



Bowers Electricals Ltd. 2006 News Letter

2006 has been a year of further substantial development in the sales of all products and the Directors are pleased to report another very positive year that has taken Bowers Electricals Ltd further into major markets for both customer services and new product manufacture.

Power & Distribution Transformer Manufacture: Bowers made the decision around 5 years ago to move the rewinding and repairs division into manufacture of Distribution & Power Transformers. This was a scary prospect at a time when virtually all other Transformer manufacturing companies in the U.K. were closing their factories and going overseas for their production. Bowers has however been able to find its own market as a result of providing non standard Transformers on fast deliveries and at competitive prices.

Managing Director Michael Bowers says "We are pleased to report that after a difficult start moving in this market, it now appears Bowers has been able to establish itself as a recognised and respected UK manufacturer. We have developed a strong market by producing non standard Transformers and have not tried to compete with the bigger companies on standard distribution units. Our strength in this market has been due to being able to offer the deliveries and provide a quality British product, but we have stuck to what we are good at and not overstretched our facilities. We have however had considerable problems with some suppliers that we utilise for key Transformer parts. Following considerable effort in 2006 we believe we have resolved these issues and can again promise deliveries with some accuracy. This year as a result of our growth in the transformer manufacturing market we have strengthened further our commercial, design, draughting, testing and manufacturing facilities to accommodate the increase in business and we are now building units up to 20MVA with voltages to 36kV. With the investment and commitment we are putting into this development we are hopeful that 2007 will be a substantial growth year and help us to consolidate our position even further in this very difficult market place"



Customers' property and Power Transformer overhaul: This year has seen a further increase in our customers' property and large power transformer overhaul. John Collins, Technical Sales Manager says "over the last 5 years we have applied substantial effort to develop the large power transformer overhauling shop, this includes an increase in test bay facilities, large de-tanking pit and one of the largest ovens available in the refurbishment industry. Much of this development has taken place in consultation with various REC's. This year we have undertaken repairs, rewinds and overhaul to several 12/24MVA transformers, 10/12MVAs, large reactors and furnace transformers. We continue to develop the facility and have seen a considerable increase in business from this market."

Refurbished Equipment: Our Chairman David Bowers said "I was concerned when we moved into transformer manufacture that this would have a detrimental effect on our market place for refurbished transformers. I am pleased to say that we have been able to maintain, and in fact increase, our throughput of refurbished units. Having said this, Bowers are now selling a lot more new high voltage and low voltage switchgear and the refurbished switchgear market is not as



buoyant as it has been previously. As a result of this we have reduced our stocks of secondhand HV and LV switchgear to allow us more manufacturing space for our new products and also have



increased our stocks of new Schneider HV Ringmaster equipment and other associated products. The feeling is that the refurbished equipment market is now on the way to improvement and Bowers will gradually increase stock levels as this happens. The intention is to try to purchase the best quality used equipment that we can find available from industry and focus on quality stocks".

New Building on Agate: This year has seen a further development on the Bowers' Agate site with the building of a 45 metre long storage bay. This bay has been added to the Agate site to allow for some of the stocks of HV & LV switchgear to be removed from the main factory

area. Alan Speight, General Manager & Director, stated "This is a significant development for Bowers, we are in desperate need of more working area to accommodate the increase in throughput of work. As a result of this, we needed to relocate some of our storage areas. The new bay allows us to remove equipment from these storage areas and extend the manufacturing and refurbishment areas within the main factory. The new bay is a substantial facility which should allow easier access and storage of our HV & LV switchgear and other associated equipment."

Containerised Package Sub-Station: Bowers have produced this year many different types of package sub-stations. We have seen an increase in containerised package sub-stations utilising both 20 foot and 40 foot containers. Our containerised units have generally been sub-stations incorporating HV & LV switchgear, distribution equipment, lighting, heaters, air conditioning etc. Containers are offered utilising modified new containers or refurbished units to suit customers' needs. A lot of business has been achieved from the quarrying industry where sub-stations need to be picked up and moved to different site locations. We have also found work within the generator hire industry supplying containers for utilisation with step-up transformers and associated products for generator power supplies and CHP plants.



Motor Rewinds & Repairs: Bowers reports that this year the sales of new motors within the British industry have been very difficult. Bowers has maintained its presence as one of the leading Brook Crompton approved drive centres (there are now 15 approved centres throughout the UK). Brook Crompton has gone through a very difficult period, having been taken over this year. It is now hoped that these matters are resolved and Brook are working with principle distributors to improve deliveries of their products.

The Rewind Division has had a very positive year undertaking many large and medium sized motor rewinds, flameproof motor repairs and has now seen a further increase of business from the traction



Bowers Electricals Limited Bowers Electricals Limited

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industry. Dave Hesketh, Rewinds Manager, says "This year has seen us overhauling and rewinding many large motors for numerous power stations and large industrial customers. We are also obtaining further work from the traction industry, in terms of electro mechanical work as well as rewinds and repairs."

We have carried out this year many transformer and rectifier rewinds and our new transformer manufacturing, design and test facilities have been able to further enhance this area of business in terms of supporting the rewinding division.

Nigerian Certificate: Bowers have now obtained a SONCAP Certificate to allow exports to Nigeria. This process has involved an audit which was carried out in addition to our normal ISO quality assurance audit. The SONCAP certificate covers the full range of Bowers products, both new and refurbished, allowing export of products to Nigeria.

Design & Draughting: Alan Speight reports "Due to the increase in new transformer manufacturing, we are now looking for a further design engineer to join the design engineering team. We have also, in the last two months, set on a further draughtsman, Alex Wilcoxson, who now joins the draughting and design team. Alex has been involved in the building services and contracting industry previously and is now receiving in-house training as a transformer draughtsman whilst continuing to attend college to increase his electrical engineering training."

Sales Team: David Bowker is now in charge of developing business nationwide, and has this year travelled throughout the UK to visit customer sites. Hassan Musa is also a welcome addition to the internal sales team with his ability to speak Arabic which has helped with numerous export projects.

Chairman's message: David Bowers wished to send out his best wishes to all our customers for the New Year and hopes that 2007 will be a profitable year, not only for Bowers but for our customers and suppliers.



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