



# **WILSON TRANSFORMER COMPANY**

## **PATH TO BECOMING A FULLY QUALIFIED GLOBAL SUPPLIER TO**

### **CHEVRON**

ICN – Oil and Gas Seminar 15 Dec 2011



Wilson Transformer Company



# WILSON TRANSFORMER COMPANY (WTC)

- Australian owned & controlled transformer manufacturer
- Founded in 1933 by Jack Wilson
- Glen Waverley – Power Transformer Manufacturing
- Wodonga – Distribution Transformer Manufacturing
- Service Facilities – Vic, NSW & Qld
- Dynamic Ratings (DR) – Monitoring & Control Business with operations in Australia and the USA
- TJ|H2b Analytical Services – Oil labs in Vic & Asia x2
- Distribution Transformer JVs – Malaysia, Saudi Arabia
- Aust employment – Approx 700 including 85 engineers



## OVERVIEW OF WTC

- Annual sales > \$250m
- Australian power utilities major customer group
- Over 50% sales based on long term supply alliances, typically 5+ years and some up to 10+ years
- Exports to Asia, the Middle East & the UK
- Largest wind farm in Europe grid connected by WTC TxS
- London Olympic site supplied by WTC TxS
- Central London upgrade with WTC TxS
- Major USA utilities standardised on DR systems



# WILSON TRANSFORMER COMPANY UPGRADE

WTC commenced major upgrades in Aust in early 2009

- Power - \$60m, Distribution - \$15m

Purpose:

- Increased Capacity & Productivity - latest technology
- Improve Quality - latest technology
- Design Safety into manufacturing processes

Outcomes:

- World Class Design, Manufacturing, Testing & Support
- Australian skills and capability committed to supplying and servicing electricity infrastructure



# GW SITE UPGRADE

Oct 2009



Nov 2011





# GW SITE UPGRADE

New Mechanical Work Shop – Welding & Painting

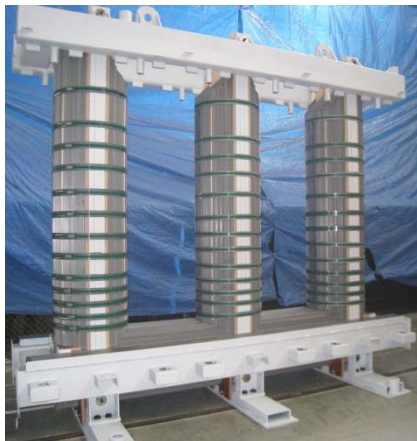


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# GW SITE UPGRADE

New Core Cutting & Building Facility (Renovated Building)



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# GW SITE UPGRADE

## Refurbished Winding Area





# GW SITE UPGRADE

Refurbished Final Assembly Area (1 of 2)



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# GW SITE UPGRADE

## New Transformer Oil Storage and Treatment Facility



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# GW SITE UPGRADE

## New High Voltage Testing Facility



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## CHEVRON QUALIFICATION STORY

- Early 2009, a key ICN WA operative under SAMP (Supply Access Major Projects) started dialogue with WTC.
- August 2009, operative moved to Chevron to coordinate AIP Plan – Contact with WTC Bus Dev Consultant
  - Collaborative Value Proposition to electricity utilities had equal appeal to Chevron
  - Investment in facilities and WTC commitment to developing the business interested Chevron
  - The 5 stage Step by Step qualification process started
  - WTC advised process would take 2-3 years and cost substantial time and resources (>\$250k) - agree
- Jan 2010, Power GM and Sales Mgr visited Houston
  - Commercial & Technical Presentation
  - Follow up - AS/IEC & ANSI standards submissions



# CHEVRON QUALIFICATION STORY

- July 2010, Chevron visited WTC GW & Wod for a week (Procurement Mgr, Senior Eng, Princ Auditor, AIP Coord)
  - Detailed Tech, Quality, Safety & Comm discussions
- Sept 2010, WTC visited Houston (MD, GM, Sales Mgr, Strategic Tech Officer) for detailed presentations and discussions with multiple audiences
- Nov 2010, WTC GM & HR Man visited Chevron WA to discuss HSE, the final significant hurdle
  - WTC blown away by Chevron HSE system
  - Have since rewritten HSE Manual and System to meet Chevron needs, but more importantly benefit WTC
- Early 2011, WTC Strategic Tech Officer again visited Chevron in Houston



## CHEVRON QUALIFICATION ADVICE

- Chevron Equipment Category Group, Aust Bus Unit and AIP team led, developed & completed qualification of WTC as a fully qualified global supplier.
- Demonstrates Chevron supports Aust manufacturers to become globally competitive
- WTC - First qualified supplier who can provide Chevron's full range of IEC and ANSI transformer requirements
- All 5 legs of Chevron's Supplier Qualification process completed and CHESM ratings established and validated
- First grass roots Aust supplier to achieve full qualification
- WTC is qualified to compete for Chevron projects in Asia Pacific & Aust. Based on performance, WTC will be considered as a prospective IMA candidate.