



PROSPEROUS BUSINESS RELATIONSHIP //

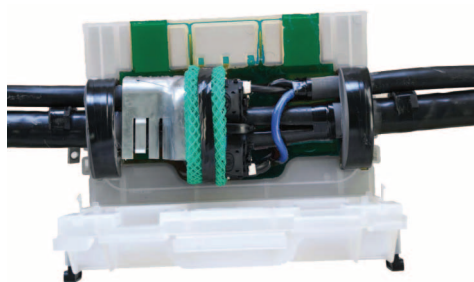
Three months on and the Cuthbert Stewart Ltd and Nexans Power Accessories relationship continues to prosper

"Other than the product themselves, there are many more factors to consider when introducing a new brand," says Leslie Oelofse, General Manager - CSL Energy. "Another major factor that CSL has sought and achieved is the solid, strong working relationships with our Nexans partners in Australia and Europe."

Products manufactured and supplied from Europe, traditionally have long lead times to New Zealand. Securing strong partner relationships ensures CSL is dealing with the correct Nexans personnel which means the products supplied to the New Zealand market are correctly bulk packaged and freighted to our shores; guaranteeing the products integrity is not compromised.

"Once the product is in the air or on the water, it does not end there," adds Phil Elliott, CSL Chief Executive. "Our dedicated logistics team uses CSL's new ERP package Pronto to manage and provide accurate and detailed information, on both our international and local freighting consignments. This is also made available to the customer services team who ultimately manage our customers' expectations."

"Our customers are always at the forefront of every business plan and process that we introduce or establish," concludes Oelofse.



Standard Nexans low voltage solutions, ensuring that network managers know what they are paying for every time.

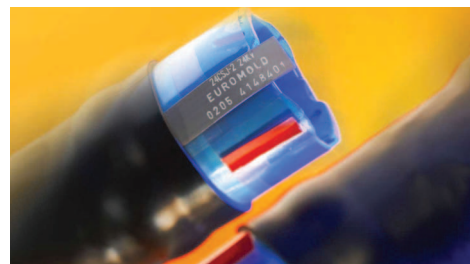


Dealing with an internationally recognised brand is the key to success; Nexans supports its products physical and electrical properties with detailed specifications and a rigorous testing regime.

Nexans, as an internationally established brand, manufactures its products to relevant international standards and the products are tested at independently accredited testing facilities.

Any reservations about the quality of the Nexans product range can simply be put to rest by the supporting test reports and documentation that CSL holds on file.

One of CSL's core strengths is to be able to provide technical expertise and training which we believe has been one of our key success factors over the last 60 years or so. The need for technical support and training has been growing steadily throughout the electrical industry and CSL takes pride in being able to provide this service as part of our standard offer to customers. The value people see in this service is evidenced by the fact that many customers offer to pay for what is essentially a free service. CSL can take comfort in the fact that this customer driven demand for shared technical knowledge is due to the added value and professionalism that CSL provides.



Initiatives such as the Nexans manufacturing traceability on their CSJ range of cold applied joints (much the same as the way consignment numbers are used by freight forwarders) provides traceability when required.

Elliott says, "Our team continues to work closely with network and transmission companies throughout New Zealand, concentrating on key people within these organisations to communicate our main goal; to provide credible choice. Providing choice of supply to our customers has been our priority."

CSL has more than twenty years credibility and experience in the cable accessories business in New Zealand and is more than qualified to know what it takes to provide an excellent and value added service to customers.

In addition to choice, our partnership brings new areas of interest to CSL, such as taking advantage of Nexans world leadership in low voltage distribution, medium voltage cold applied joints and terminations; and the ability to head extra high voltage cable accessories supply and installation contracts.



Onsite assistance and training undertaken by John Jones from the CSL technical crew is the key to providing confidence of the Nexans range of cable accessories in New Zealand.



CUTHBERT STEWART LTD PROVIDES SOLUTIONS TO THE WINDFARMS //

GPH shear bolt connectors ensure a successful transition from one tower segment to another within the tower

Screw technology connects copper and aluminium cables

SB and M series shear bolts comply with all electrical and mechanical specifications requirements of IEC 61238-1 for mechanical connectors. The M70-240 connector can accommodate both copper and aluminium cables with a conductor cross-section between 70 and 240mm².

The SB series is designed in two pieces for separation purposes and can accommodate round and sector-shaped conductors with a cross-section of up to 630mm². The two piece design allows for minimal installation work within the tower and provides a robust and tested connection with minimal electrical resistance.



Simple and secure assembly

Simple assembly is achieved by using a hexagon socket or allen key. Once correctly installed the multi-stage shear-off bolts guarantee the correct torque settings without damaging the conductors or the connector.

With separable connectors, both halves can be attached to each end of the cable on the ground under controlled condition. The connector halves are then connected permanently and reliably with a single screw. With optimal connection, this shear-off bolt offers optimum protection against incorrect assembly and enables conductor to be joined without compromising the integrity of the conductor, even under fault conditions.

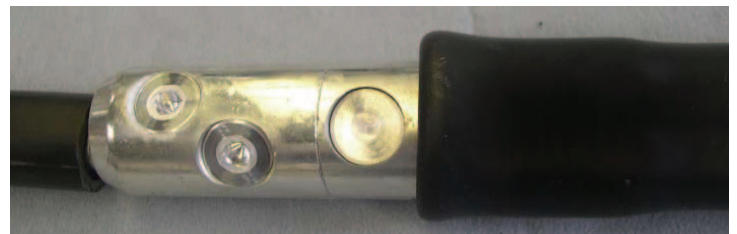
Time saving compared with crimp connections

Shear bolts reduce assembly time and increase the quality and reliability of the connections; Cuthbert Stewart Ltd offers a handy cordless power driver which is adapted for the shear bolt technology. The assembly time is considerably less than with crimp connections and does not require cumbersome and heavy tools within the tower associated with crimping adding safety to the long lists of benefits.



Roll hoses protect against environmental influences

GPH Shearbolts are complemented by the RS 300-500 range of cold applied roll on tube, which provide electrical insulation and seals the shear bolt from the environment. The cold applied roll on tube is located on the cable and simply rolled on laterally over the shear bolt and fixed in place.



Solutions such as this demonstrate the ability of Nexans to provide solutions which not only solve customer challenges but do so with the extra benefits of increasing the quality of the installation reducing costs and more importantly providing a safer working environment within the erected tower.



CRIMP LUGS, LINKS & ACCESSORIES //

Certified CrimpTech fittings and associated tools that meet international standards, supported and stocked at your local electrical wholesaler.



Tested and accredited to IEC 61238-1, ISO 9001 and ISO 14001



AOTEA ELECTRIC USES FIRST LARGE CONSIGNMENT OF GPH SHEARBOLTS FROM CSL //

GPH Shearbolt Links are now installed in Christchurch Hospital

With the dismantling of the Berlin Wall the engineers at GPH designed the first shearbolt links and lugs to allow ease and convenience when joining the imperial cables from the East to the metric cables from the West.

The replacement of the switchboards at the Riverside Wing of Christchurch Public Hospital required the existing cables to be lengthened by the addition of flexible tails. These flexible tails made for easy access in the confined area available under the switch room floor.

CSL's South Island, Energy Key Account Manager, Kevin Mercer worked with Aotea Electric Project Manager, Tim Kennedy to cross reference the imperial cable sizes to ensure that incorrect sizing did not cause delays when fitting the cable extensions. This team work was crucial to prevent long power outages to any areas of the Hospital.

Tim found the application of the third generation shearbolts to be very user friendly in such a confined area. The new design of shearbolt screw allows the use on fine stranded flexible cables without the use of brass gauze to prevent strand damage.



Tim Kennedy of Aotea Electric - finding low voltage cable jointing in confined spaces much simpler when using the Nexans GPH shear bolts connectors.



Typical example of cable installation in confined spaces under low voltage switchboard rooms.

This also gives greater surface contact between the barrel of the lug/link and the conductor. The screws on the MV range which are used for all larger conductors, even at low voltage have multiple shear points which give optimal pressure against the cable for all sizes within the range taking capabilities of each product. The smaller cables are centered with a simple plastic ring, again to improve the performance of this product.

AT-5000 PROFESSIONAL UNDERGROUND CABLE / PIPE LOCATOR SYSTEM //

Buried Utilities represent a major challenge to electricians who need to trace and trouble shoot such systems

They also represent a hazard to excavation crews. Improperly performed digging can cause cable or pipe damage resulting in personal injury, costly repairs and penalties. This product is faster and more accurate than what's available on the market today.

Using superior design and powerful software, the AT-5000 offers several new performance features, establishing them as the new standard for locating and pinpointing faults in the underground systems. Distance sensitive Left / Right indication guides the user to the exact location of the buried utilities which saves time and effort not available on standard locators.

The Signal Select and Distortion Alert provide superior accuracy by visually indicating a clean signal of the traced line, versus "ghost" and 'return' path of false signals coming from the neighboring lines, and keeping the user on the target line.

The core of the AT-5000 Utility Locating Systems is the ergonomically designed handheld receiver. Designed for comfort, the lightweight receiver is balanced for all day use. The receiver's bright color display is complete with intuitive, easily read graphics that can be viewed in all lighting conditions.

CSL Item/Part No. AMP-AT5000

Included Accessories

- Receiver (R-5000), Transmitter (T-5000), Connection Cable, Ground Cable and carrying case.

Optional Accessories for the AT-5000 Series

- A-5000 A-Frame Ground Fault Locator
- SC-5000 4" Signal Clamp
- M-5000 Sonde Pipe Transmitter
- BT-5000 Rechargeable battery pack for transmitter (Requires EPS-5000 charging kit)





JOINTERS CORNER //

Technical details of the shear-off-head bolts

One of the basic improvements of the 2nd generation of the M- series is the multiple shear off screw. It clamps the respective conductor cross section with an appropriate torque moment using an inner and outer hexagon. This shortens the installation time substantially.

The principle of how these new screws work is described below.

1. The screw has an inner and outer hexagon. Both are related to the various shear-off-areas of the screw and their different torque moments. Every screw will only be fastened a single time to shear-off.

2. The torque moments follow the rule that large conductor cross section need high torque moments and smaller cross sections need lower torque moments.

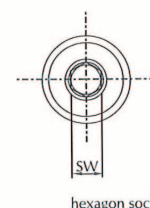
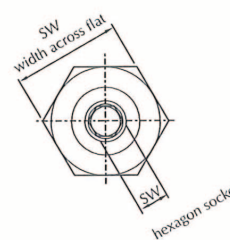
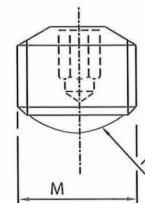
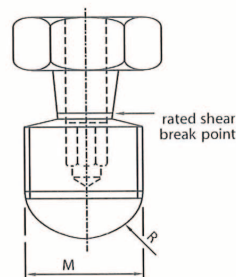
3. The installation instruction describe the use of both hexagons and of the various centre rings, for the respective conductor types.

Details for installation may be taken from the installation instruction.

GPH
a Nexans company

Before shear-off

After shear-off



NEXANS – HEAT SHRINKABLE TUBING SOLUTIONS //

that meet all your needs and more:

- GT1 Electrical Field Control

- GT2 Non-Tracking Tube

- GT2 S Heavy Wall Non-Tracking Tube

- GT2 FR Non-Tracking/ Halogen Free/ Flame Retardant

- GT3 Medium Wall Insulating Tubing

- GT4 Heavy Wall Insulating Tubing

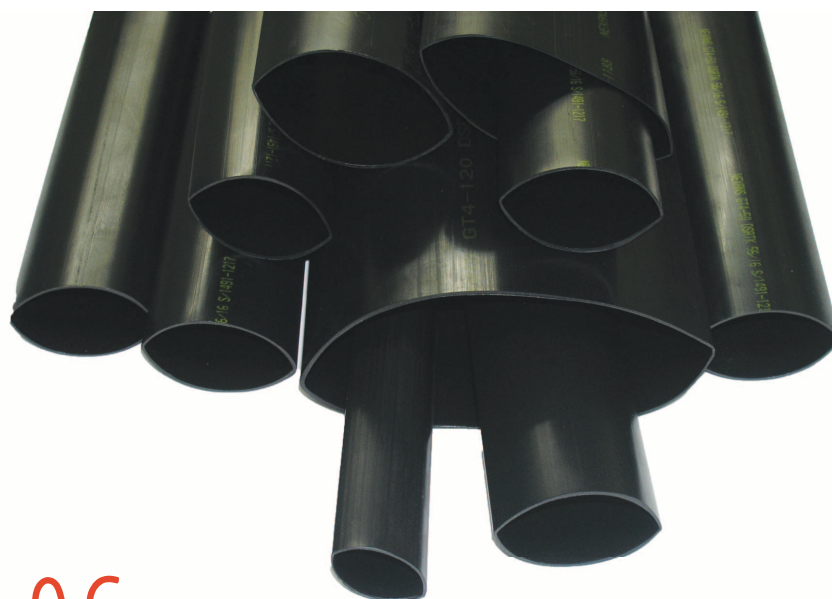
- GT8 Medium Wall Insulating Tubing no adhesive

- GT9 Heavy Wall Insulating Tubing no adhesive

- GT9 FR Heavy Wall Insulating Tubing no adhesive (Halogen Free/Flame Retardant)

- GT11 Wrap Around Repair Tubing

- GT11 R Heavy Wall Wrap Around Repair Tubing



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