

WEIDMANN ELECTRICAL TECHNOLOGY INC. (WETI)

Company Overview and Energy Efficiency

February 14, 2018

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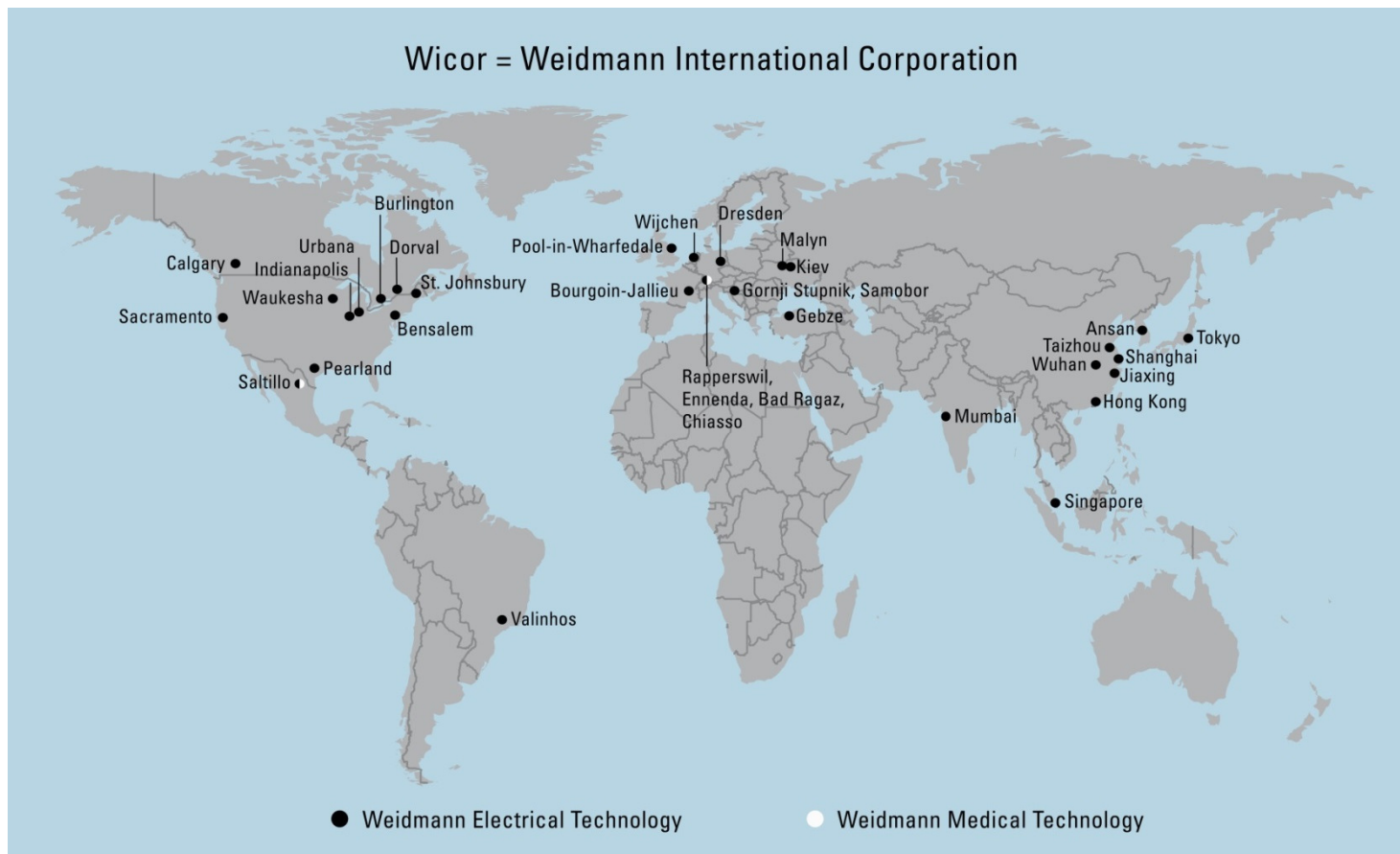
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Wicor Holding AG

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COMPANY OVERVIEW - WICOR

Worldwide supplier for engineered products in electrical technology and medical technology markets



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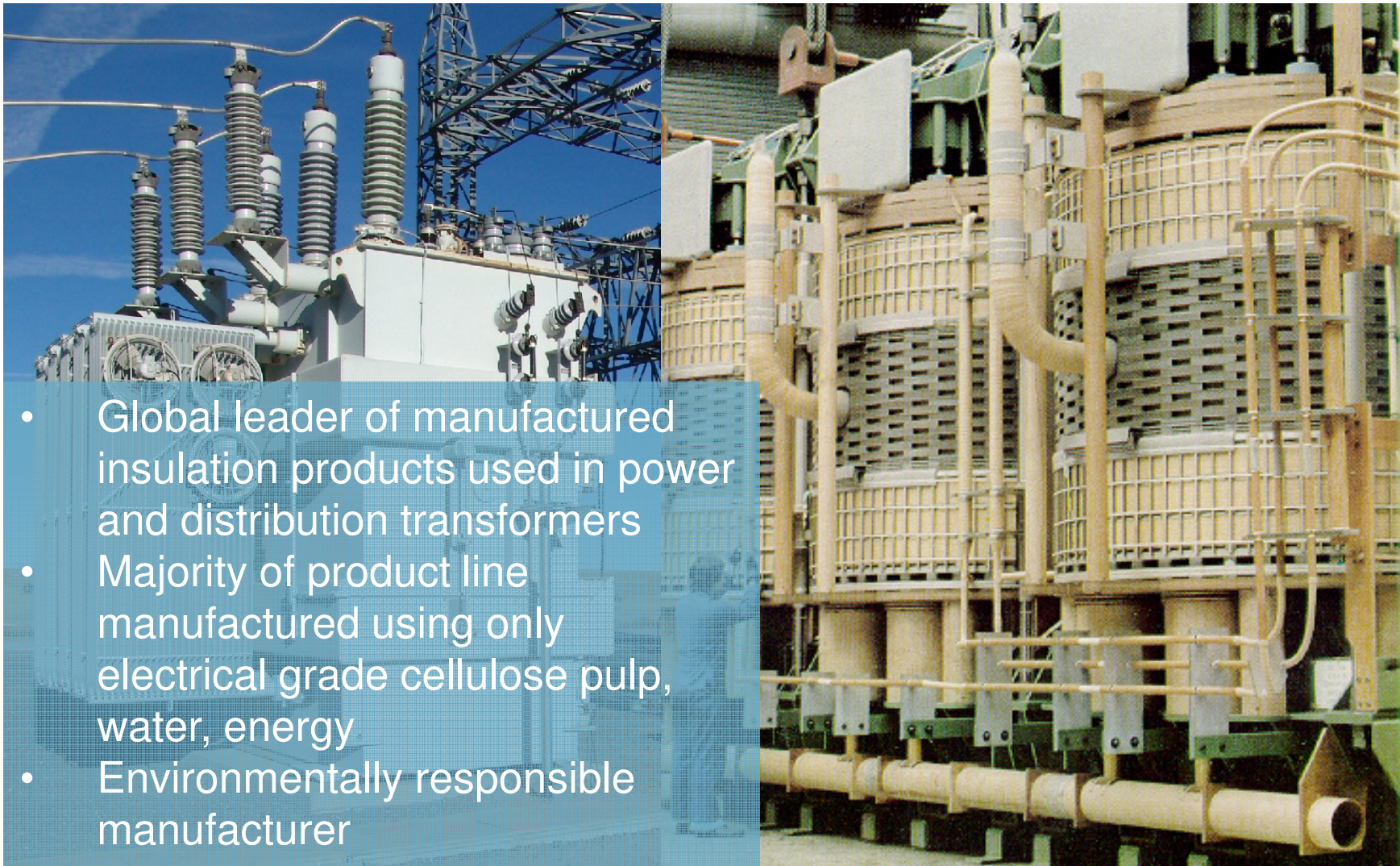
COMPANY OVERVIEW – WETI ST. JOHNSBURY



- Established in 1969
- Employs 290, > 275MUSD in salaries / wages over last 20 years
- Contribute to over 25 local non-profits annually
- Supports capital campaigns of various organizations: NVRH, St. J History & Heritage, VT Tech

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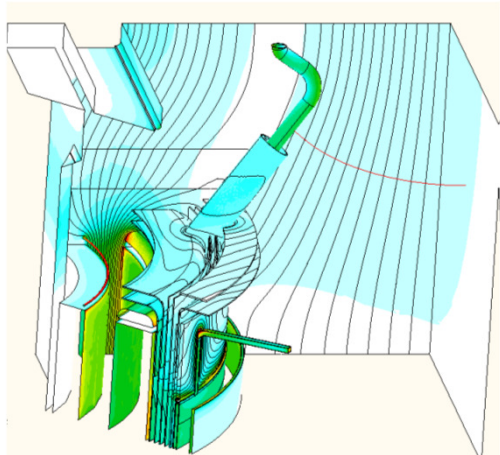
COMPANY OVERVIEW – PRODUCTS AND SERVICES



- Global leader of manufactured insulation products used in power and distribution transformers
- Majority of product line manufactured using only electrical grade cellulose pulp, water, energy
- Environmentally responsible manufacturer

COMPANY OVERVIEW – PRODUCTS AND SERVICES

ENGINEERING / DIAGNOSTICS / MONITORING



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Weidmann Completed Projects for the Period of 1/1/2007 through 12/31/2016

Project Description	EVT Project Number	Date Completed	Project Cost*	Incentive	Annual Savings	
					Resource Savings \$	kWh
EHV Weidmann - Motor	6013-7481	May 2007	\$1,796	\$900	\$1,726	20,803
EHV Weidmann - Rx Motors 5	6013-8953	Feb 2008	\$1,071	\$835	\$261	2,285
EHV Weidmann - CAS Leak Detection	6012-9170	Feb 2009	\$4,669	\$2,580	\$3,983	54,688
Weidmann Electrical Technologies - Rx Motors 6	6013-E114	Jun 2009	\$2,387	\$1,770	\$180	1,515
Weidmann - High Bay Lighting	6012-D491	Jul 2009	\$11,092	\$3,150	\$4,882	72,489
Weidmann Electrical Technologies - New Refiner Motor	6013-G014	Dec 2009	\$2,084	\$900	\$472	5,254
Weidmann - Fab North CAS	6013-E402	Mar 2010	\$21,873	\$9,990	\$11,246	138,817
Weidmann - Boiler VFD Controls	6012-G497	Apr 2010	\$60,102	\$5,000	\$38,714	76,669
Weidmann - New Screw Press VFDs	6013-K093	Dec 2010	\$6,000	\$2,700	\$1,487	13,146
Weidmann - Facility Lighting Replacement	6012-I511	Jan 2011	\$52,027	\$33,015	\$11,992	150,528
Weidmann - High Bay Lighting 2	6012-K731	Feb 2011	\$27,933	\$15,275	\$6,707	83,360
Weidmann - Pond Water Pumping	6013-E954	Mar 2011	\$208,247	\$2,650	\$58,725	32,179
Weidmann - High Bay Lighting 3	6012-L440	Apr 2011	\$34,305	\$19,400	\$11,730	151,116
Weidmann - Rx Lighting 1	6013-O675	Oct 2011	\$2,287	\$1,400	\$952	8,196
Weidmann - Dust Collection	6012-I415	Jan 2012	\$148,500	\$67,200	\$30,994	301,673
Weidmann - Main Plant- New Air Compressor	6013-L816	Jul 2012	\$34,901	\$11,000	\$15,884	183,766
Weidmann - BM1 Machine Chest Pump And Boiler Feedwater Pump	6012-P111	Jul 2012	\$10,200	\$3,600	\$7,019	75,354
Weidmann - Plan B CASA	6012-I186	Aug 2012	\$6,814	\$3,684	\$9,767	120,352
Weidmann - Expansion	6014-L813	Jan 2013	\$593,618	\$10,000	\$637,893	412,848
Weidmann - Boiler Fan VFD	6013-J711	Dec 2013	\$55,706	\$10,000	\$10,575	27,903
Weidmann - LED Exterior Building Lights	6012-Z481	Apr 2015	\$469	\$469	\$420	3,858
Weidmann - 75hp Compressor	6013-AU93	Sep 2015	\$13,981	\$1,300	\$17,293	175,460
Weidmann - Vacuum Pump Synchronous Belts	6012-T892	Nov 2015	\$3,302	\$1,650	\$2,337	20,930
Weidmann - Rx Lighting 2	6013-BG26	Dec 2015	\$6,364	\$3,000	\$1,217	8,622
Weidmann - Multi-Cam CNC Router Vacuum Pump	6013-BT11	Aug 2016	\$6,650	\$2,000	\$2,617	23,412
Totals:			\$1,316,378	\$213,469	\$889,075	2,165,221

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EFFICIENCY PROJECTS

- 2007-2016 efficiency related projects excluding 2013 expansion project
 - Weidmann project cost - \$722,760
 - Efficiency rebate - \$203,469
 - Weidmann adjusted cost - \$519,291
 - Annual Energy Savings - \$251,182

Efficiency Vt Payments:

2007	\$57,352
2008	\$77,831
2009	\$81,832
2010	\$94,434
2011	\$121,491
2012	\$93,570
2013	\$114,052
2014	\$136,956
2015	\$139,783
2016	<u>\$146,024</u>
	\$1,063,329

- 2018 projects with Efficiency VT includes other energy source projects
- Weidmann committed to 500KUSD investment, with ~230KUSD incentive

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SUMMARY

- Weidmann St. J competes in a global market where our geographic advantages in the Americas (as well as our customers) aren't what they once were. US utilities source power transformers globally
- The high price of energy in VT compared to other states, notably Ohio, where we operate a paper mill, is well known
- Over last 10 years, Weidmann has not realized a benefit that corresponds to the amounts paid to Efficiency Vermont
- Weidmann supports Act 77 Pilot Program and it's language to:
 - Increase the scope of eligible projects beyond electrical efficiency
 - High % of Weidmann's investments directed at modernization, replacing or upgrading equipment to meet a higher throughput
 - Projects meet rigorous productivity improvement objectives, but not currently considered efficiency projects

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THANK YOU FOR YOUR ATTENTION !