

# Interview with Wolfgang Sorgatz

## TLM Conference

### Introduction

**T**ransformer Life Management (TLM) Conference was first held ten years ago, following the idea to create a comprehensive platform where all industry stakeholders – transformer manufacturers, customers and service companies – could participate and have the opportunity to introduce their products and services. The idea was to have all people dealing with transformers and doing business in the transformers industry gathered together in one place.

We started as a German conference, which was organized by ENERGY Support, ABB and the Schering-Institute for High Voltage Engineering of the Leibniz University of Hannover. It all started with these three partners wishing to contribute to the same goal and encourage advancement of the industry by having all people from the transformer world converge at one conference.

In time, as TLM Conference bore great success in the German market, we recognized there was the same demand in the international market to have a conference which would focus on the transformers industry only. This is where we decided to use the transformers conference management experience gained in Germany and go global. Three years after our maiden

conference in Germany, we organized the first international TLM Conference in Dubai, followed by Guangzhou in China. They were both very successful. At one of the conferences in China, there were more than 300 participants.

### Conference values

TLM Conference is a neutral platform for all stakeholders in the transformers industry, from manufacturers of transformers, transformer instruments and transformer materials, to their industrial partners and end customers, such as utilities, power plants and entire municipalities, which is why it is so successful. They can all meet in one place and discuss what can be done to extend the lifetime of the transformers, from all these various, but equally important perspectives. The participants can thus access all technical information and get a rounded picture of the complete management cycle, as well as the maintenance issues involved. So, the conference is streamlined to focus on the transformers world, but within it, it offers a great mixture of topics and participants, which many see as one of the greatest benefits of participating.

### TLM partners

TLM Conference is supported by ABB, the Schering-Institute of the Hannover University and ENERGY Support. This is an

open conference and this year, which also marks our tenth anniversary, for the first time we have an exclusive media partner – Transformers Magazine.

### Conference topics

As the conference is growing and changing, so are the topics. Every year we detect key trends and developments, as well as issues and concerns in the industry that resound all over the transformers world, and among them we try to decide on the best topics we want to address at the conference. In the past we dealt with questions on the regulation of the electricity market and even had guest speakers who talked about this issue. Today, there is an issue of how to extend the lifetime of the equipment. We are faced with different challenges that we wish to combine in the topics we discuss. However, each time the focus of the

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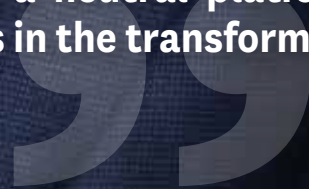


conferences is the reliability of the transformer operation and its maintenance. These topics cover a lot of other topics and issues, such as test methods, continuous monitoring, interpretation of measurement and monitoring results and asset management.

The next TLM conference is taking place in Königswinter, Germany from 26<sup>th</sup> to 27<sup>th</sup> September. We expect to have more than 200 participants and over 25 exhibitors as well as around 20 presentations from several countries.

This year's topics will be centred around key changes in the energy supply in the areas of monitoring and asset management, as well as insulation liquids and condition assessment. More specifically, the conference will discuss voltage regulators for distribution networks, models for data recognition and asset management,  
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techniques, UHF PD detection, FRA, integration of offline and online monitoring, heat transfer in insulation fluids, recycled naphthenic base oils, ester fluids, GtL transformer oil, X-wax inside transformers, special hollow insulators for bushings, as well as topics looking at the far future, such as generation of energy using nuclear fusion technology.

It will provide an overview of all the experience and research that we have, including speeches and presentations by our university researchers, a lot of university speakers, as well as some key speakers from the industry, who will all discuss the current situ-

ation, but also talk about new effects and technical methods in the market.

Naturally, research and development will form a big and important part of the conference.

### Continuous growth

TLM is an annually-based conference which is continually growing, and it is expanding to the international market. Since there are many international participants, we provide translation into English, which is the second language of the conference. While the main language is German, a lot

of the presentations are actually given in English.

A true international conference is the TLM in Dubai, where the official language is English. Regrettably, it will not be held this year due to a political situation in the region and the complications for some participants from the region to travel to Dubai.

However, we are exploring other regions in the world, such as the U.S., Vietnam, Thailand or Malaysia, and looking for opportunities to convey this successful platform there, creating more opportunities for participants from other regions in the world to share the knowledge in the same way we find it to be so fruitful and beneficial.

To be able to do so, we need a strong partner in the region, preferably a strong-positioned company who is a leader in the area and knows the key manufacturers and customers.

### Exhibition

Although we have regular exhibitors and sponsors each year, we are open to new sponsors and offer various sponsorship packages. Gold Sponsorship package includes a complimentary exhibition booth at the conference exhibition area, 3 complimentary conference registrations for

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company employees, and 5 complimentary registrations for their customers. It is of great value for the company to be able to select which customers they want to meet at such event and strengthen the relationship with them without any additional costs! Silver Sponsorship benefits also include a complimentary exhibition booth at the conference exhibition area, and a free conference registration for two of their employees. They can in-

vide two of their customers to attend the conference free of charge. Both Gold and Silver Sponsors have an opportunity to publish a full-page print advert in the TLM documentation, such as the conference programme and proceedings, as well as in downloadable documents free of charge. Bronze Sponsors are provided with a complimentary exhibition booth, a complimentary conference registration for one employee, and a 50 % discount on

the second conference registration. The options available to exhibitors, which provide balanced opportunities for presenting to the relevant audience, and meeting key industry people and selected customers without additional costs, make TLM a favourable and effective exhibition hub.

### Universities and industries collaborate

The involvement and participation of different universities, and the specialized knowledge associated with it, gives TLM Conferences an additional, educational value, providing a platform where people from the industry can have an immediate access to most current research and developments. This collaboration between universities, industries and customers is what makes this conference unique.

**Wolfgang Sorgatz** holds a degree in marketing and engineering. He has a 14-year experience in the products of ENERGY Support, where he is responsible for sales, service, training and product development. Wolfgang also has a vast experience in marketing of capital goods in Europe. Before joining ENERGY Support he introduced a new brand in the test and measurement business to the European market. Starting from scratch, this brand has developed into one of the most well-known brands in the German market today.



**Wolfgang Sorgatz**  
Technical Director  
and Sales  
ENERGY Support  
GmbH  
Sperberweg 47  
41468 Neuss /  
Germany