan!



**Mike Street:** Mike has been promoted to Manager of our Queensland operations, his previous role being Operations Manager for that division. This is an important position and we wish Mike well growing our business in this state!



**Kevin Taffurelli:** Has recently joined our WA Contracting management and production team as Project Manager. Kevin comes to us with substantial commercial and industrial experience. Welcome Kevin to this new role!



**Dave Wilson:** While juggling the supervision of infrastructure & utilities works, he has also taken on the role of Procurement & Stores. A true 'man for all seasons' in our Bunbury operation. Well done Dave!



**John Wright-Smith:** Joins our Victorian Engineering Services division as its Manager. He has much experience in delivery of a wide range of electrical services and will be heading up our largest service team. Welcome John!

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# NEW PREMISES.

It's not often you can upsize and downsize at the same time. But we did it. We restructured our Victorian operations to focus on its core businesses. It has already had a major impact with much improved results. A pleasant side effect, our Kyla Road address became far too big. Not only that, it was also starting to show its age.

So a move was essential. But where to? Given that general location well suited our people as well as our business, it would be unfair on the NEV Team to ask them to travel a greater distance. So, our preference was to move as little distance as possible. And so we did just that. We moved just around the corner where we found well-designed, modern premises and equally as importantly,

plenty of car parking! So Nilsen Electric Vic took over number 43 Sheehan Road and Head Office moved next door in the same building, at number 37, with the space between fully integrated to suit our activities.

Here are some shots of the new office facades and also of our new premises in Brisbane, the move to which was reported last Review.



Nilsen Electric Victoria's new offices at 43 Sheehan Road, Heidelberg West.



Nilsen Head Office new offices at 37 Sheehan Road, Heidelberg West.



Our new offices in Queensland, at 2/53 Southgate Avenue, Cannon Hill.