



**iatsa\***

**Business Profile**

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# I. Who we are?

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**IATSA INGENIERÍA** is a Mexican company founded in 1979 in order to meet a growing need in the region of companies that provide electrical services. Among these, are electrical projects and substation maintenance.

**IATSA**, with 35 years of experience, has managed to gain the trust of its customers due to the quality, delivery, cost and safety of their products.

## II. Business Strategies.

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- **Complete Customer Satisfaction** based on:

- **QUALITY.**

We conduct our work in accordance with the required specifications, drawings, standards and best practices.

- **COST.**

Competitive prices maintained until completion of the work.

- **DELIVERY.**

Fulfillment of previous agreed dates.

- **SAFETY.**

Fulfillment of security procedures established by the law, our Company and by our facilities.

- **ENVIRONMENTAL CARE.**

Compliance with environmental protection regulations when using hazardous materials, contaminants and non-hazardous waste.

- To achieve a **“Win-Win”** outcome for our **“Client-Supplier”** relationship.

- To gain competitive advantage through our human resources.

# III. Products and Services.

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## **1. ELECTRICAL SYSTEMS IN LOW TENSION.**

- Industrial and commercial lighting systems.
- Electrical Force including: pipes, wiring, distribution boards, electrical busway, cable trays, lighting system of industrial buildings, parking lots and offices.
- Electrical Installation and Control.
- Motor Control Centers.
- Emergency Power Systems.
- Distribution boards.
- Special humidity-proof and/or explosion-proof installations.

## **2. ELECTRICAL SYSTEMS IN MEDIUM TENSION.**

- Substation:
  - Roof.
  - H.
  - Pole.
  - Compact.
  - Pedestal.
  - Submersible
- 15 KV and 34 KV Primary lines.

### ***3. SUBSTATION MAINTENANCE.***

Types of Maintenance:

- **Preventive Maintenance.**
- **Predictive Maintenance.**
- **Corrective Maintenance.**
- **Maintenance Policies.**

### ***4. TRANSFORMER MAINTENANCE.***

Types of Maintenance:

- **Preventive Maintenance.**
- **Corrective Maintenance.**
- **Oil analysis.**

## **5. QUALITY OF THE ENERGY.**



35 years of experience give us the ability to perform special services and installations with trained staff. In each of the areas we can develop the following activities:

- Power Factor monitoring, desing and correction.
- Thermography Inspection.
- Study and Installation of Earthing System.
- Study and Installation of Lighting Protection System.
- Study and measurement of Static Currents.
- Energy Audits following National Regulations. (Norma Oficial Mexicana NOM-001-SEDE-2012 Instalaciones Eléctricas.)
- Measurement of Electrical Parameters.
- Harmonic Studies.

## **6. MECHANICAL PROJECTS.**

We have the experience of planning and executing electrical and mechanical projects at industrial level which include the following areas:

Networks Installations of:

- City water.
- Treated Water.
- Cooling Water.
- Compressed Air.
- Steam

## ***7. ELECTRICAL PROJECTS.***

We have the experience to develop and implement Complete Electrical Projects including: **The Engineering, Planning, Equipment Acquirement, Implementation, Testing and Project Commissioning.** We serve the following sectors: Manufacturing, Food, Health, Education, and Commerce,

- **Integral Execution of Electrical Projects.**

According to customer needs, we design and develop electrical projects that give our users the tranquility of obtaining a well executed work.

- **Plant Relocation**




Good planning and good logistic work, allow us to develop plant relocation projects in the least possible time. This enables our Clients to have minimal downtime in their production processes.

- **Electrical Modifications.**

When it comes to improvement projects, we have the experience to offer our customers the most efficient electrical system designs to update, either continuously or by a need for some improvement in internal processes.

# IV. Projects

## 1. MANUFACTURING SECTOR

	Client	Description
	<b>Carrier México S.A de C.V.</b>	<p><b>Project Value: \$900,000.00 USD.</b> <b>Complete Electrical Project.</b></p> <ul style="list-style-type: none"> <li>- Electrical Systems of trays, distribution boards, pipes and wiring for all the machinery, production lines, laboratory and test lines.</li> <li>- Installation of a 2000 KVA substation.</li> <li>- Assembly of machinery.</li> </ul>
	<b>Grupo Convermex S.A de C.V.</b>	<p><b>Project Value: \$600,000.00 USD</b> <b>Monterrey Plant: "Espumados y Vasos"</b></p> <p>Electrical Systems of:</p> <ul style="list-style-type: none"> <li>- Lighting Systems.</li> <li>- Distribution boards.</li> <li>- Compact substation of 3000 KVA.</li> <li>- Force electrical systems for all equipment and machinery.</li> <li>- Control systems for all the automatic systems of the process.</li> </ul> <p>Machinery rooms installation:</p> <ul style="list-style-type: none"> <li>- Compressors.</li> </ul> <p>Networks installations:</p> <ul style="list-style-type: none"> <li>- Water system.</li> <li>- Steam system.</li> <li>- Compressed air system.</li> <li>- Cooling water systems.</li> </ul> <p>Assembly of equipment:</p> <ul style="list-style-type: none"> <li>- Air extraction system.</li> <li>- Different machines from production lines.</li> </ul> <p>Atmospheric protection system.</p>
<b>Putzmeister</b>	<b>Putzmeister México S. de R.L. de C.V.</b>	<p><b>Project Value: 1'000,000 MXN.</b></p> <p>Installation of piping for compressed air network system.</p>
	<b>Symrise S. de R.L. de C.V.</b>	<p><b>Perfumery Area Remodeling</b></p> <ul style="list-style-type: none"> <li>- Systems of earth and lighting rods.</li> <li>- Data network systems with optical fiber.</li> <li>- Electrical systems and instrumentation in aromatic departments.</li> </ul>




	<p style="text-align: center;"><b>ArcelorMittal Tubular Products Monterrey S.A de C.V.</b></p>	<p style="text-align: right;"><b>Project Value: \$1'180,000.00 USD.</b></p> <p>Electrical systems of:</p> <ul style="list-style-type: none"> <li>- Lighting systems.</li> <li>- Distribution boards.</li> </ul> <p>Installation of engine rooms:</p> <ul style="list-style-type: none"> <li>- Compressing.</li> <li>- Pumps.</li> <li>- Treatments plants.</li> </ul> <p>Networks Systems:</p> <ul style="list-style-type: none"> <li>- Water system of the city.</li> <li>- System of network against fire.</li> <li>- Sanitary drainage system.</li> <li>- Gas Network.</li> <li>- Compressed air Network.</li> <li>- Cold water system.</li> </ul> <p>Asembly of equipment:</p> <ul style="list-style-type: none"> <li>- Fast doors.</li> <li>- Extraction air system.</li> </ul>
	<p style="text-align: center;"><b>Evertis de México S.A de C.V.</b></p>	<p>Installation of a 1500 KVA Substation. Major feeders for new production line #4. Electrical Systems for remodeling of production line # 3.</p> <p style="text-align: right;"><b>Project Value: \$1'500,000 MXN.</b></p> <ul style="list-style-type: none"> <li>- Installation of 1200 KVA transformer.</li> <li>- Force system for production line #5.</li> </ul> <p>Network Systems:</p> <ul style="list-style-type: none"> <li>- Chiller Water System.</li> <li>- Compressed air Network.</li> </ul>
	<p style="text-align: center;"><b>Fanasa S.A de C.V.</b></p>	<p style="text-align: right;"><b>1250 KVA Substation Santa Catarina Plant.</b></p> <p>Installation of a 1250 KVA Substation for "Zapatas Project."</p> <ul style="list-style-type: none"> <li>- Comprising a 750 and a 500 KVA transformers.</li> <li>- Electrical feeders to equipment.</li> </ul> <p>Network Systems Installation:</p> <ul style="list-style-type: none"> <li>- Water.</li> <li>- Air</li> <li>- CO2.</li> </ul>
	<p style="text-align: center;"><b>Valspar Aries Coating S. de R.L. de C.V.</b></p>	<p>Summary of different installations in dangerous areas:</p> <ul style="list-style-type: none"> <li>- Installation of CCM in resins area.</li> <li>- Installation of 220 V electrical contacts in resins area and against fire control room.</li> <li>- Force and Control Systems for resins area, against fire control room and cooling water.</li> <li>- Force and Control Systems for boiling area.</li> <li>- Earth Systems for resins and boiling areas.</li> <li>- Engineering.</li> </ul>

	<p><b>Orchid Monterrey Operations</b> S. de R.L. de C.V.</p>	<p><b>Project Value: 350,000 USD</b> <b>Relocation of Monterrey Plant to Apodaca Plant.</b></p> <ul style="list-style-type: none"> <li>- Design, planning, logistic and engineering of the whole relocation project.</li> <li>- Uninstallation, moving and installation of machinery at Apodaca plant.</li> <li>-Engineering design and development of electrical, hydraulic and pneumatic installations.</li> </ul>
	<p><b>Hill-Rom de México</b> S. de R.L. de C.V.</p>	<p><b>Monterrey Plant</b></p> <p>Installation of:</p> <ul style="list-style-type: none"> <li>- Outsite lighting system.</li> <li>- Lightning systems for sports fields and recreational areas.</li> <li>- Decorative illumination.</li> <li>- Electrical systems of force, distribution and control for welding department.</li> <li>- Compressed air network.</li> </ul>
	<p><b>Bemis Packaging México</b> S.A de C.V.</p>	<p><b>Project Value: 690,000 USD</b></p> <ul style="list-style-type: none"> <li>- Electrical Engineering design of the Project.</li> <li>- Installation of a 8 MVA Substation.</li> <li>- Electrical systems of boards of distribution, lighting systems, main and secondary power boards for all the machinery.</li> <li>- Installation of earth and lighting rod systems.</li> <li>- Lighting systems for the sport fields.</li> <li>- This project included the relocation of 2 plants in operation to the new one with minimum downtime.</li> </ul>
	<p><b>SNF Floerger de México S.A</b> de C.V.</p>	<p><b>Ciénega de Flores Plant.</b></p> <ul style="list-style-type: none"> <li>- Installation of a compact substation, distribution boards and power boards.</li> <li>- Force Installation for chemical plant.</li> </ul>
<p><b>DAIMLER</b></p>	<p><b>Daimler Vehículos Comerciales México</b> S.A de C.V</p>	<ul style="list-style-type: none"> <li>- Installation of earth and protection against lighting systems for different areas of the plant.</li> </ul>
	<p><b>Fenoresinas</b> S.A de C.V.</p>	<p><b>Terminal García, N.L.</b></p> <ul style="list-style-type: none"> <li>- Installation of a 300 KVA substation.</li> <li>- Force installation.</li> </ul>
	<p><b>FR Terminales</b> S.A de C.V.</p>	<p><b>Atequiza, Jalisco Plant.</b></p> <ul style="list-style-type: none"> <li>- Force Installation and Substation.</li> </ul>



## 2. FOOD SECTOR.

	Client	Description
	Gamesa S. de R.L. Planta Chipiga	<p><b>Project Value: \$370,000.00 USD</b></p> <p>Electrical Installation of:</p> <ul style="list-style-type: none"> <li>- Substation of 1500 KVA.</li> <li>- Emergency power plant.</li> <li>- Systems of earth and lighting rods.</li> <li>- Main nourishing and distribution boards.</li> <li>- Canalization and wiring to boards of control with charofil.</li> </ul>
	RAGASA Industrias S.A de C.V.	<ul style="list-style-type: none"> <li>- Installation of 225 KVA substation to nourish "Silos" area.</li> </ul>
	Mega Alimentos S.A de C.V.	<p><b>Relocation of "blow-molding containers" Plant to Santa Catarina Plant</b></p> <ul style="list-style-type: none"> <li>- Installation of a 1000 KVA substation.</li> <li>- Electrical feeder to injection machines.</li> <li>- Network Systems: <ul style="list-style-type: none"> <li>- Water.</li> <li>- Air.</li> <li>- Steam</li> <li>- Lightning</li> <li>- Voice and data.</li> </ul> </li> </ul>
	Bebidas Mundiales S.A de C.V.	<p><b>"Universidad" Plant</b></p> <ul style="list-style-type: none"> <li>- Different services involving Quality of the Energy.</li> <li>- Short circuit studies and protection coordination.</li> <li>- Measurement of earth system.</li> <li>- Substation maintenance.</li> </ul> <p><b>"Lincon e Insurgentes" Plant</b></p> <ul style="list-style-type: none"> <li>- Various electrical installations.</li> </ul>
	Nacional de Alimentos y Helados S.A de C.V.	<p><b>Project Value: \$310,000 USD.</b></p> <p><b>Santa Catarina Plant.</b></p> <ul style="list-style-type: none"> <li>- Electrical systems, lighting systems, boards, main and derivative nourishing.</li> <li>- Installation of pipes: for high and low pressure, isolations, steam and oils.</li> </ul> <p><b>"Golos" Plant</b></p> <ul style="list-style-type: none"> <li>- Installation of 500 KVA substation, machinery nourishment, and control signal connections to machinery of the process.</li> </ul>
	Symrise S. de R.L. de C.V.	<ul style="list-style-type: none"> <li>- Intern relocation of a 2000 KVA compact substation, including the installation of 6 distribution boards.</li> <li>- Earthing and lightning protection engineering of the whole plant.</li> <li>- One-line diagrams of the plant.</li> </ul>

### 3. HEALTH SECTOR.

	Client	Description
	<p>Hospital Christus Muguerza Conchita S.A.</p>	<p><b>Extension and remodeling in hospitalization, pediatrics, neonatology, intensive care, outpatient, pediatric ER, and operating rooms units.</b></p> <ul style="list-style-type: none"> <li>- Installation of boards, lightning system, regular and emergency electrical contacts, decorative illumination, power feeders.</li> <li>- Substations and emergency power plants installations.</li> <li>- Telephony, ambiental music and cable systems.</li> <li>- Electrical Engineering design of the projects.</li> <li>- Preventive and corrective maintenance to electric systems.</li> <li>- Specific energy studies.</li> </ul>



### 4. EDUCATION SECTOR.

	Client	Description
	<p>Fundación Monterrey 2007 A.C.</p> <p>Fórum Universal de las Culturas, Monterrey 2007.</p>	<p>Operate, coordinate and maintain the smooth operation of the facilities and equipment of the Industrial Building "Lewis" and the Museology area 24/7 during the event. (8 months.)</p> <p>Installation of:</p> <ul style="list-style-type: none"> <li>- Electrical systems.</li> <li>- Voice and data.</li> <li>- Access Control and Security Systems.</li> <li>- Conditioned air, Humidity Control Ventilation and Heating systems.</li> <li>- Plumbing and Sanitary systems.</li> <li>- Against fire systems.</li> <li>- Compressed air systems.</li> </ul>
	<p>Fomento Habitacional Estudiantil S. de R.L. de C.V. (UEM)</p>	<ul style="list-style-type: none"> <li>- Exterior lighting systems for students residences.</li> </ul>

- Several installations and maintenance to different schools in Monterrey.



## 5. COMMERCE SECTOR

	Client	Description
	<p>Tiendas Soriana S.A de C.V.</p>	<p><b>Huinalá Store.</b> - Installation of substation of the store. - Electrical system installation (substations, distribution boards) inside the mall and parking lot.</p> <p><b>Cumbres Store.</b> - Store remodeling. - Installation of boards, conditioned air systems, cool rooms, lightning systems in store and warehouse.</p>
	<p>Home Depot De México S. de R.L. de C.V.</p>	<p>Annual contracts for predictive, preventive and corrective maintenance to 5 stores in Monterrey. Including all the electrical systems.</p>

## 7. MAINTENANCE AND SERVICE TO SUBSTATIONS OF:

