

Winder Electrical Newsletter March 2010

Welcome

to the latest edition of Transformation, our quarterly newsletter which keeps you up to date with events at Winder Electrical.

After a pretty uncertain time for many of us, Winder Electrical is pleased to report that there seems to be some encouraging signs that our customers confidence is returning. One result of this is that we have now agreed a term contract with SSE. This is great news and will be a major project for us over the next two to three years.

Another major step forward is the launch of our very own in-house testing facility, which you can find out about inside this newsletter. We are delighted to have this fantastic resource. It represents a significant investment and we are confident that it will allow us to continue to develop our service offering.

Continuing our quest for new ways of working, we are also pleased to welcome on board Steven Hattersley, who I am sure will bring a new perspective to our ways of working and will suggest process improvements as well as new ideas to our design team.



Enjoy the newsletter!

Paul Matthews
General Manager

Winder Electrical Breaks Record with 100 Tonne Refurb

Winder Electrical has begun work on its largest transformer refurbishment in the company's history. The 132kV monster, weighing over 100 tonnes, is the property of key customer and comes from its Bournemouth substation.

As the re-utilisation of assets moves up every customer's agenda, Winder Electrical is ideally placed to add value to existing equipment thanks to its special projects division. The projects division has been set up to provide a full solution for customers

looking to maximise their assets and offers a total refurbishment, overhaul and site management service.



One, Two, Three, Testing – Winder Electrical Launches New Testing Facility

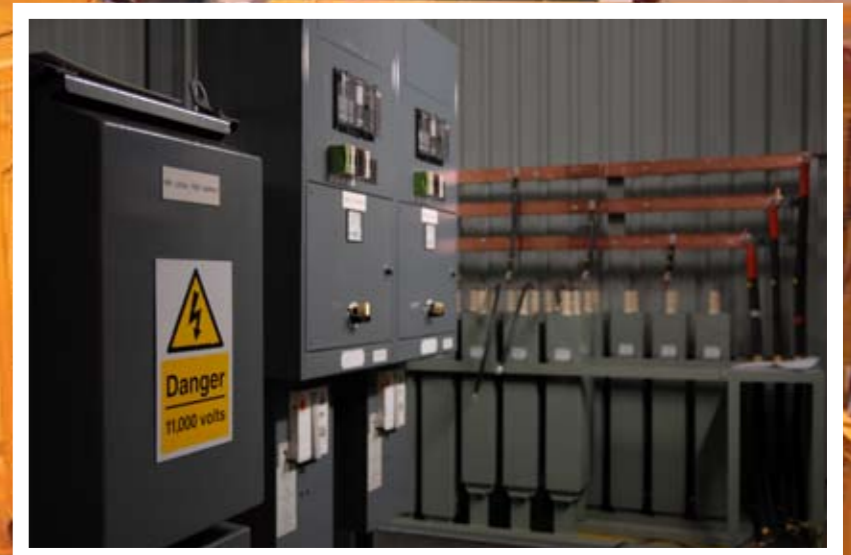
Winder Electrical is delighted to announce that its new testing facility is now fully operational. Representing a significant investment of around £250k, the testing facility will help to improve the company's workflow, reducing reliance on third party partners. It will also ensure that Winder Electrical's stringent quality procedures are represented throughout the whole manufacturing and test process.

The new facility enables Winder Electrical to undertake full load tests on all of its transformers.

Winder Electrical has also invested in new instrumentation equipment alongside its new testing facility. This incorporates a power analyser, resistance bridges and partial discharge equipment. This provides detailed information on the performance of the transformers on test, and identifies any potential problems before they could cause damage.

This new development also means that Winder Electrical is ideally placed to deliver an enhanced service to its customers who are increasingly looking at refurbishment initiatives, as general manager Paul Matthews explains. "Due to the current market conditions we are increasingly

being asked to quote for refurbishment projects to extend the life of customers' present equipment, and whilst this is an area that we already have a well established reputation for, having our own testing facility means that we can react rapidly when our customers require it."



Renewed Interest in Cast Resin

Winder Electrical is delighted to announce that it has been awarded two new contracts for cast resin transformers from a renewable energy specialist with a total value for both contracts of £340k.

The transformers are for a 315MW offshore wind farm on the Norfolk Coast, plus a 90MW offshore wind farm located in the East Irish Sea.

The contracts comprise a total of 5 x 200kVA, 33000/420V, auxiliary earthing, cast resin transformers, in IP44 enclosures. On both contracts the units were purposely designed and built to fit within the prebuilt platform sub room dimensions, including the enclosures having to be supplied in a flat pack arrangement.

The scope of the contracts includes supplying the transformers, rebuilding the enclosures and precommissioning works.

Sales Manager, Donna Pinkney believes that this latest contract win demonstrates Winder Electrical's increasing focus on renewable energy sources. She says;

“Our portfolio of renewable energy contracts continues to grow as we consistently deliver tailored solutions for this exciting market.”



Steven Hattersley



Winder Electrical's latest recruit is Steven Hattersley, who has joined the design team. Steven, who has a 1st class honours degree in Electrical and Electronic Engineering, has been working in different departments of the company to give him a flavour for the whole business before moving to his role within the design team. With a strong knowledge in IT, Steven has been tasked with challenging existing protocols, as general manager Paul Matthews explains. He says;

“Steven is a very bright engineer who also excels at IT. We are hoping that he will look at developing more efficient ways of working, and will suggest new ideas for the business going forwards.”

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