

Mobil®

...

To whom it may concern,

My name is Jerry R. Mullins. I am an electrical engineer with Mobil Oil's Wholesale Engineering based in Dallas, Texas. Over the past five years it has been my responsibility to support pipelines in the U.S. in improving operating efficiency and reliability. In doing so, we evaluated the benefits of variable frequency drives at many of our pump stations that were utilizing throttling valves to control pressure to the pipelines. The application of these VFD's mandated that the design and performance standards meet or exceed IEEE 519/1992. After evaluating the top VFD manufacturers in the industry for quality of design, construction, reliability, efficiency, maintainability and services after the sale, we chose Robicon. The first installation was in 1993 and the most recent (our eleventh) was in December just past.

It is my pleasure to inform you that the decision to employ Robicon drives has been an overwhelming success. The equipment has met all performance expectations and has accumulated thousands of hours of virtually trouble free operation. For me the entire process from purchasing the equipment to startup capitalizes on the truly quality oriented folks at Robicon who have demonstrated their commitment to delivering best in class equipment and services at a competitive price. Our operation and maintenance staffs acknowledge that the improvements we have achieved in flexibility and reliability are better than advertised and our expenses reflect lower power cost per unit of volume pumped. I guess you could say mission accomplished!

Robicon was not the first VFD vendor that we utilized. However, prior vendors failed to deliver on either the quality or service that we have found with Robicon. It can be said that when evaluating manufacturers, one must focus on quality, cost and service. But there is another factor to consider and that is the people. In any business relationship, problems arise. When you do have problems, it is the individuals, the decision-makers that can make or break a relationship. I have found Robicon to have the kind of people that know how to build and sustain relationships. That makes it all the more rewarding to do business with them.

Please feel free to contact me if you need any additional information.

Yours truly,

Jerry R.

Mullins

Jerry R. Mullins

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To whom it may concern

Ihre Zeichen	Ihre Nachricht vom	Unser Zeichen	Durchwahl	Datum
		TA/Ka/Stö	-210	2002-09-16
		(0112002/brief/092st29)	(Fax: -223)	

We ordered our first medium voltage inverter type Perfect Harmony in December 1998 from Robicon, USA. It was delivered in March 1999 and commissioned in April 1999.

The application is a high pressure roller mill for grinding clinker in our Cement plant. The two rolls of the mill are driven each via a gear and a motor. The 2 motors (each 600 kW, 6 kV, 50 Hz, 1.485 1/min, 71 A) as well as the mill, are in use since 1988 approximately and were operated up till March 1999 directly on line (6 kV, 50 Hz).

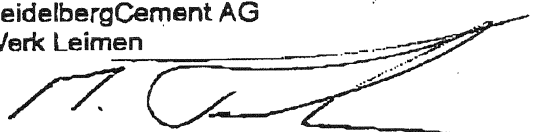
Since April 1999 the roller mill is operating in variable speed by using the old motors without any change supplied by Perfect Harmony.

The Perfect Harmony medium voltage inverter is rated 6 kV, 1.750 HP (input voltage 6 kV, 50 Hz; nominal output voltage 6 kV, nominal output current 160 A).

The Perfect Harmony is in operation now since more than 3 years. We are perfectly happy with the performance of the drive. The drive was set into operation within a very short time in April 1999 and we did not have any single problem with the drive during commissioning and during operation over the entire period.

Yours sincerely

HeidelbergCement AG
Werk Leimen


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Heidelberg
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(BLZ 672 700 03) Kto. Nr.: 0312975
(swift-code: DEUTDE33HAN)
(BLZ 672 800 51) Kto. Nr.: 463824400
(swift-code: DRESDE33HAN)
(BLZ 660 100 75) Kto. Nr.: 1755752
(swift-code: PBNKDE33HAN)



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To Whom It May Concern:

This letter is to confirm that Husky Oil has the following Robicon Perfect Harmony Series VFD's installed:

- one(1), 2500hp, 4160V unit installed in June 1997, at the Battle River, AB, Canada pump station site; and
- two(2), 900hp, 4160V units installed in June 1995 at the Beartrap, AB, Canada pump station site.

I am pleased to confirm the drives are operating satisfactorily.

If you would like more information please contact me by phone or fax at the above numbers.

Sincerely,
HUSKY OIL OPERATIONS LTD

J. Szpecht

J. Szpecht, P. Eng.
Senior Staff Engineer

JMS/ld

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Gregory Bridgewater
Construction Manager



To Whom it May Concern

Re: Performance of Robicon Variable Frequency Drives

Enbridge Pipelines (Athabasca) Inc. has one, Robicon Perfect Harmony series, 3500 HP, air cooled VFD operating at our Athabasca Pump Station, north of Fort McMurray, Alberta. This drive has been in service since April 1999. The VFD has performed adequately and the reliability has been high since operation commenced.

Enbridge Pipelines has eight other Robicon VFD's in service at various locations within its pipeline system:

- Six(6) Robicon Perfect Harmony series, 5000hp, 4160V VFD's installed in 1998 as part of our SEPII expansion; and
- Two(2) Robicon Perfect Harmony series, 7500hp, 4160V VFD's installed in 1996 as part of individual energy saving enhancement projects.

Our operating history to date indicates that both our operations and engineering personnel are satisfied with their performance

In all of the above cases we pleased to report the reliability of the drives is high.

Yours truly,

Gregory Bridgewater

Gregory Bridgewater, P. Eng.
Construction Manager



上海环保工程成套有限公司

Shanghai Environment Protection Complete Engineering Co. Ltd.

TO WHOM IT MAY CONCERN

We purchased 2 units of Robicon Perfect Harmony Drives rated at 1000kw/6kv in 1998. They are for use at the SA Sewage Pumping Station, which was a World Bank financed project.

The two drives were delivered in January 1999 and were started up in October 1999. They have been running very well since then.

The end user, Shanghai Sewage Co. had bad experience of using another brand medium voltage drive before. Robicon Perfect Harmony Drives' performance is able to change the end user's perception of medium voltage drives. They are very happy that they selected the right product. We plan to use Robicon Perfect Harmony Drives again in the next phase expansion project.

Any questions please contact me at the following numbers.

Yours Sincerely,

Qing Qi

Senior Engineer

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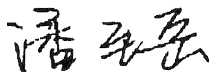
TO WHOM IT MAY CONCERN

This letter is to confirm that our company has purchased 2 sets of Robicon Perfect Harmony High Voltage Variable Frequency Drives which are for use on 1250kw, 6600V motors with input voltage of 6600V. These drives are used in Liaoning Fushun Power Plant's ID fan.

The Drives were delivered in March 2001 and started up in May 2001. As of today, the equipment has been running for more than one year. The client (Liaoning Fushun Power Plant) and their engineers have been very pleased with the performance of the drives and remarked that the effect of the energy saving is very satisfying.

This year we ordered 3 units for Tongliao Power Plant and Shenyang No.2 Thermal Power Plant. They are 1500HP, 6600V. We are looking forward to more energy saving in these plants.

Yours Sincerely,



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