

# **WEIDMANN ELECTRICAL TECHNOLOGY INC. (WETI)**

## **Company Overview and Energy Efficiency**

April 12, 2018

Zachariah Hatch - VP Manufacturing, Americas

# **WEIDMANN**

Wicor Holding AG

## COMPANY OVERVIEW - WICOR

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



# WEIDMANN

## COMPANY OVERVIEW – WETI ST. JOHNSBURY



- Established in 1969
- Employs 290, > 14.5MUSD in annual salaries / wages
- Contribute to over 25 local non-profits annually
- Supports capital campaigns of various organizations: NVRH, St. J History & Heritage, VT Tech



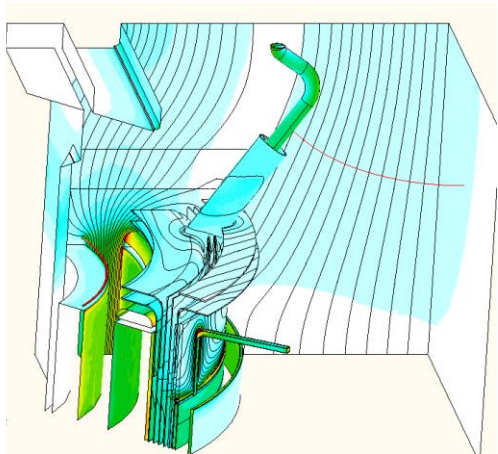
## COMPANY OVERVIEW – PRODUCTS AND SERVICES



- 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, ISO 14001

### COMPANY OVERVIEW – PRODUCTS AND SERVICES

ENGINEERING / DIAGNOSTICS / MONITORING



- Beyond Manufacturing jobs, Weidmann St. Johnsbury has many technology related positions as engineers, chemists, and software developers



# WEIDMANN

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

| Project Description   | EVT<br>Project<br>Number | Date<br>Completed | Project<br>Cost*   | Incentive        | Annual Savings         |                  |
|---|--------------------------|-------------------|--------------------|------------------|------------------------|------------------|
|   |                          |                   |                    |                  | Resource<br>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           |
| <b>Totals:</b>  |                          |                   | <b>\$1,316,378</b> | <b>\$213,469</b> | <b>\$889,075</b>       | <b>2,165,221</b> |

# WEIDMANN

## EFFICIENCY PROJECTS

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- Example of self managed project
- EVT not involved
- 70% of resource savings
- Weidmann completes these types of projects routinely

### 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>   |
|      | <b>\$1,063,329</b> |

- Weidmann's sales have decreased due to global competition in same period

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

## 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, upgrading equipment to meet a higher throughput, measured by kg / hour or kg / kwh
  - Projects meet rigorous productivity improvement objectives, and should be considered efficiency projects



**THANK YOU FOR YOUR ATTENTION !**