



**UNIVERSIDAD DE LOS ANDES**  
**FACULTAD DE HUMANIDADES Y EDUCACIÓN**  
**ESCUELA DE IDIOMAS MODERNOS**

**LA TRADUCCIÓN: UN ELEMENTO IMPORTANTE DE LA VIDA**

**ISAAC UZCÁTEGUI**

**MÉRIDA, octubre, 2010**



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**TRANSLATION: AN IMPORTANT ELEMENT OF LIFE**

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**TRANSLATION: AN IMPORTANT ELEMENT OF LIFE**

**Informe final de pasantías presentado por el Br. Isaac Alejandro Uzcátegui Febres como requisito parcial para optar al título de Licenciado en Idiomas Modernos.**

## IDENTIFICACIÓN DEL PASANTE Y DE LA ORGANIZACIÓN

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Título del informe: Translation: An Important Element of Life

Identificación de la institución sede:

- Organismo: JVTEC Group.
- Departamento o unidad: Departamento de Investigación y Desarrollo.
- Dirección: Centro Comercial “Villa Los Chorros”, piso 4, oficina 4-02, avenida principal Los Chorros, Mérida, estado Mérida.

Nombre y apellido del representante institucional: Victoria Aguilera.

Cargo: Junior Sales Manager.

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## **Introduction**

Electricity is the most important element of modern life, it makes life easier and its use is so common that no one stops to think how it works or why sometimes there are power failures. The current growth of population worldwide leads to a greater demand in the energy sector, requiring big investments in infrastructure to satisfy such demands.

In order to prevent an energy crisis, such as the one our country suffered for several months, governments around the world have to invest in the maintenance and upgrade of the National Grid. The electrical grid of every country must count on the technology to prevent outages. Electrical companies around the world have to plan for future crisis. Advances in technology help new electric infrastructures to be more reliable and efficient. That is why companies such as JVTEC Group are important.

JVTEC Group is a brokerage company specialized in representing medium-size electrical and telecom companies in Latin America, the United States and Africa. According to investorwords.com, a brokerage company or broker is an individual or firm acting as an intermediary between a buyer and a seller. JVTEC Group offers all the services regarding exclusive and non-exclusive brokerage. My place in the company as an intern was in the formerly named Research and Development Department, which according to the company's current organization chart, is named Marketing Division. My place in the company was as a Junior Research and Development Manager. My task was to

find and organize information about upcoming projects in the United States and Latin America, as well as to translate any document that needed to be sent to companies abroad. For that, I had to use the skills I learned during my studies at the University of Los Andes, and doing so was scary at first because I had never experienced working with the skills learned in my major.

In this report I am going to give account of my experiences as an intern at JVTEC Group. This information is organized into four sections. In the profile of the Host Institution I am going to talk about the company, its staff and organization. Besides I will talk about TAIHAN ELECTRIC WIRE CO., Ltd, which is JVTEC Group's main client.

Then I am going to talk about my job in the company and my assignments through the internship in the section called Nature of the Internship. I will give a brief description of all the assignments I did and what I learned through those assignments.

Third, I will write a Reflection Essay in which I will talk about my experiences at the office, everything I learned and how this internship helped me to grow as a professional. Finally, I will give my conclusions about my experience as an intern in JVTEC Group and I will give some recommendations to both the Host Institution and the School of Modern Languages so they can improve in the future.

## **PROFILE OF THE HOST INSTITUTION**

JVTEC Group is a brokerage service provider with offices in Fort Lauderdale, USA, and Mérida, Venezuela. According to JVTEC Group's website (2008) its main vision is to "become the most trusted reference of sales representative agents, through the development of a unique model of business that will lead ASIANS, EUROPEANS and AMERICAN companies to become recognized brands in the Americas, specially, in the power and telecom utilities business segment". Jvtec Group. (2008). About us. Retrieved August 15, 2010, from [http://jvtecgroupp.com/About\\_Us.html](http://jvtecgroupp.com/About_Us.html)

The company was founded in the year 2000 by Luis Juárez, current Chief Executive Officer (CEO), who is an Electrical Engineer with professional training in Sales Management. He had the vision of putting the name of the company among the most important power representatives in Latin America and the world. The company was created as an alternative to those Asian companies that had not entered the American market, offering multilingual services in English, French, Portuguese, and Spanish.

In order to make a commercial network with other countries around the world, a company must have a group of representatives trained to do business in any country they contact. Such training includes speaking and writing in foreign languages, communication skills, people skills, and complete knowledge of the product they are representing. That is precisely what JVTEC Group offers to its clients. JVTEC Group has a network of representatives in Latin America and around the world including companies such as Power-Tel in the United States, C.I

Merlin in Colombia and Trinidad & Tobago, Pesamosca Trading in Argentina, Uruguay and Paraguay, Abacus International in Peru, Comercial Alcaino in Chile, and Chafik Jarid in Morocco, among others.

The main tool used by JVTEC Group is the Internet. All the research about upcoming projects in all the countries they work with is mostly done through the Internet; and all the contacts with agents working for the company overseas, as well as the contact with the clients is done through Skype or e-mail. The reason for this is because JVTEC Group's clients and agents are in different time zones around the world.

JVTEC Group has been working for 10 years with the South Korean company TAIHAN ELECTRIC WIRE CO., Ltd (TEC), a manufacturer of cable and wire "with annual sales worth 1.35 trillion based on the most competitive extra high voltage and optical fiber cables" Taihan Electric Wire Co.,Ltd. (2000). Company. Retrieved August 15, 2010, from [http://www.taihan.com/taihan\\_eng/firm/firm\\_intr.asp](http://www.taihan.com/taihan_eng/firm/firm_intr.asp). Nowadays JVTEC Group has businesses in the Americas, Europe, and more recently, in Africa.

Based on the information provided by the company's website, TAIHAN ELECTRIC WIRE CO., Ltd. is a worldwide manufacturer of fiber optic, telecommunication and power cables. It also manufactures accessories for power and fiber optic cables. It provides turnkey services that cover the whole range of the project from system design, engineering, supply of products, and testing to installation work. Full turnkey projects help reduce the project cost and shorten the project's development period as a result of the full responsibility of the

contractor in all the aspects of the contract. TAIHAN ELECTRIC WIRE CO., Ltd is the first cable company of Asia and it is among the most important cable companies of the world. TAIHAN's headquarters are located in Seoul, South Korea. TAIHAN has specialized in the optical fiber business through their fabric of optical fiber called Optomagic, which is catalogued as one of the first five optical fiber factories in the world. The main products manufactured by TAIHAN ELECTRIC WIRE CO., Ltd are:

- “Fiber Optic Cables (Underground Cables, Aerial Optical Fiber, Optical Ground Wire (OPGW) and Optical Fibers (Single Mode, Multi Mode, Non Zero Dispersion).
- Power Cables, such as EHV XLPE (from 66 kV to 400 kV).”

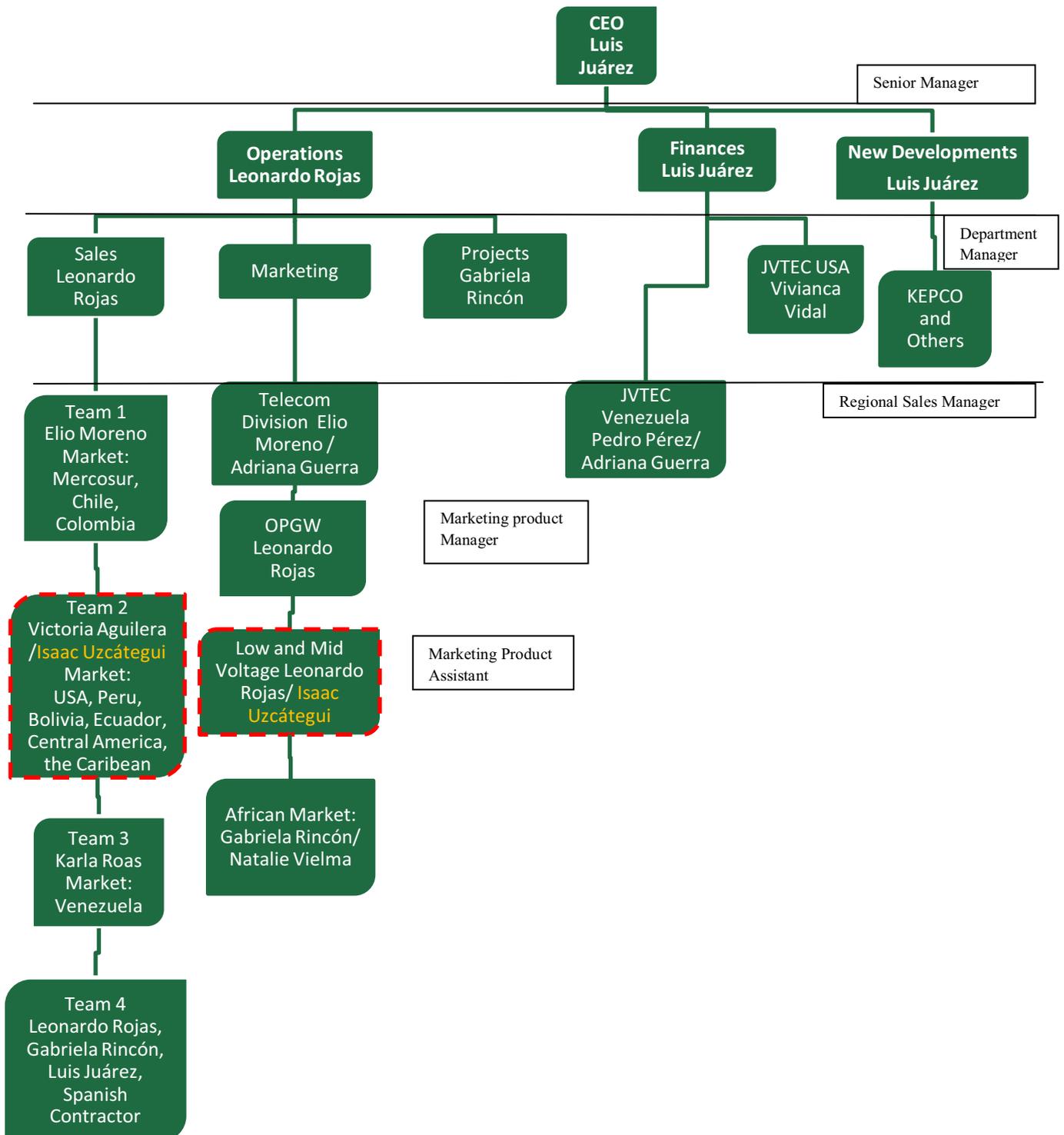
JVTEC Group is beginning to work with another Korean company called Korea Electric Power Corp (KEPCO), which designs and manufactures well-regulated DC power supplies and associated electronic equipment. KEPCO has business in countries such as Peru, which have only been possible because of the services JVTEC Group offers.

The success of JVTEC Group's model of business is its global vision, allowing it to represent its clients in any country of the world. JVTEC Group's sales team prefers to visit its clients personally than to send a local representative, creating thus a more trusted business relationship between its clients and the final customer.

JVTEC Group's staff works to satisfy the needs of their clients, the organization of the company allows them to find different contracts without

neglecting any of their clients. JVTEC Group's Mérida office is organized as follows:

**JVTEC Group's organization chart:**



## **Description of JVTEC Group's Operations Division:**

### **Senior Manager:**

- Create midterm and long term plans.
- Establish goals.
- Promote an organizational culture (client attention [internal and external]), intermediation with clients, etc).
- Supervise the goals of the departments.
- Supervise the different processes.
- Evaluate the legal implications of each contract along with the Project Manager.

### **Department Manager (Sales Manager)**

- Create midterm and long-term plans adjusted to the strategies of the organization.
- Establish goals.
- Promote an organizational culture (client attention [internal and external]), intermediation with clients, etc).
- Accomplish sales goals, by geographic division and by product.
- Give support to the Regional Sales Manager.
- Establish negotiation policies for each case (mediate in the negotiation).

### **Department Manager (Project Manager)**

- Create midterm and long term plans adjusted to the strategies of the organization.
- Establish goals, mission, vision, etc.
- Promote an organizational culture (client attention [internal and external]), intermediation with clients, etc).
- Make sure the contracts are carried out (purchase orders), evaluate and prepare plans for each contract.
- Organize the logistic for the deliveries and preparation of documents.
- Guarantee the satisfaction of the costumer.
- Supervise the developing processes.

### **Regional Sales Manager:**

- Evaluate the prospects (enterprises) and classify them; prepare a client portfolio (existing and target clients).
- Study the basis and prepare proposals.
- Market research and control.
- Determine the Homologation processes.
- Prepare offers and pre offers (with help from the Sales Manager).
- Practice the organizational culture (client attention [internal and external]), intermediation with clients, etc).
- Quantify the target markets.

**Marketing Division:**

- Create action plans.
- Evaluate and quantify the markets.
- Promote Research & Development plans.
- Create strategies (agent networks) and potential clients.
- Create a client portfolio.
- Create a departmental culture, procedures, processes, etc.
- Look for new opportunities.

**Marketing Division assistant:**

- Follow plans of action.
- Create maps and working routes.
- Organize information regarding companies, contact information, etc.
- Carry out the organizational culture.

## **Nature of the Internship**

As a member of the Research and Development Department, my main task was to give support to the Sales Department both by finding projects in different countries that could lead to a business relationship and by contacting people in different countries that could provide us with information of upcoming projects in their countries. I also had the opportunity of translating legal and technical documents using my skills in English and Spanish.

To help me organize the information about all the tasks I did during my three-month internship, I kept a journal of all the different activities I did, and all the documents I worked with during those months. The first thing I had to do once I arrived to the office was opening a Gmail<sup>TM</sup> account through which I would receive every e-mail related to the internship: training documents, project newsletters, documents to be translated, etc. That same day in the afternoon, I had to help one of my coworkers by doing prose translation (i.e. from Spanish into English) of a document from Peru and had to be sent to Korea. The document was a contract between the government of Peru and KEPCO (see Appendix 4). The document was already translated but it needed some corrections as well as some formatting. It was a great experience because that was the first time I had to do a translation outside the classroom. The correction of such document took me three days, so in those first three days of work all I did was reading training documents and translating my first assignment.

On March 4, my fourth day of internship, I started doing research about all the power utilities in the United States. This was the assignment that I carried out during most of my internship. For that I had to make an Excel document (see Appendix 3) to keep all the information organized. I would have never imagined the amount of power utilities that are located in the United States; there are more than fifty in the entire country and those power utilities are not only public but also private and cooperatives. I found a list of power utilities in Wikipedia ([http://en.wikipedia.org/wiki/List\\_of\\_United\\_States\\_electric\\_companies](http://en.wikipedia.org/wiki/List_of_United_States_electric_companies)) and from that list I started doing my research (see Appendix 2).

After having organized all the power utilities, I started looking for upcoming projects in the United States. This took me several days because this information is very difficult to retrieve. I went through different websites related to the power sector. Also, I did research in every power utility's website.

Consequently, I contacted the agents JVTEC Group had in each state in which I found a project and asked them to find out more information about the type of cable would use in such project. I also had to find agents in the states in which JVTEC Group did not have a representative agent yet. Every time I found new information about a project I had to update the power utility chart I had designed.

After doing my research about all the power utilities in the United States, I had to do the same thing with the power utilities in Latin America. The contrast

shocked me because it was much easier to find information in the United States than in Latin America.

On March 29, I prepared an Excel document with the specifications of some of TAIHAN's products so a client could analyze them and conclude if such products suited their needs. I received a lot of help from JVTEC Group's Sales Manager Leonardo Rojas, because those specifications were to be sent at the end of the day.

In April, I focused on the Latin American market, I made phone calls to different countries, though only a few were successful. For example, I contacted a power utility in Bolivia where I found those people very polite and welcoming and I found a possible project for the month of August. Given that I had to make a lot of phone calls in Spanish, I wrote a script to be followed when contacting a possible client in Latin America. That script was very useful because it allowed me to feel more confident and to have a more efficient contact.

On April 9, I translated a small document from a BBVA contract, and on April 13, I translated a document called "*Comisión Federal de Electricidad México, cable de guarda con fibras ópticas.*" It was a prose translation and it was difficult because it was written in technical language. For the translation of this document I made a glossary that helped me to translate faster. Such a glossary also helped me with other translations.

I translated a lot of documents during my internship, most of them technical documents. In addition, I worked in the translation of a contract with a worldwide known telecommunication company.

## **Translation: An Important Element of Life**

I remember that when I was younger and I was planning to study Modern Languages at the university, most people asked me “what for?”. In Venezuela, in general, people think that the only fields worth studying are medicine, law or engineering; they never stop to think that all those majors need people who know foreign languages, more specifically people specialized in translation in order for them to have some reference material to complement their studies. Most books specialized in science, medicine, and engineering, among others are written in English and students of those areas need those materials in their own language.

Globalization has given great importance to the use of languages. Nowadays, to succeed in this globalized world, a company needs to have a staff trained not only to communicate in a foreign language, such as English, but also to translate from and to another language. As we know from our experience in the classroom, translating is not an easy task, the problem with the professional world is that everyone expects that any student of modern languages is a translator, but that is not the case.

As Gotti and Sarčević say on their book *Insights about Specialized translation*, “the worldwide market for specialized translation has grown at a fast pace so that technical and business translation far exceeds the translation of literary texts both in volume and financial worth...”. By specialized translation, Gotti and Sarčević refer to the translation of technical, scientific, medical, legal

and political texts, among others. In other words, any non-literary translation is considered a specialized translation.

Not every person speaking two or more languages can translate. Translating requires a lot of preparation. It involves understanding the meaning of a text. To understand the meaning of a text, it is not enough to know the words; one must have an idea of the meaning of words in different contexts. To have good results when translating, a translator must follow some steps in order to make a good translation. First of all the translator must go through the stage called analysis. In this stage, the translator reads the text several times in order to get an idea of what the text is about. This first stage consists basically in understanding the text. Then the translator has to find the adequate equivalents and begin the translation as such; this stage is known as transference. Then the translator should read the final product in order to restructure the text. This is the stage where all editing features are checked, e.g. grammar, spelling, punctuation, terminology, etc, making sure the language used is suitable.

When translating a technical document, the use of terminology becomes very important. To face the different translations I carried out during my internship I made glossaries to help me with future translations, and used parallel texts to learn more about the topic I was translating. Like life, translation is all about decisions, and a wrong choice of words translating a text can completely change the meaning of a document. According to Peter Newmark “the more important the language of a text, the more closely it should be translated”. This is very important when translating a technical or a legal document, because each text

has its own particular language and that language must be kept in the translated document. By this I do not mean that the technical language is the same grammatically both in English and in Spanish. Each language has its own style of expression in a specialized document and that style must be kept in the target language.

During my three-month internship in JVTEC Group, I not only learned how to translate with a deadline, I also learned how to work in an office. Working in an office is not about doing your tasks alone. On the contrary, it is all about working together with other people to get good results that may satisfy the clients. Working in the Research and Development Department of JVTEC Group was just that, working as a team, helping one another to get the best possible results.

Like I mentioned before, my internship was focused on the United States and Latin American Markets. The company's U.S. market is divided into six zones. Each zone includes several states determined by the representative agents JVTEC Group has in those states (see Appendix 1). As a Junior Research & Development Manager, my job was to seek business opportunities in each one of those states. In doing so, I had to do a lot of Internet research and I had to contact people to get further information of any project that could need Optical Ground Wire (OPGW). After finding a project, I had to consult the chart I did on the U.S. market to see if we had an agent in that state (see Appendix 2). If we did, I had to contact that agent and ask him or her to provide us all the possible information about the project in order to bid our products when needed. In case that we did not have an agent in that state, I had to call the power company in charge of the

project and try to find contact information of the person in charge of projects. This was difficult because most of the times it was impossible to contact the right person. In those cases I tried to find out what contractor was going to carry out the project and try to contact it instead. For most phone calls I did and e-mails I sent I had the supervision and help from Victoria Aguilera, who was working with me on the U.S. market.

The other side of my internship consisted in helping the Sales Manager, Leonardo Rojas, in organizing and finding projects in the Latin American market. Organizing this information was easier because I already had the experience of organizing the U.S. market information. Nevertheless, finding the information was more difficult; there was not enough of information available on the Internet about upcoming projects in Latin America. In that case I also had to call the different power utilities in all Latin America, from Argentina to Colombia, and try to find information about upcoming projects and possible future clients.

During my research I also had to translate a series of documents. From the first day of my internship I was asked to help doing translations. That was really encouraging for me because I could apply the knowledge on Translation, which is my main field of study and I really enjoy it. As an anecdote I should say that when I was asked to choose my major, I was not sure about choosing Translation since I also liked International Organizations, but I am glad I chose Translation because it is what I want to do as a professional.

I believe translation is a bridge, and a globalized world would not be possible without translation. Since the beginning of civilization there has been the need for translation. There are many important texts such as the Bible and the Koran that have been translated to many languages and nowadays are known in all the world.

Working in JVTEC Group was a gratifying experience for me. I was really pleased with the way the CEO, Luis Juárez, treated all the staff including the interns. I did not feel underestimated like some of my classmates feel when they go abroad to do their internship and all they do is working as an office assistant and making coffee. I believe it is very important to keep the staff of a company satisfied in order to get the 110% of their performance, and a happy staff leads to a happy customer and a successful company. What pleased me the most about my internship was that I had the opportunity of translating both legal and technical documents and I learned about electricity and every element behind the functioning of the electrical grid of a country.

During my internship I learned how to use the skills I acquired all through my studies at the university and I developed many other skills, such as team working and public relations. I learned how to contact people around the globe and how to maintain a business relationship.

## **Conclusions**

Studying Modern Languages has given me the opportunity of learning about different cultures. In this period of my life I have met many people from different countries who have helped me become a better human being. Studying translation has given me the tools to work during this internship, and this internship has increased my knowledge and prepared me to be a good professional in the future.

At first, when I was looking for an internship, I was studying the possibilities of doing an internship abroad, but finally I decided to do it in Venezuela. I am glad I chose JVTEC Group as my host institution because it is a company that no one would imagine is located right here in Mérida, and that represented a great advantage for me. This company has businesses around the world and I think I learned a lot more doing my internship in JVTEC Group that I would have doing my internship as a Spanish assistant abroad. As I said before, I not only translated during the internship, I also learned how to work in marketing doing research.

Through my three-month internship I grew as a professional. I am really thankful with everyone in JVTEC Group for teaching me about the functioning of the company, and more than that for teaching me how to work in a team and making me realize that there is no need of going abroad in order to have good professional opportunities. I am also thankful because I had the opportunity of

doing my internship with a good friend of mine, and since we had already worked together at the university we knew how to work as a team.

A translator always has deadlines, and it is very important to respect those deadlines in order to be respected as a translator. By working in JVTEC Group, I learned how to organize my time to get the work done not only on time, but also as good as possible. During my internship I learned how to do multiple tasks. On several occasions I was working on market research and I had to stop what I was doing to work in a translation or in the preparation of a document that was more urgent. This internship made me realize what I want to do in the future as a professional. I enjoyed working in an office, but more than that I enjoyed doing different types of translations.

After finishing my internship I feel like I have grown both personally and professionally. I feel I can be more patient when working with other people because everyone at the office was patient with me through my learning process. Moreover, I learned how to be patient when contacting clients and agents and also when doing research because, as I said before, there was a lot of information that was difficult to find. I can say that I have also grown professionally because this internship complemented the knowledge I acquired during my studies and for that I will always be thankful with JVTEC Group, its CEO and its staff for giving me the opportunity of preparing myself in their company; and what is more for allowing me to do the internship doing what I like the most, translating.

## **Recommendations**

After finishing my studies at the School of Modern Languages and doing my internship in JVTEC Group, I would like to give some recommendations so they both can improve in the future.

### **Recommendations to JVTEC Group:**

- **Prepare a file with information about the company:** it was really difficult for me to compile all the information for the Profile of the Host Institution. I think that it would be a lot easier for both the company and the intern if there was a document with all the institutional information of JVTEC Group.
- **Hire a translator:** the company constantly works with documents that need to be translated and sent to Korea. Given that everyone in the company speaks English, the translations are done by anyone in the office. Hiring a translator will not only grant the company better translations, it will also avoid interrupting the work of other people in the office.
- **Employ more people:** there is a lot of work to be done in the office, and sometimes some of the staff members have to work overtime to get the job done on time. Also one of the staff members sometimes needs to travel abroad to take care of some business, leaving the office with more work and less people. Employing more people will make the office more efficient doing more work in less time.

- **Be prepared for power failures:** I worked in JVTEC Group as an intern during our country's power crisis; sometimes there were blackouts that forced us to stop working. Sometimes there were two or three blackouts in a day which affected the performance of everyone in the office. The office should count with a power plant to prevent that from happening.

#### **Recommendations to the School of Modern Languages:**

- **Make changes in the study program:** in my opinion, there are some subjects that should be removed from the program because they are not relevant. I believe that there should be more subjects related to the main field of study. In the case of Translation, we should have workshops to improve our performance, because the key to a great translator is practice. I believe that the student of Translation should learn how to translate in both the language A and the language B.
- **Find better internships in Mérida:** I am very happy with the company where I did my internship. However, not everyone is as lucky as I was. I have known people that are not happy with their internships in Mérida. Not everyone has the opportunity of going abroad for their internship and the School of Modern Languages should have agreements with more organizations in Mérida.

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## **APPENDICES**

## Appendix 1. Agents Representing TAIHAN in the United States



**Power-Tel Utility Products, Inc.:** Florida, Georgia, South Carolina, North Carolina, Tennessee, Alabama, Kentucky, Mississippi and Louisiana.

**Electrorep-Energy Products, Inc.:** Kansas, Missouri, Nebraska, Iowa and Illinois South I-80.

**Young Power Equipment Company:** El Paso - Texas, New Mexico, Arizona, Nevada, and Southern California.

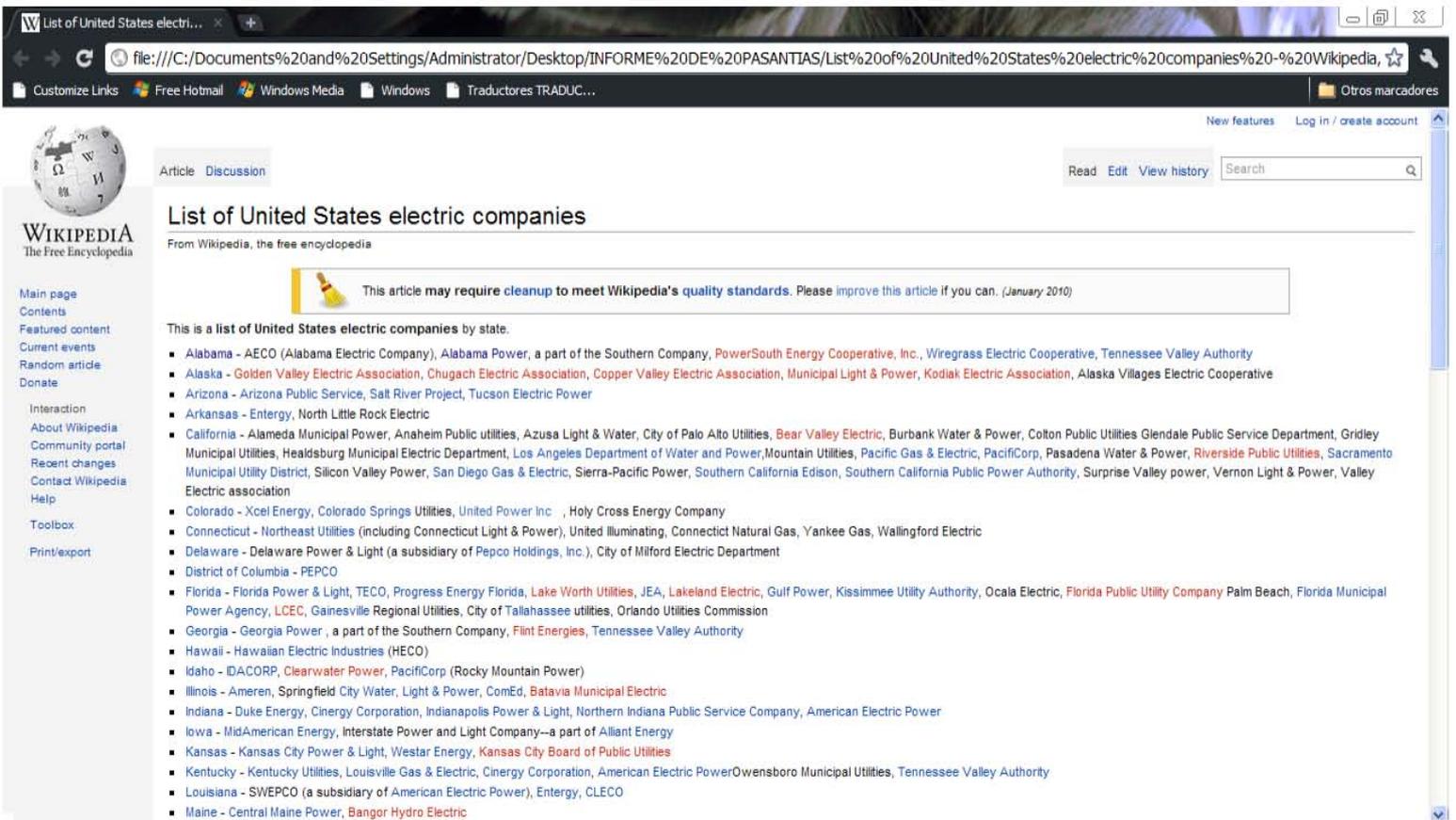
**Shamrock Sales:** Massachusetts, Rhode Island, Vermont, Connecticut, Maine, New Hampshire and New York.

**MC Sales Inc.:** North Dakota, South Dakota, Minnesota, Wisconsin, Northern Michigan, NW Indiana (Counties of Lake, Porter and LaPorte) and Illinois North of I-80.

**Carlson Sales, Inc.:** Alaska, Hawaii, Idaho, Montana, Oregon, Utah, and Washington

**States without Taihan's local representation.**

## Appendix 2. List of United States Power Companies



The screenshot shows a web browser window displaying the Wikipedia article "List of United States electric companies". The browser's address bar shows the file path: file:///C:/Documents%20and%20Settings/Administrator/Desktop/INFORME%20DE%20PASANTIAS/List%20of%20United%20States%20electric%20companies%20-%20Wikipedia,%. The browser's taskbar includes icons for "Customize Links", "Free Hotmail", "Windows Media", "Windows", and "Traductores TRADUC...". The Wikipedia page header includes the site logo, navigation tabs for "Article" and "Discussion", and a search box. The article title is "List of United States electric companies", with a sub-header "From Wikipedia, the free encyclopedia". A yellow warning box states: "This article may require cleanup to meet Wikipedia's quality standards. Please improve this article if you can. (January 2010)". The main content is a list of electric companies by state:

This is a list of United States electric companies by state.

- **Alabama** - AECO (Alabama Electric Company), Alabama Power, a part of the Southern Company, PowerSouth Energy Cooperative, Inc., Wiregrass Electric Cooperative, Tennessee Valley Authority
- **Alaska** - Golden Valley Electric Association, Chugach Electric Association, Copper Valley Electric Association, Municipal Light & Power, Kodiak Electric Association, Alaska Villages Electric Cooperative
- **Arizona** - Arizona Public Service, Salt River Project, Tucson Electric Power
- **Arkansas** - Entergy, North Little Rock Electric
- **California** - Alameda Municipal Power, Anaheim Public utilities, Azusa Light & Water, City of Palo Alto Utilities, Bear Valley Electric, Burbank Water & Power, Colton Public Utilities Glendale Public Service Department, Gridley Municipal Utilities, Healdsburg Municipal Electric Department, Los Angeles Department of Water and Power, Mountain Utilities, Pacific Gas & Electric, PacifiCorp, Pasadena Water & Power, Riverside Public Utilities, Sacramento Municipal Utility District, Silicon Valley Power, San Diego Gas & Electric, Sierra-Pacific Power, Southern California Edison, Southern California Public Power Authority, Surprise Valley power, Vernon Light & Power, Valley Electric association
- **Colorado** - Xcel Energy, Colorado Springs Utilities, United Power Inc., Holy Cross Energy Company
- **Connecticut** - Northeast Utilities (including Connecticut Light & Power), United Illuminating, Connecticut Natural Gas, Yankee Gas, Wallingford Electric
- **Delaware** - Delaware Power & Light (a subsidiary of Pepco Holdings, Inc.), City of Milford Electric Department
- **District of Columbia** - PEPCO
- **Florida** - Florida Power & Light, TECO, Progress Energy Florida, Lake Worth Utilities, JEA, Lakeland Electric, Gulf Power, Kissimmee Utility Authority, Ocala Electric, Florida Public Utility Company Palm Beach, Florida Municipal Power Agency, LCEC, Gainesville Regional Utilities, City of Tallahassee utilities, Orlando Utilities Commission
- **Georgia** - Georgia Power, a part of the Southern Company, Flint Energies, Tennessee Valley Authority
- **Hawaii** - Hawaiian Electric Industries (HECO)
- **Idaho** - IDACORP, Clearwater Power, PacifiCorp (Rocky Mountain Power)
- **Illinois** - Ameren, Springfield City Water, Light & Power, ComEd, Batavia Municipal Electric
- **Indiana** - Duke Energy, Cinergy Corporation, Indianapolis Power & Light, Northern Indiana Public Service Company, American Electric Power
- **Iowa** - MidAmerican Energy, Interstate Power and Light Company—a part of Alliant Energy
- **Kansas** - Kansas City Power & Light, Westar Energy, Kansas City Board of Public Utilities
- **Kentucky** - Kentucky Utilities, Louisville Gas & Electric, Cinergy Corporation, American Electric PowerOwensboro Municipal Utilities, Tennessee Valley Authority
- **Louisiana** - SWEPCO (a subsidiary of American Electric Power), Entergy, CLECO
- **Maine** - Central Maine Power, Bangor Hydro Electric

### Appendix 3. List of Power Utilities in the U.S. with projects.

Power Utilities.xlsx - Microsoft Excel

Inicio Insertar Diseño de página Fórmulas Datos Revisar Vista

Normal Diseño de página Pantalla completa Vistas de libro

Regla Barra de fórmulas Líneas de cuadrícula Títulos Barra de mensajes

Zoom 100% Ampliar selección

Nueva ventana Organizar todo Inmovilizar paneles

Dividir Ocultar Guardar área de trabajo Cambiar ventanas

Mostrar Ventana Macros

F30

	A	B	C	D	E	F	G	H	I	J	K
1											
2											
3											
4											
27	Midamerica Energy holdings	Pacificorp	Idaho	Gateway South		building a high-voltage transmission line project across southern Wyoming, potentially crossing northwest Colorado, through Utah to a point north of Las Vegas, Nevada.	2017-2019		NOT YET	Carlson Sales	e-mail: newsupplier@pacificorp.co
28				Gateway Central		Segmen C-Monah to Oquirrh- & Segmen C-Oquirr to Terminal-	2013-2014				
29	Ameren Corporation	Ameren	Illinois								
30	Evelon	Commonwealth Edison (ComEd)	Illinois						registered as a supplier, waiting for further contact	Electrorep- Energy Products, Inc.	Telephone: 800.483.3220
31	Duke Energy	Duke Energy Indiana	Indiana	Pioneer Transmission LLC		expand extra-high-voltage transmission to improve the reliability of the nation's transmission grid	2014-2015		NOT YET	NO	Contact: Angeline Protogere Phone: 317/838-1338
32	AES Corporation	Indianapolis Power & Light	Indiana						more information needed to register as a supplier	NO	<a href="https://supplier.lplpower.com/OA/ML/OA.jsp?page=/lpl/oracle/apps/webui/naPosSRRegPG&amp;OAHF=POS_G T_REG_HP&amp;OASF=POS_SUPPREG_REC ER&amp;OAPB=POS_ISP_BRAND&amp;oid=C EB829F1765A0">https://supplier.lplpower.com/OA/ML/OA.jsp?page=/lpl/oracle/apps/webui/naPosSRRegPG&amp;OAHF=POS_G T_REG_HP&amp;OASF=POS_SUPPREG_REC ER&amp;OAPB=POS_ISP_BRAND&amp;oid=C EB829F1765A0</a> 1 Riverside Plaza Columbus, OH, USA 43215-2372 Phone: (614) 735-1000
	American Electric Power (AEP)	Indiana Michigan Power	Indiana						NOT YET	NO	

Hoja1 Hoja2 Hoja3

Listo 75%

## Appendix 4. Translations

### **Contrato de Concesión del Proyecto** **“Línea de Transmisión SGT 500 kV Chilca-Marcona-Montalvo”**

Conste por el presente documento, el Contrato de Concesión del Proyecto “Línea de Transmisión SGT 500 kV Chilca-Marcona- Montalvo” (en adelante, “Contrato”), que celebran XXXXXXXXXXXXX, que actúa a través del Ministerio de Energía y Minas (en adelante, el Concedente), y la empresa XXXXXXXXXXXX (en adelante, Sociedad Concesionaria); en los términos y condiciones siguientes:

#### **1. Disposiciones preliminares**

1.1 El Contrato resulta del proceso de promoción que PROINVERSIÓN condujo en el marco de la Ley de Desarrollo Eficiente de Generación Eléctrica (Ley N° 28832), el Reglamento de Transmisión, la Ley de Concesiones Eléctricas (Decreto Ley N° 25844), el Texto Único Ordenado de las Normas con Rango de ley que regulan la entrega en concesión al sector privado de las obras públicas de infraestructura y de servicios públicos (D.S. N° 059-96-PCM) y su reglamento (D.S. N° 060-96-PCM), el Decreto Legislativo que aprueba la Ley Marco de Asociaciones Público - Privadas para la Generación de Empleo Productivo y dicta normas para la agilización de los procesos de promoción de la inversión privada (D. Leg. N° 1012) y su reglamento (D.S. 146-2008-EF), el Decreto de Urgencia que prioriza la inversión privada de diversos proyectos, de asociaciones público privadas y concesiones de obras públicas de infraestructura y de servicios públicos en el año 2010 (Decreto de Urgencia N° 121-2009), y otras Leyes Aplicables, así como las disposiciones y actos siguientes:

- a) La Resolución Ministerial N° 197-2009-MEM/DM, del Ministerio de Energía y Minas publicada el 25/04/09, que incluyó el Proyecto “Refuerzo de la Interconexión Centro-Sur Medio-Sur en 500 kV” - L.T. Chilca-Marcona-Caravelí, en el Plan Transitorio de Transmisión, y encargó a PROINVERSIÓN ejecutar el proceso de licitación de dicho proyecto.
- b) La Resolución Suprema N° 068-2009-EF (publicada el 27/06/09), que ratificó el acuerdo del Consejo Directivo de PROINVERSIÓN adoptado en su sesión de fecha 13/05/09, conforme al cual se acuerda incorporar al proceso de promoción de inversión privada el proyecto “Refuerzo de la Interconexión Centro-Sur Medio-Sur en 500 kV” - L.T. Chilca-Marcona-Caravelí (en adelante la Línea Eléctrica) bajo los mecanismos establecidos en el Decreto Legislativo N° 1012, el TUO y su Reglamento, aprobados por Decretos Supremos Nos. 059-96-PCM y 060-96-PCM, respectivamente; encarga al Comité de PROINVERSIÓN en Proyectos de Telecomunicaciones, Energía e Hidrocarburos PRO CONECTIVIDAD la conducción del proceso; y, ratifica el acuerdo del Consejo Directivo de PROINVERSIÓN adoptado en su sesión de fecha 22/05/09, que aprueba el Plan de Promoción que registró el Concurso.

- c) La Resolución Ministerial N° 024-2010-MEM/DM, del Ministerio de Energía y Minas publicada el 17/01/10, que incluyó el Proyecto “Línea de Transmisión SGT 500 kV Chilca-Marcona-Montalvo”, en el Plan Transitorio de Transmisión, y disponiendo que PROINVERSIÓN modifique el alcance del proceso de licitación del proyecto “Refuerzo de la Interconexión Centro-Sur Medio-Sur en 500 kV” y considere la configuración L.T. Chilca-Marcona-Montalvo en 500 kV.
  - d) El Acuerdo del Consejo Directivo de PROINVERSIÓN N° 327-03-2010, adoptado en su sesión de fecha 27/01/10, y publicado el 29/01/10, conforme al cual se acuerda aprobar la modificación del Plan de Promoción aprobado en su sesión de fecha 22/05/09.
  - e) La decisión de fecha \_\_\_\_/\_\_\_\_/10 adoptada por el Comité declarando la buena pro.
  - f) La Resolución Ministerial N° \_\_\_\_\_-2010-MEM/DM, que autorizó al \_\_\_\_\_ a suscribir el Contrato.
- 1.2 El Contrato se ha negociado, redactado y suscrito con arreglo al derecho interno del Perú; y su contenido, ejecución y demás consecuencias que de él se originen se regirán por dicho derecho.
- 1.3 La suscripción del Contrato, no elimina ni afecta la obligación de la Sociedad Concesionaria, de solicitar, suscribir y cumplir, el contrato de Concesión Definitiva de Transmisión Eléctrica, que la Sociedad Concesionaria deberá tramitar en el Ministerio de Energía y Minas.
- 1.4 En el Contrato:
- a) Los términos que se inician con mayúscula ya sea que se usen en singular o plural, tienen los significados que se indican en el Anexo N° 3.
  - b) Los términos que se inician con mayúscula, ya sea que se usen en singular o plural, que no están definidos en el Anexo N° 3 u otras secciones del Contrato, tendrán los significados que les atribuyen las Bases o las Leyes Aplicables, o corresponden a términos que por lo común son empleados con mayúsculas.
  - c) Toda referencia efectuada en el Contrato a “cláusula” o “anexo” se deberá entender efectuada a cláusulas o anexos del Contrato, salvo indicación expresa en sentido contrario.
  - d) Los títulos han sido incluidos al solo efecto de sistematizar la exposición y no deben ser considerados como una parte del mismo que limite o amplíe su contenido o para determinar los derechos y obligaciones de las Partes.
-

# **SGT Project Concession Agreement "Transmission Line 500 kV Chilca- Marcona-Montalvo "**

Evidenced in this document, the Concession Contract of the project "Transmission Line 500 kV Chilca-SGT-Montalvo Marcona" (hereinafter " Contract "), celebrating XXXXXXXXXXXXX, acting through the Ministry Energy and Mines (hereinafter Grantor), and the company XXXXXXXXXXXXXXXX (hereinafter Concession Company), in the terms and conditions:

## **1. Preliminary provisions**

- 1.1 This contract is entered into as a result of the promotion process conducted by the Private Investment Promotion Agency-PROINVERSION within the electric regulatory framework of the Efficient Development of Electricity Law (Law 28832), the Electricity Transmission Regulations, the Electricity Concession Law (Decree-Law N° 25844), Consolidated Text of the Law-Equivalent Provisions regulating the granting in concession to the private sector of public works of infrastructure and utilities (Supreme Decree N° 059-96-PCM) and its regulations (Supreme Decree N° 060-96-PCM), Legislative Decree that enacts the Framework Law for Public-Private Partnerships to create Productive Jobs and enacts rules for streamlining processes to promote private investment (Leg. D. N° 1012) and its regulations (Supreme Decree 146-2008-EF), the Emergency Ordinance which gives priority to private investment in various projects, public-private partnerships and concessions for public infrastructure and public services in 2010 (Emergency Ordinance No. 121-2009), and other applicable laws and the rules and acts:
- a) Ministerial Resolution N° 197-2009-MEM/DM, published on April 25, 2009, which included Project "the Mid-South Interconnection Mid-South 500 kV" - LT Marcona-Caravelí Chilca-in Transient Transmission Plan and instructed PROINVERSIÓN run the tendering process of the project.
  - b) Supreme Resolution N° 068-2009-EF (published on 27/06/09), which ratified PROINVERSION Board Council agreement adopted May 13, 2009, where it is resolved to incorporate the project Strengthening the Mid-South Interconnection Mid-South 500 kV" - LT Chilca-Marcona-Caravelí (hereinafter Electric Line) to the private investment promotion process under provisions established in Legislative Decree N° 1012, the Single Revised Text and its Regulations, approved by Supreme Decrees 059-96-PCM and 060-96-PCM, respectively; commissions the PROINVERSIÓN committee – PROCONECTIVIDAD- in charge of Telecommunications, Energy and Hydrocarbon projects to conduct the process; and, ratifies the Proinversion Steering Council agreement approving the Promotion Plan regulating the Tender.

- c) Ministerial Resolution No. 024-2010-MEM/DM, the Ministry of Energy and Mines published on 17/01/10, which included the project "Transmission Line 500 kV Chilca SGT-Marcona-Montalvo" in the Transitional Plan Transmission, and providing that PROINVERSIÓN modifying the scope of the bidding process for the project "Strengthening the Mid-South Interconnection Mid-South 500 kV" and consider the LT configuration Chilca-Marcona-Montalvo at 500 kV.
- d) The agreement of the Board of PROINVERSIÓN No. 327-03-2010, adopted at its meeting held on 27/01/10, and published on 29/01/10, under which it agrees to approve the amendment of the Plan of Promotion approved in its meeting held on 22/05/09.
- e) The decision of \_\_\_/\_\_\_/10 adopted by the Committee awarding the contract.
- f) Ministerial Resolution N° \_\_\_-2010-MEM/DM, authorizing \_\_\_\_\_ entering into the contract.

1.2 The Contract has been negotiated, written and signed according to Peruvian law; and its contents, execution and any other consequences which may arise from it shall be governed and interpreted by the laws of the Republic of Peru.

1.3 The signing of the Contract, does not eliminate or affect the obligation of the Concessionaire company, to seek, sign and comply with the contract for Electric Transmission Final Award, the Company shall treat the Concessionaire in the Ministry of Energy and Mines.

1.4 In the Contract:

- a) The words and expressions beginning with a capital letter, whether in singular or plural form, shall have the meaning established in Exhibit No 3.
- b) The words and expressions beginning with a capital letters, whether in singular or plural form, which are not defined in Exhibit 3 or any other section of the contract, shall be understood as meant by the Tender Documents or the Applicable Laws, or belong to expressions that commonly use capital letters.
- c) Any reference in the contract to "clause "or "exhibit" shall be understood as meant to contract clauses or contract exhibits, unless otherwise stated.
- d) Headings have been included for the sole purpose of establishing a system for content and must not be considered as part of the contract which might limit or expand its contents, or to determine the rights and obligations of the parties.

## Letter to Agent.

Monday, January 15<sup>th</sup>, 2010



Dear Julie,

My name is Isaac Uzcátegui. I am working with Victoria Aguilera in the R&D Department for TAIHAN ELECTRIC WIRE CO., LTD. I have been doing some research regarding upcoming projects in the US and it has come to my attention that there are a couple of projects in Alabama, which are going to be carried out by Tennessee Valley Authority. The names of the projects are: Rainsville Alabama Power Supply Upgrade, and Helicon Alabama Power Supply Upgrade. We would greatly appreciate it if you could help us and provide us with more information about these projects. We would like to know the project's current status and if they have been awarded to any contractor. Also, what type of cable are they planning to use for these projects. Please feel free to contact me if you have any questions. I will be happy to assist you and provide any support you may need.

Regards,

Isaac Uzcategui

TAIHAN ELECTRIC WIRE CO.,LTD.