Panama Briefing Report

Briefing Note on Panama Business from Betz Transformers, Inc.
Panama Market

Over the past decade Panama has become one of the fastest growing and important economies in Central America with a rapidly expanding infrastructure. Its unique serviced based platform has made the Panamanian economy stand out in comparison with other countries in the region.

This has driven unprecedented construction activities, both in Panama City and in the rest of the country and has created a demand for expansion of electrical services particularly in the electrical distribution system. There is still great potential for growth in the Panamanian power sector as there are still many Panamanians who do not have access to electricity, especially in the rural areas.

As the Panama maritime industry expands and grows in importance as a container transshipment center, additional power will be required for cranes and to run the refrigerated container transporting perishables. It is only a matter of time before the great copper mining potential of Panama is finally developed.

When all this happens power demand will increase by 20%. In addition as the standard of living increases, as it has been doing, so will the consumption of electricity.

Overview of Betz Transformers

The Betz family of companies has been in the business of providing new, re-manufactured and reconditioned transformers to the utility, mining, heavy industrial and contractor sectors for over 37 years. Betz Transformers specializes in the sale, manufacture, disposal and repair of oil-filled distribution and power transformers.

The group commenced its activities in 1972 with B&B Transformers when it began production in Minnesota. Growth continued in 1981 with the opening of International Transformers in Kansas. Further expansion in 1990 saw the addition of Betz Transformers, Inc. in Colorado.

The Betz companies began to expand its business in Central America and the Caribbean during 1975; and this area is currently supported by the Latin American and Caribbean Division director located in Belize.
Betz Transformers, Inc has a range of customers in the United States and overseas and in recent years has successfully expanded its business into the Western Canada Oil and Gas production markets.

With our attention to detail and focus on customer satisfaction, we have been able to realize an average 56 percent annual growth in revenue. Betz has chosen strategic geographic locations in order to deliver products and services with the quality, timeliness and standards our clients demand, while providing cost effective delivery.
National Authority del Ambiente (ANAM)

With the introduction of the National Authority del Ambiente (ANAM) in 1998, the need for clean technologies and sustainable resources has never been greater. More recently, newly ratified policies on National Climate Change are requiring a reduction in CO2/Green house gases from all sectors.

Since Electricity and Heat Production is the second single largest source of CO2 emission in Panama, it is wise to consider new “Green” technologies when investing in the Panama of tomorrow.
What Makes Betz Transformers Unique

Our standard distribution transformers feature high efficiency Cold Rolled Grain Oriented (CRGO) Silicon steel for reduced operating costs and long life. This also leads to a reduction of generation requirement and less CO2 emission. For even greater savings, Betz Transformers, Inc features the latest generation of Amorphous Metal Transformers (AMT).

The AMT core features losses that are 75-80% less than its CRGO counter part (Table 1). An electric utility serving half a million customers typically installs 4,000 distribution transformers. This typical utility could realize an equivalent first cost savings of more than $800,000 by choosing the amorphous metal core technology over high efficiency silicon steel.

Betz Transformers, Inc has capability to meet most transformer needs required for commercial, industrial and power grids.

CO₂ Emissions by Sector
Panama 2002
Products and Services

At Betz Transformers, Inc., we provide oil-filled distribution transformer sales, repair service and disposal to utility, mining, heavy industrial, and contractor businesses. From the Tar Sands of Northern Alberta to the Hoover Dam to the largest copper and gold mines in the world, we provide exceptional products, reliable service and commitment to excellence that can be counted on every time. Headquartered in Colorado, our Manufacturing facilities offer over 50 years of combined experience in the transformer industry.

Professional Services provided by Betz

- New Distribution & Power Transformers
- Remanufactured transformers-36 month warranty
- Recondition and repair transformers-24 month warranty
- Transformer salvage
- ABB, Pauwells & Kuhlman - Warranty Repair, Distribution Transformers
- Distribution transformers featuring non-standard voltages, insulators and frequencies (25-400Hz)
- Betz custom design service allows us to manufacture distribution products for your exact needs.
- Our team of transformer specialists is ready to discuss your requirements or provide onsite consultations when required.
- Betz eXtended Life (XL) transformers feature stainless steel tanks, bases and radiators and are idea for costal areas and other high corrosion environments.
- Our Heavy Duty (HD) products features upgraded windings and are optimized for Generator Step Up duty.
- Our Standard Duty (SD) transformers ship in as few as 12 weeks and are designed for ease of installation making them the ideal choice for commercial, industrial, and utility applications.
- All transformers are manufactured and tested in strict accordance to the customers’ requirements as well as all applicable standards including ANSI/IEEE, and NEMA.
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Headquarters
Betz Transformers, Inc. is headquartered in Olathe, Co with branch and field offices in North and Central America. Betz retains 75 full time employees in support of these divisions.

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References
Our many satisfied clients would be happy to discuss their Betz Transformers, Inc experience with you. Contact us today for a list of references.