



POINT EIGHT
POWER

VISION



Controlling the Power You Generate



A New Vision for Point Eight Power

Like many companies today, Point Eight Power focuses on performance and results. What makes us stand out is how we achieve these fundamentals of a successful business. Our efforts grow out of a simple philosophy – that of respect.

Ultimately, we exist to serve the needs of our clients. And we have been meeting their needs for more than 50 years. We have learned that to most effectively serve our clients, we must truly respect the challenges that they face. In other words – your challenges become our challenges. Driven by a passion to excel, we strive to foster a growing and productive partnership legacy.

That Point Eight Power has been able to provide such outstanding results for our clients over the last half-century is due in large part to our people. They build the breakthrough thinking and service into every aspect of our process and product. For this reason, we recognize the importance of providing an atmosphere of mutual respect among our personnel. This respect allows – and encourages – our people to contribute his or her best ideas, knowing they will receive a fair reception. This constructive environment produces a positive impact on our productivity and growth.

Our focus on respect has allowed us to exceed many performance expectations. Those of our clients, those we set for our company and those that our goal-oriented individuals set for themselves. We will continue to expand our foundation so that we are positioned for the future – for the benefit of our clients and our people.

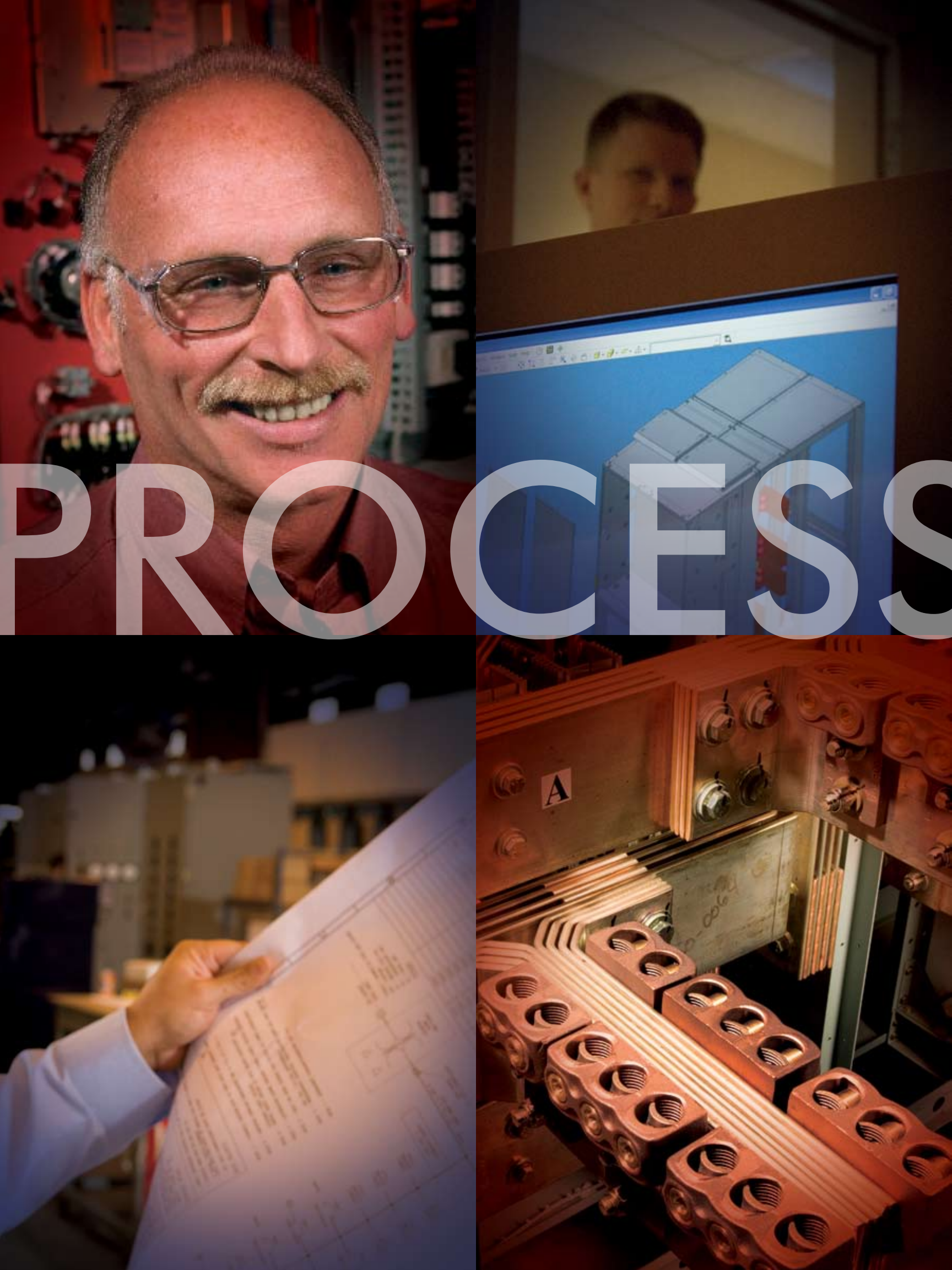


BRETT REAGAN - Executive Vice President and General Manager

“In my 25-plus years working in the marine industry, Point Eight is definitely the top for quality and service.”

FRANK J. HEINEMANN - Senior Electrical Testing Engineer,
National Steel and Shipbuilding Co. (division of General Dynamics)





PROCESSES

Process

Point Eight Power uses a four-step process that ensures the delivery of high-quality, custom-built systems for our clients.

Step 1 Consultation

Intense, focused discussions with the client. What exactly is needed? What are special considerations? When is it needed? This dialogue gives Point Eight engineers valuable information to ensure an accurate and superior systems design with close attention to cost efficiencies and schedule.

Step 2 Design

Using the latest electrical design and 3-D modeling software, Point Eight Power creates exacting designs that break away from conventional, uninspired thinking. From concept to reality, Point Eight Power can put together packages that meet your challenges.

Step 3 Manufacturing

Since we are a full manufacturing facility, flexibility is one of our strongest assets. Much like the world in which we live, change is inevitable. We understand that your project scope may encounter necessary changes or you may face a tighter deadline. Our flexibility in manufacturing allows us to help you address these issues with minimal impact on cost.

Step 4 Service

Unparalleled follow-up service. Point Eight's service department employs some of the most talented and highly trained technicians in the industry. Whether it be start-up, preventive maintenance, troubleshooting, training or retrofitting, you can count on immediate assistance. And it doesn't have to be our equipment. Point Eight technical assistance will help you with any brand name on the market.

Our four-step process aligns us with your challenges. This alignment allows us to be completely focused on your success. When you succeed, we all win.

“Point Eight Power has consistently demonstrated an uncanny knack for providing me with what I need, even though, in some cases, I asked for something else. This attention to detail and extra effort made in understanding my design requirements are key attributes of Point Eight Power’s philosophy that customer service is top priority.”

BILL JONES – Senior Engineering Specialist, P.E., NASSCO



Products and Systems

Never settle for off-the-shelf when Point Eight Power can custom design and manufacture electrical control and distributions systems from our unsurpassed product line that will absolutely meet your unique requirements.

Point Eight Power can develop the perfect custom solution and adapt our various product offerings to your specific project. From a 250-ton, two-story, welded-steel building complete with living accommodations, helideck and electrical control and distribution equipment for Williams Energy to small relay panel retrofits for the New Orleans Regional Transit Authority streetcars. We do it all.

We work in many verticals, including oil and gas, shipbuilding, petrochemical, processing and manufacturing, critical power, government and public sectors, and the military. All of our offerings are designed and manufactured under a certified ISO 9001:2000 Quality Management System. Depending on the application, our products can be built to various UL or IEC standards.

What can Point Eight Power do for you?

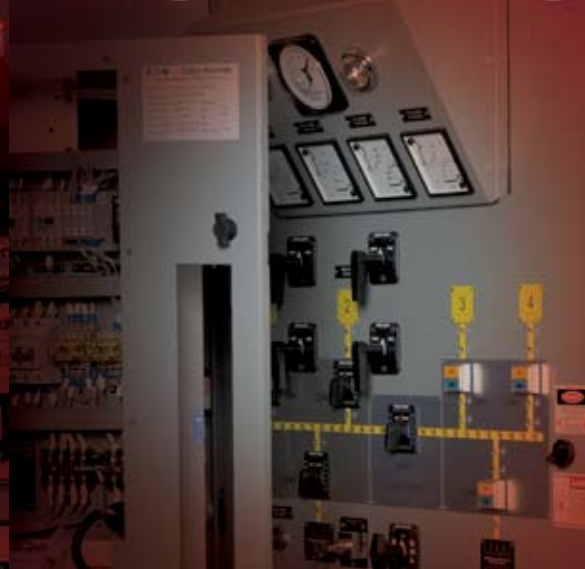
POINT EIGHT PRODUCTS AND SYSTEMS	LVE	MVE	LVME	MVME	PCD
LOW-VOLTAGE EQUIPMENT (LVE) Applications include generator control and distribution, cogeneration, peak shaving and outdoor switchgear.	■	■	■	■	■
MEDIUM-VOLTAGE EQUIPMENT (MVE) Applications include metal-clad generator control and distribution switchgear, engine/generator control panels and substations.	■	■	■	■	■
LOW-VOLTAGE MARINE EQUIPMENT (LVME) Applications include generator control and distribution switchgear, hi-shock switchgear, engine/generator control panels, shore power panels and individual controllers that can be built to Naval Vessel Regulations (NVR) and for Mil 901D Military Specifications.	■	■	■	■	■
MEDIUM-VOLTAGE MARINE EQUIPMENT (MVME) Applications include metal-clad generator control and distribution switchgear, engine/generator control panels and substations.	■	■	■	■	■
POWER CONTROL & DISTRIBUTION BUILDINGS (PCD) Our PCDs can be designed and built to include all electrical, HVAC and personnel accommodations allowing a turnkey package for your power control and distribution project.	■	■	■	■	■
Generator Control Switchgear	■	■	■	■	■
Distribution Switchgear	■	■	■	■	■
Standby Generator Switchgear	■	■	■	■	■
Outdoor Switchgear	■	■	■	■	■
Hi Shock Switchgear (Marine)	■	■	■	■	■
IEC Switchgear	■	■	■	■	■
Peak Shaving Switchgear	■	■	■	■	■
Load Interrupter Fusible Switchgear	■	■	■	■	■
Cogeneration Switchgear	■	■	■	■	■
Panelboards	■	■	■	■	■
Relay Panels	■	■	■	■	■
Engine Generator Control Panels	■	■	■	■	■
Custom Control Panels	■	■	■	■	■
Ground Detection Panels	■	■	■	■	■
Alarm Panels	■	■	■	■	■
Shore Power Panels	■	■	■	■	■
Miscellaneous Control Panels	■	■	■	■	■
Individual Controllers	■	■	■	■	■
Motor Control Centers	■	■	■	■	■
Control Consoles	■	■	■	■	■
High Resistance Ground Systems	■	■	■	■	■
Substations	■	■	■	■	■
Transfer Switches	■	■	■	■	■
Bus Duct	■	■	■	■	■
Switchracks	■	■	■	■	■
Welded Steel Buildings	■	■	■	■	■
Interlocking Panel Buildings	■	■	■	■	■

All our marine equipment can be manufactured to meet ABS, U.S. Coast Guard, Lloyd's of London, DNV, SOLAS or IMO standards.





PRODUCTS





PEOPLE

People

Point Eight Power's people are characterized by their drive for excellence. A family-owned business, we cultivate a culture of working together, respecting each other, and being passionate about the excellence we provide our clients – on every project, every time.

The people of Point Eight Power set the bar high by aiming for perfection, a goal our satisfied clients will attest we achieve.

Around the world, Point Eight seeks out and finds outstanding engineers, field-service technicians, estimators, systems assemblers and administrative staff. We have a team that is energized by challenges and conquers them with creativity and expertise. *People like—*

Jeannie: Accounts Receivable

When Jeannie isn't poring over Point Eight ledgers, something she has done for 17 years, she's creating glorious oil paintings of flowers and landscapes, tending to her four aquariums stocked with exotic fish or enjoying the soothing purrs of her four cats. However, there is more to Jeannie than fish and flowers. We're talking old-school, hard-rock from the eighties. If you want to kickstart Jeannie's heart, just play some Motley Crue.

Dave: Production and Test Manager

A native of New Orleans, Dave has been with Point Eight since 1974. Away from the job, you'll find him hunting, fishing and working on anything that needs fixing (especially cars). Dave approaches life with a sense of adventure. That may be why he decided to ride out Hurricane Katrina at Point Eight. Lucky for the company he did. His quick thinking and quicker actions helped minimize the storm's damaging effects on our facilities, enabling us to be up and running within days of the disaster.

Brett: Executive Vice President and General Manager

Brett has found a way to get more than 24 hours in a day. There is no other way to explain how he manages to accomplish so much. With Point Eight Power for six years, his position means overseeing every aspect of the operation and yet finding time for his two children and wife. (As if his plate was not full enough, Brett is ranked at a national level at his "spare-time hobby" – triathlons.)

Willie: Facility Maintenance

If you ever need a guaranteed smile, look for Willie. It does not matter what he is doing – he is smiling. Along with the smile comes a compassionate nature. He demonstrated the big heart of Point Eight employees when he formed a clothing ministry to distribute garments and toys to those in his neighborhood suffering from the devastation of Hurricane Katrina. And if that was not enough of a testimonial to his caring for others, he will soon become a deacon of his church. If you want some sunshine in your day, just call on "Deacon Willie."

Javier: Electrical Engineering Manager

With Point Eight for 10 years (two in Saudi Arabia), Javier was born and educated in Mexico. When he isn't spending time with his family, he watches an occasional soccer game. The one difficult thing for Javier is determining which team to cheer for in the World Cup – the U.S. or Mexico. One tidbit to remember if you ever meet Javier – if he tries to get you to try a pepper that is "not that hot," remember where he is from.

"Man, you guys are great! We really, really appreciate it."

MARCUS MCKINNEY - Electrical Engineer, EP Technology Shell International Exploration & Production, Inc.



Proven Results

Point Eight Power has demonstrated again and again that it provides the best and most innovative answers for every project's specifications. Consider these:

NASSCO T-AKE

The United States Navy needed to replace its older, limited-mission supply vessels with a singular class of ships capable of multiple functions. For this new ship class, the Navy sought features that would reduce operating costs over the entire 40 year service life of the vessels. To accomplish this goal, the Navy's new T-AKE class of dry cargo/ammunition ships would incorporate international marine technologies and commercial ship-design features inclusive of an integrated electric-drive propulsion system and technologically-advanced electrical equipment.

Assisting with the front-end design, Point Eight recommended two important cost-saving measures. One was a low-voltage switchboard coupled with a transformer and then skid-mounted so the equipment could be wired and bused together in the production phase and, subsequently, shipped in one piece. This reduced shipping costs and eliminated costs associated with onboard mounting and wiring.

Second, Point Eight incorporated a lighted mimic bus system located at each lineup of switchgear that allows the user to control and monitor breaker status and synchronization at locations remote to each switchboard.

Canyon Station

For its Canyon Station platform in the Gulf of Mexico, Williams Energy Services needed a power control and distribution (PCD) building that would also house its staff and provide a helicopter deck.

The original plans called for Williams to add modules to a first-phase, single-story building. A second level would contain housing quarters, on the third the helideck.

Point Eight's staff suggested instead that only one module be built, requiring only one lift and one project manager as the sole source of contact. This would eliminate inevitable coordination problems and project-management inconsistencies that arise when using three separate vendors.

Williams took the advice, saving money in project management, coordination, production and fabrication, as well as ease of installation.

Louisiana State University Health Sciences Center

When laying out the design of a new building, space restrictions are often flexible. If a few extra inches are required for a piece of equipment, adjustments tend to be a minor issue.

However, installing equipment in an existing building requires more attention to space envelopes. In order to effectively replace lineups of switchgear that have reached the end of their usefulness, strict attention must be paid to existing footprints and cable entrances so that minimal work is required in site preparation.

The Louisiana State University Health Sciences Center in Shreveport faced such a challenge. It turned to Point Eight Power to design, manufacture and install a new lineup of switchgear to replace an existing one.





PROVEN



NASSCO named
Point Eight Power
Vendor of the Year in
2000 & 2005



PERFORM



Performance

Your success is our success.

At Point Eight Power, performance and results are not mere buzzwords. They are at the core of our philosophy and focus.

Ours is a culture of winning. Our victories are measured in the dedication and efficiency we bring to every project as a team and in our client's 100-percent satisfaction. Over the past half-century, we have designed, manufactured and serviced power solutions for more than 1,500 clients, many of whom return to Point Eight over and over.

Point Eight Power's roots are in the oil-and-gas industry working with such major companies as ChevronTexaco, ExxonMobil and Shell. However, over the years, we have expanded into every vertical on almost every continent – including Antarctica where icebreakers with Point Eight equipment ply the frozen waters. And we have contributed to such diverse projects as the Statue of Liberty, the Louisiana Superdome and Boston's Big Dig.

If you need results...partner with Point Eight Power.

Partnership

Partnership (pärt nər-shĭp), *n.* – *A relationship between individuals or groups that is characterized by mutual cooperation and responsibility, as for the achievement of a specified goal.*

It is what we strive for in every relationship, whether it is with our clients, our vendors or our people. We feel that the most effective way to get results is through true partnership.

We absolutely recognize that partnerships require hard work – unwavering commitment, trust and above all, respect. The true partnerships that we have formed have enabled us to continually succeed in our joint endeavors with our clients, people and vendors.

Some of our valued partners include:

NASSCO	Schneider Electric	Allen-Bradley
Edison Chouest Offshore	Siemens	Converteam
BP	Square D	Basler Electric
Cutler-Hammer	Woodward	ABB Group

Production Facilities

First-time visitors to Point Eight Power usually have one thing to say: “You do that too?!” Whether it is a small electrical panel, the entire electrical system for a 1,000-foot oceangoing vessel, or a 250 ton two-story fully equipped power control and distribution building, we have the capacity to handle just about any project.

Our main complex has more than 15,000 square feet for offices and 41,000 square feet of indoor manufacturing space.

To accommodate our larger building projects, we have in excess of seven acres of outdoor workspace with more than 500 feet of waterfront access on the Intercoastal Waterway for ease of transportation.



Promise

Point Eight Power – in the business of keeping promises.

For some companies, making promises is easy – keeping them is hard.

We recognize the power of a promise and how unfulfilled ones can lead to disaster. That's why we are committed to developing superior solutions for every project we tackle.

Without exception.

We promise to approach each undertaking with a full understanding of your needs.

We promise to adopt your challenges as our own so we can succeed together.

And we promise not to make promises we can't keep.

We are not in the business of making false promises. We are in the business of working with you to arrive at exceptional solutions that realistically fit your time, budget and project's scope.

“Point Eight is one of the leading suppliers of electrical distribution equipment on our new 1.3-million-barrel capacity Alaskan Class vessels. We have always been impressed with their competitive prices, high-quality goods and excellent service. In addition, Point Eight was able to greatly assist ATC when one of our existing vessels suffered a major fire in her emergency switchboard. Point Eight was able to construct a new switchboard to original specifications in under six weeks, allowing the vessel to return to service with the least possible impact to our cargo delivery commitments.”

CHRISTOPHER MERTEN - Engineering Superintendent , Alaska Tanker Co.





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