

Welcome to ICN's
accessing resources seminar

Bob Bagnara

Wilson Transformers

2013 FORMULA 1 ROLEX AUSTRALIAN GRAND PRIX
Wednesday 13 March 2013, 1.00pm – 6.30pm



Path to Becoming A Chevron Global Supplier

13 March 2013

*Bob Bagnara, Sales & Marketing Manager
Wilson Transformer Company*



The Independent Australian

Agenda

WTC Overview

Chevron Qualification Story

Challenges

WTC Value Proposition

Experience in Overseas Market



Overview - Wilson Transformer Company (WTC)

WTC Overview



Founded in 1933, Australian owned transformer manufacturer



World class transformer plants in Melbourne and Wodonga

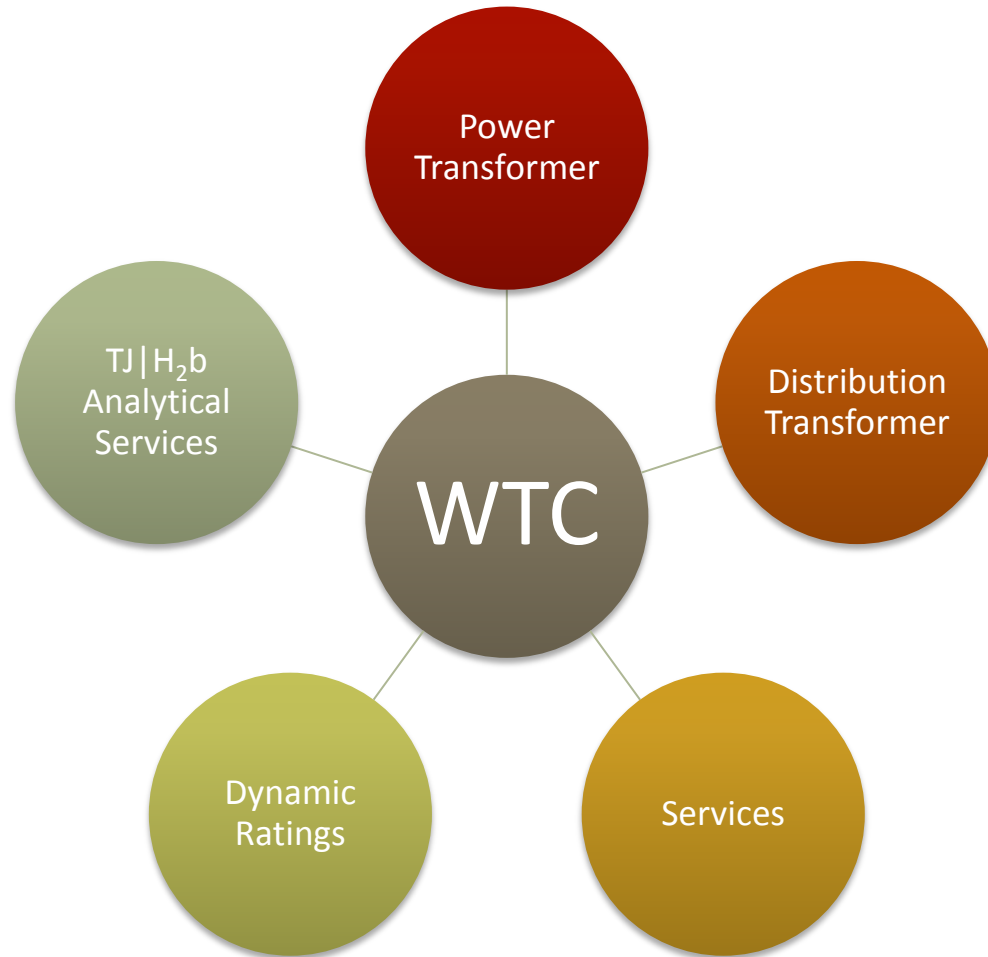


Annual sales >\$250m



700 employees including over 80 engineers

Wilson Transformer Company



Power Transformer

Glen Waverley Plant

Up to 500MVA and 400kV



- Substation transformers
- Generator transformers
- Rectifier and Furnace transformers
- Traction transformers (both track-side and on-board)
- Mobile transformers
- Transformers with FR3 Fluid

Distribution Transformer Wodonga Plant

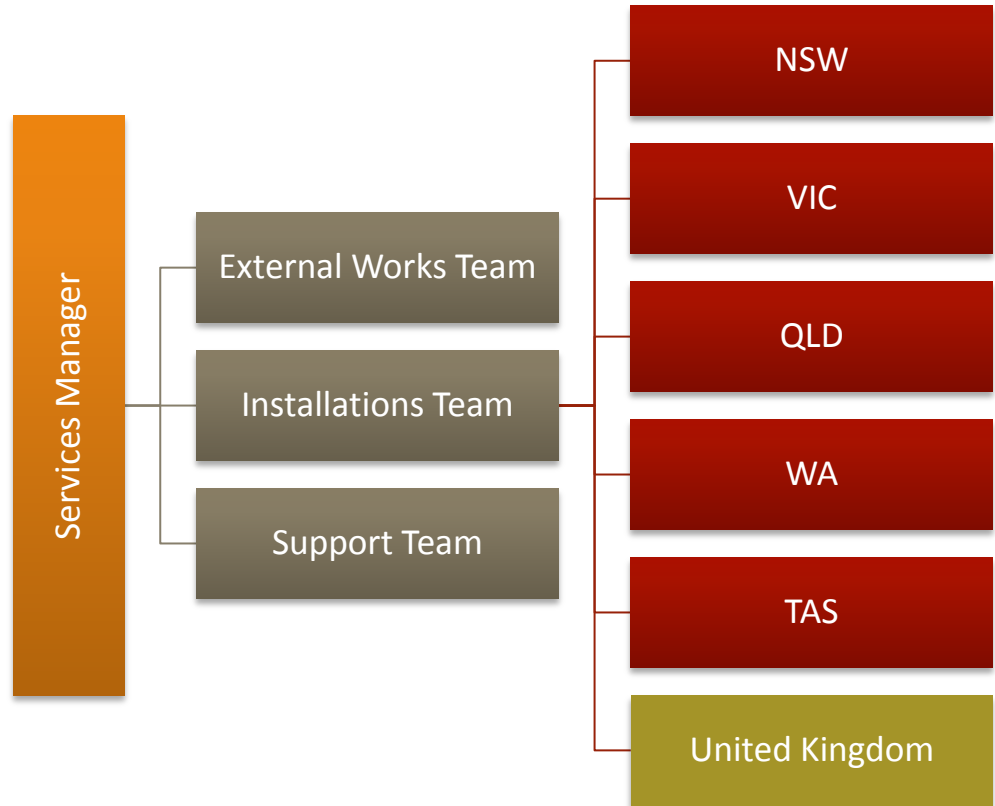
Up to 5000kVA and 72kV



- Pole mounted transformers
- Ground mounted transformers
- Kiosk and Pad mounted Transformers
- Speciality transformers up to 5000kVA
- Electrostatic Precipitator Transformers
- Compact Substations
- Transformers with FR3 fluid



Wilson Service Team



Associated Products & Services



Dynamic Ratings

- Monitoring, Control and Communication Solutions
- Operations in Australia and USA



TJ|H₂b Analytical Services

- HV Equipment Diagnostic Laboratory
- Operations in Australia, Malaysia and Philippines

Expansion Projects

Glen Waverley & Wodonga Plants

- \$80m expansion projects completed in 2012
- Purpose:
 - World class manufacturing facilities
 - Increased capacity & productivity
 - Improved quality and reliability
 - Design safety into manufacturing processes



Glen Waverley Plant



Wodonga Plant

Glen Waverley – Power Transformer Plant



Wodonga – Distribution Transformer Plant





Chevron Qualification Story

2009 – 2012

Support Infrastructure Policy & Service



Australian
Industry
Participation
Plan (AIP)

Local Industry
Participation
Plan (LIPP)

ICN Gateway
and
ProjectConnect

Chevron Qualification Story

Early 2009
Contacted by ICN

August 2009
Coordinated AIP
plan with Chevron

January 2010
First Visit to Chevron
in Houston, TX

- Chevron were interested in the Value Proposition that WTC provided to the Electricity Utilities
 - WTC investment commitment to local market was of great interest to Chevron
 - Commencement of the qualification process
 - WTC advised process would take 2 years and cost substantial time and resources (>\$500k)
- Visited by GM and Sales Manager
 - Presented commercial & technical capabilities
 - Technical capability to meet AS/IEC & ANSI standards
 - Design and manufacturing capability to comply with Chevron specification (copper winding)

Chevron Qualification Story (Cont.)

July 2010

Chevron visited
WTC

- Included Chevron Procurement Manager, Senior Engineer, Principal Auditor and AIP Coordinator
- Discussed technical, quality, safety and commercial details

September 2010

Second Visit to
Chevron in
Houston, TX

- Visited by MD, GM, Sales Manager and Engineering
- Detailed technical presentations
- Discussed with multiple audiences

November 2010

Third Visit to
Chevron in Perth

- Discussed HSE system
- WTC rewrote its HSE manual and system to meet Chevron needs

Chevron Qualification Story (Cont.)

Early 2011

Fourth Visit to
Chevron in
Houston, TX

- Visited by Engineering
- Discussed technical details including AS2374 and ANSI specification

December 2011

Completed the
qualification

- WTC awarded a Chevron supplier accreditation

August 2012

First project
awarded

- WTC successful in winning \$21m Wheatstone LNG contract

Outcome



WTC is the *first Australian supplier* to achieve full qualification by Chevron



WTC is the *first qualified supplier* who can provide full range of IEC and ANSI transformer requirements to Chevron specification



WTC is now qualified to compete for Chevron projects in Asia-Pacific and Australian region



Challenges

Challenge – Technical



Product complying to IEC,
ANSI and AS standards

Utilisation of specific
materials to Chevron
specification

Design to meet specific
temperature rise

Challenge – Health, Safety & Environment

Before the audit

- With 80 years experience WTC believed its HSE policy and procedures (compliant to AS4801) were of a high standard

After the audit

- WTC was informed the HSE system did not meet Chevron's exceptionally high standards (CHESM)

Action

- WTC recognised that its HSE system was fragmented and accepted this as a challenge and an opportunity to improve and overhaul its HSE system to meet Chevron best practice

WTC Value Proposition to Chevron

Technical Expertise

- Ability to comply with various standards: ANSI, IEC, AS
- Comply with Chevron specific material requirements

Ability to manage large contracts

- Demonstrated through past projects
- Dedicated customer account manager
- Factory upgrade and expansion

Local manufacturer and support

- Understand Australian needs – Common language/law
- Rapid response service
- After Sales support with local representation

Flexibility

- Customisation – design for specific customer requirements

Commitment

- Cradle to grave philosophy
- Offer end-to-end solutions

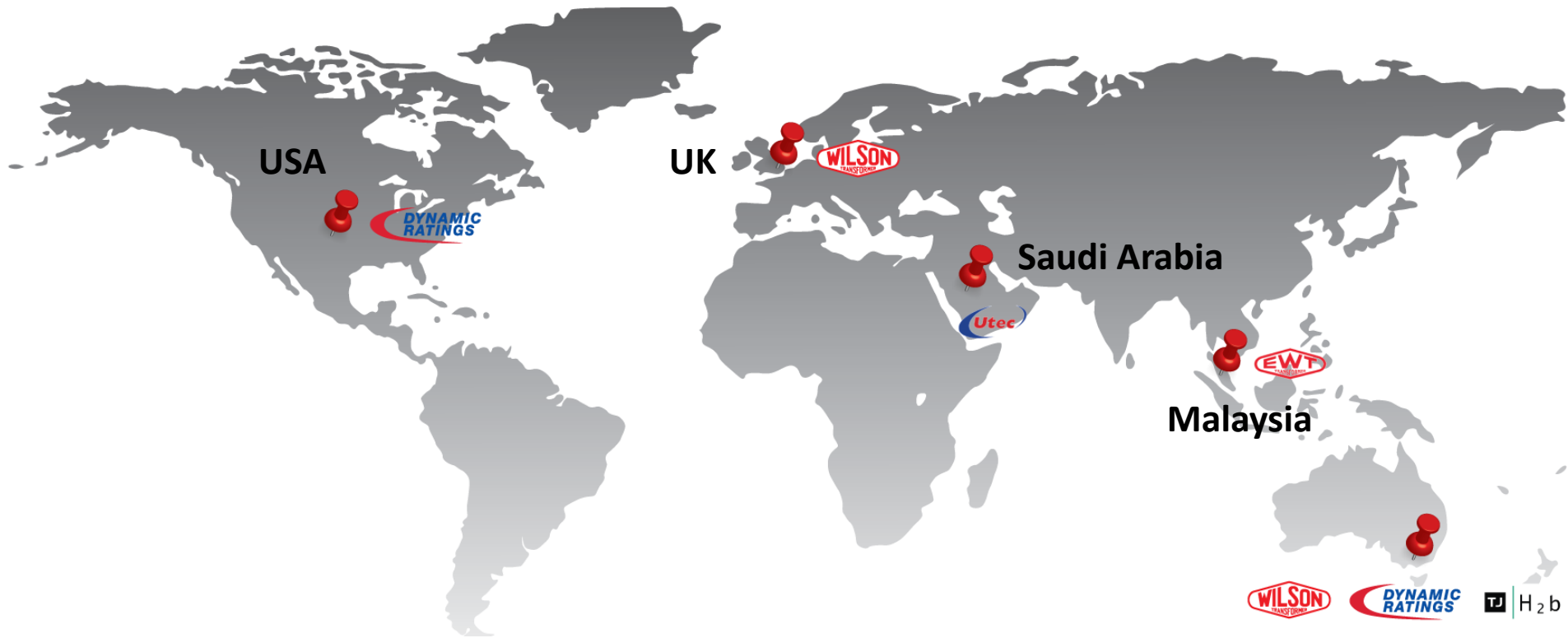
Open communication

- Keep Chevron informed (good + bad news)



WTC Experience in Overseas Markets

Overseas Offices and Operations



Overseas Experience

- London Olympics site
- Clyde Wind Farm for Scottish Power
- Euro Tunnel
- EDF Energy London Networks

United Kingdom



- Powerco
- Contact Energy
- Unison Networks
- Transpower

New Zealand



- Qualified as a supplier to SEC Utility
- Safwa
- Al-Jouf
- Alhansi Commercial Centre

Saudi Arabia



- Sharjah Electricity & Water Authority

United Arab Emirates



- Tenaga Nasional Berhad (TNB)

Malaysia

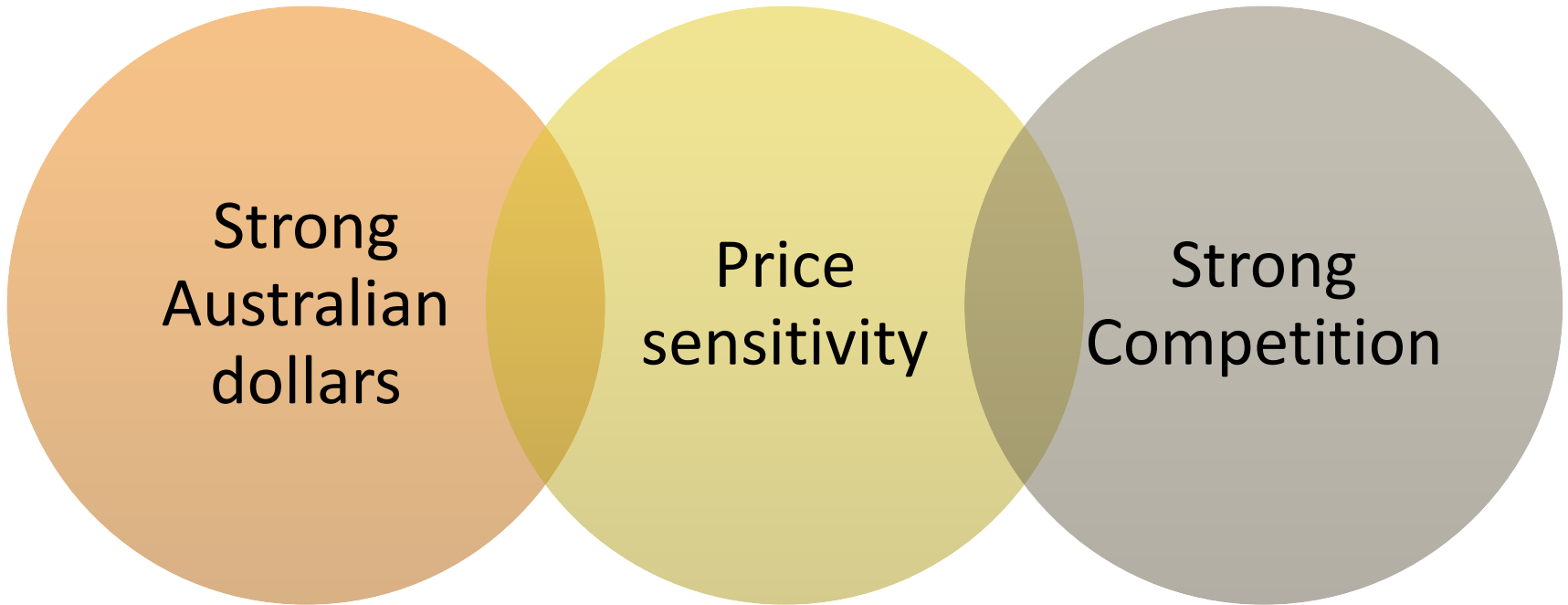


- PT International Nickel
- PLN (Perusahaan Listrik Negara)

Indonesia



Challenges – Overseas Markets



Thank you



Power transformer for Moreton Street Substation in London, UK