



DAELIM BELEFIC

DAELIM PROJECT IN MEXICO

JULY 2021

TABLE OF CONTENTS

01.

Customer background

02.

Project case: Case 1

03.

Project case: Case 2

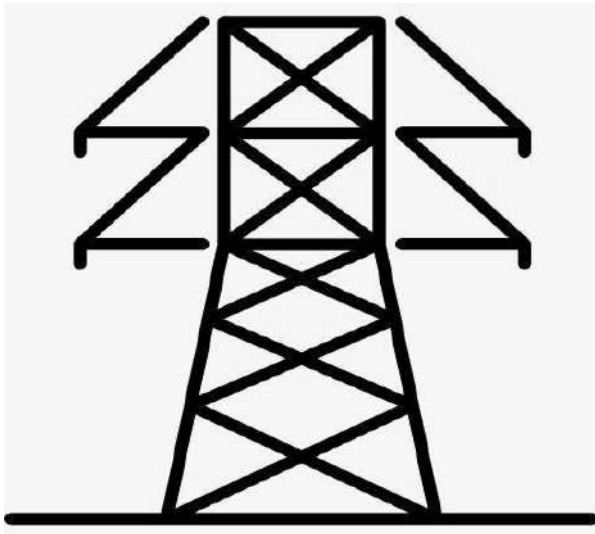
04.

Customer comments

05.

About DAELIM

01. Customer Background



1. **Professional**
2. **Experienced**
3. **Tech-ish**
4. **Teambased**

An Overview

This customer is a company of the Infra group, located in the city of Puebla. It began operations in 1972, and it is the only company in the Mexican Republic that is dedicated to the manufacture, marketing and sale of Calcium Carbide and derived products.



CUSTOMER CONCERNS:

This customer is very professional in their region and their previous transformers were made in Italy. How can we get their trust and successfully replaced the Italian brand?

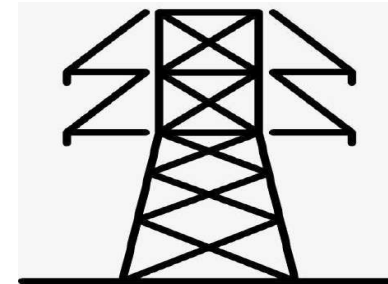


1. How can we communicate?

DAELIM: The customers are from Mexico and they speak Spanish, thanks to that we have an international team who can speak very good Spanish, as well as English.

2. Can you do customized design according to the transformers that we are using now?

DAELIM: Yes, of course, our engineer team is specialized in international standards including: ANSI/IEEE, CSA, AS/NZ, IEC and etc. Making the customized design is our advantage.



3. Can they solve my technical problems?

DAELIM: Yes, we have a professional tech team. Our team arranged a site visit to them to check their transformer conditions and provide them solutions.

4. They can provide faster delivery time than our previously supplier?

DAELIM: For normal transformers, our standard production time is 6-8 weeks, for customized transformer, our fastest production time is 10-12 weeks.

5. How about their transformers price?

DAELIM: Because our factory located in the transformer base in China, we have well raw material supply chain. So we can always provide the competitive price to our customers.

6. Can they help me with installation service?

DAELIM: We have engineer team in Latin America, who can provide our clients in Latin America with very quick and competitive installation solutions.

DAELIM BELEFIC

02.

Project Case 1

The challenge:

6MVA FURNACE TRANSFORMER



CUSTOMIZED

This project is a super customized design work, even with the quantity of one unit, we provided our customer with the most professional and patient design work.



DELIVERY TIME

Due to the project is urgent, they need to replace the old one as soon as possible. Our team helped them to shorten the production time of transformer is only 90 days including FAT time.



COMMUNICATE

We got to know this client since 2017, and there are several sales manager who were dealing with this client, each one take their responsibility to give the client the most effective communication.

Location: la ciudad de Puebla, Mexico

Quantities: 1 set

Description: 20KV 6MVA
FURNACE TRANSFORMER

DAELIM SOLUTIONS:

Understanding our customer needs allows us to make critical must-be-made decisions directly related to their needs.

1. 100% meet the clients' requirements

Our team have been spent almost 3 weeks to study the customer's transformers and their technical questions. We take both email, whatsapp, phone meeting, completely to discuss with technical part and give them the 100% solution as they need.

2. Make a good production plan

DAELIM's management pay much attention to the needs of customers, and has communicated with the production team and our supplier team for many times. We made a gattdiagram from our clients to let them clearly know the production process.

3. Take a role communication:

There is a sales and engineer team following with this client's case, each one of them played a very important role to solve the clients' technical questions, commercial questions and etc. Teamwork means everything.

TRANSFORMER PICTURES

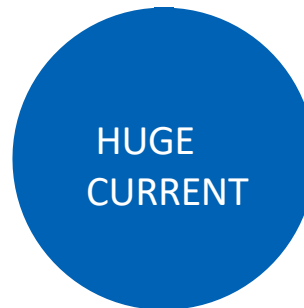
This transformer was using to
produce chemical materials.



03. Project Case 2

The challenge:

20MVA FURNACE TRANSFORMER



Location: la ciudad de Puebla, Mexico

Quantities: 1 set

Description: 20KV
20MVA FURNACE
TRANSFORMER WITH
MR OLTC

After working on the first 6MVA transformer order, the clients gave us more trust, so we got the second order from them at 20MVA, which has the very huge current to 100,000.00 Ampres.

This is a replacement project, the client asked to equipped with MR OLTC with this furnace transformer

This is a furnace transformer will be used indoor, we have to keep as the smallest shape as possible.

DAELIM SOLUTIONS:

An experienced and efficient communication engineer team is the key point.

1. HUGE CURRENT

Due to the output current can reach to 100,000.00 Ampres , DAELIM's engineers and experts gave up the conventional output bushing, but to use the copper plates to overload the current and gave the safe electricity.

2. ACCESSORIES-GERMANY MR OLTC

DAELIM procurement team, taking advantage of its own supply chain, actively contacted our well-known accessories suppliers all over the world, worked with them to overcome the difficulties of epidemic situation, and ensured the smooth delivery and production of overseas accessories.

3. TO KEEP THE SMALL SHAPE

This is a furnace transformer will be used indoor, we have to keep as the smallest shape as possible. The cooling system we designed for the client was OFWF to raise up the cooling efficiency and reduce the dimensions of the transformer.



TRANSFORMER PICTURES

For this 20KV 20MVA FURNACE TRANSFORMER, which is OFWF cooling transformer with the MR brand OLTC.



TRANSFORMER TESTING

1. Ratio, polarity and phase relation tests
2. Winding resistance measurement tests
3. Insulation power factor
4. Full wave and reduced wave impulse test
5. Applied and Induced potential tests
6. No-Load losses at rated current
7. Total losses at rated current
8. Percent impedance at rated current
9. OLTC test
10. Leak test
11. Control cabinet test





TRANSFORMER SHIPPING

For the shipping of this 20mva transformers, DAELIM kept the main body with the nitrogen to an open container and accessories with wooden cases to a 40 HQ for a safe transportation and shipment.





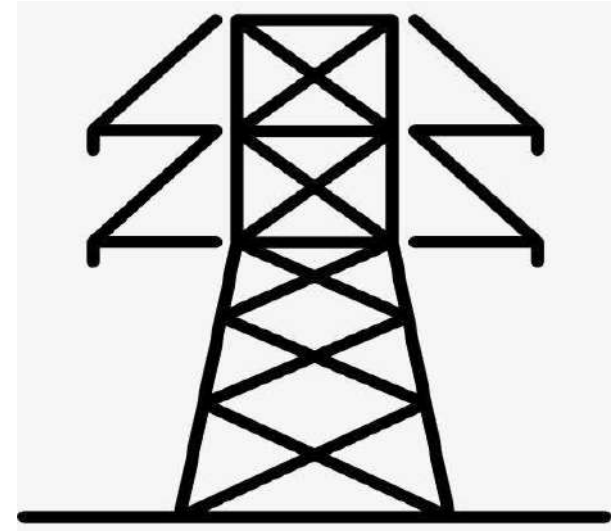
TRANSFORMER INSTALLATION

Finally, after three months of production and one month of shipping, this transformer finally reached the customer's factory. Relevant tests were carried out before the customer put into operation, and all the transformers produced by DAELIM met the technical requirements of the customer.



04. Customer Comments

Customer Say:



Testimonials

En primer lugar, conocemos a Daelim de Alibaba.com, son los primeros en ventas en la industria de transformadores de Aibaba. Después de discutir detalladamente con ellos, descubrimos que su equipo de ingenieros es muy profesional y los vendedores también son agradables. Agradecemos al equipo de Daelim por brindarnos un diseño fantástico y un tiempo de entrega rápido. No solo nos ayudaron a ahorrar tiempo, sino que también nos ayudaron a ahorrar costos. Ahora los 2 transformadores de muebles funcionan muy bien, nuestra Junta Directiva está contenta con Daelim, son dignos de confianza.

We firstly know Daelim from Alibaba.com, they are the Top 1 sales in Aibaba's transformer industry. After detailed discussing with them, we found that their engineer team is very professional and sales persons are also nice! We thank Daelim's team to give us very fantastic design and quick delivery time. They not only helped us to save our time, but also helped us to save cost, Now the 2 furnance transformers are working very nice, our Board of Directors are happy with Daelim, they are worthy to trust.

05. About DAELIM

DAELIM Introduction



1. **R&D Capabilities:**

1. *They have strong R&D team and they have more than 20 years of transformer design experience and are familiar with lots of international transformer standards, such as IEC, IEEE / ANSI, CSA, etc. The technical team of DAELIM are experts, electrical engineers, CAD first-class draftsmen, etc. They also use the latest technology, machines and other modern facilities to produce transformers, but meanwhile DAELIM transformers are made of qualified standard materials which meets the standards of world-renowned suppliers through international procurement as well.*

2. **Quality Control:**

1. *Quality is one of the core value of DAELIM. FAT, Type and third party inspection test are provided for quality and they tend to provide the best to its clients that's why they strictly implement the ISO 9001 quality management system.*

3. **Company Certifications:**

1. *ISO 9001:2008 CSA certification CESI certification CNAS certification SGS certification*

4. **Company Certifications:**

1. *The Daelim team is full of experts and professional, this helps them to solve the customers' problems quickly. All the DAELIM team had systematic training and is committed to continuous improvement by the quality guidelines and practices. Their dedicated customer service, product innovation, engineering excellence and strong social & environmental responsibility sense have made them to become a valued & trusted power solutions partner for globe electric industry.*



DAELIM BELEFIC

Thank you

July 2021

Web:www.daelim-electric.com

Email:info@daelim-electric.com