

## INTRODUCTIONS

The cost of energy, and specifically electricity, is a large and increasing component of modern day Economics with regard to the demand and supply. Electricity is an essential element in our communities, specifically to provide adequate living standards for the people of our community of which the working class is the largest part.

This living standard and up-liftment of our community is now being compromised, not only due to an ageing Electricity Infrastructure, but also because of inefficiencies in our countries Transformer Supply Industry.

In our proposal we will demonstrate how our company can assist government and the community in upgrading and maintaining the Electricity Supply Infrastructure, at a more cost effective level, than is currently available.

## HISTORY

Our Company, Winding Technologies, has been in operation for more than 22 years. Our Company's core business has been the supply of dry Winding AC Electrical Motors to the Mining Industry. Anglo Platinum has been a major client of ours for the greater part of its existence.

Winding Technologies has a fully equipped plant for the Winding of Dry AC Coils, and the management and personnel have more than 20 years experience in the dry Coil Winding Industry. Winding Technologies is ISO and SABS rated. We have now turned our vision to the Transformer market. In order to service the transformer market we realised that we needed to involve a strategic partner with specialised experience in the transformer and electrical engineering field.

EHL Consulting Engineers has agreed to assist Winding Technologies for the next 5 years with this project. EHL Consulting Engineers was established in 1980. They work within the Electrical, Control and Instrumentation engineering Disciplines and offer a full range of Engineering, Procurement and Construction Management skills. They serve the industrial, commercial and mining sectors throughout the world.

## PROPOSAL – PRODUCT

Our company will aim to introduce to our clients, meaning Government, local municipalities, the mining industry and many more, with surface air cooled transformers. Some of the SA Transformer companies attempted to build these in the past, without success. Today, after 4 YEARS of research on this product, we are very proud to be in a position to successfully launch it.

Many years ago the United States of America and Canada realised the significant advantages of surface air cooled transformers. Legislation was then passed for the removal of all oil cooled transformers, to be replaced by 2009 with Air cooled transformers. Our Company have there for been in contact with some of the biggest Air Cooled TRF Manufacturers in The United states and Canada for almost a year now, seeking a workable agreement on technology sharing, as these countries has been successful in implementing and maintaining this kind of infrastructure.

## Why Air Cooled TRF

Green Energy.

Air cooled Transformers contains no oil. Thus, no oil seeping out into the ground when ageing sets in, and no potential exploding of these, due to ageing or tampering. Air cooled transformers need approximately 90% less maintenance than oil cooled transformers and most maintenance, if needed, can be done on site. This will be one of the first and biggest cost savings introduced, in the Transformer Market. This product does not contain oil materials, thus the product will be cheaper, lighter and easier to handle and move around.

## Engineering and manufacturing

As mentioned before, we are pursuing an agreement with an American and or Canadian based company to share their technology with us, to enable us to manufacture products according to their standards. In this agreement we will also pursue training for local workers firstly at The Companies bases in America and or Canada, and then continue training in South Africa. Our company will do this to enable us to on a continual basis provide a superior product to the market.

### 1. Manufacturing turn around

This product can be stored as there is an extremely low corrosion risk. Therefore our company's manufacturing plant will be operational 24 hours a day. This alone will lessen the time any client will have to wait for a replacement product if they do not have one in a warehouse. Currently the waiting period for any kind of **BRAND NEW** transformer CAN TAKE UP TO 6 MONTHS. Our company can manufacture one transformer within 7 days, off one production line, to start with. As manufacturing gains momentum, every production line will be able to complete a transformer, every day. To help us in starting up this process and gaining momentum as fast as possible, we have invited another engineering company to build the Tanks for the transformers, while we focus on coil manufacturing and assembling of the Transformer.

### 2. Service Delivery

Our Company will be able to offer service level agreements to our customers.

#### a) Order Delivery

We will be able to deliver transformer to a client on order received. Yet again, this will be possible due to stock levels kept. We will be operational on a 24 hour basis and delivery will be possible immediately.

#### b) Service exchange

This will mean that in the event of a transformer malfunctioning, we will be able to deliver the new product and collect the old transformer, immediately. We will offer our client a discount for the old transformer. We will be providing our client with a 24 month guarantee on the new product. The purpose of this strategy is to enable us to slowly but surely withdraw all old technology from the market replacing it with

new technology. Currently, all the old transformers, on malfunctioning, is only re-furbished and then put back into service, to save time and costs. If, in the event a user decides the transformer is beyond repair, it is auctioned off, bought by Transformer companies, serviced and in many instances resold to the very same user who initially scrapped and auctioned the transformer off.

c) Maintenance agreements

Once our product is part of a clients' infrastructure, and the guarantees on them have expired, our strategy will be to implement a long term service agreement with our clients. What will this mean? This will mean that the client will then pay an annual maintenance fee and our company will carry the risk of maintaining the transformer, and replacing the transformers in the event of a mal-functioning.

### **A NOTE ON JOB CREATION**

To enable us to deliver good service country wide we plan to at build plants in every big Metro, and thereafter in areas set out by Government as being areas that are in need of development. These areas will include Rustenburg/Magalies, Steelpoort, Limpopo and the Northern Cape. Our company has also earmarked an area near Zandspruit Informal settlement in Gauteng as one of our first development sites. These expansions will assist in the social up-liftment of the community in those areas. Our company's biggest aim is to uplift unschooled workers and to empower them with the necessary skills to be a benefit not only to our company but to the community at large.