

# The Power of Challenges to Inspire

(Secrets to manufacturing in high labor cost countries)

**Jon Retford**  
**General Manager**  
**Wilson Transformer Company**



THE TRANSFORMER  
PEOPLE

# Wilson Transformer Company



## Who we are

Established in 1933  
Australian-based  
Global Presence  
The Transformer  
Solution Specialist



## What we do

End-to-end solutions  
Core Products  
Field Operations  
Condition Monitoring  
Solutions



## How we do

World class facility  
Smart Innovations  
Standards  
Supply Chain  
Management



## Value we add

*Employees*  
*Customers*  
*Partners*  
*Community*

# Secret 1 : Commit to your PEOPLE





# Vision



Zero Harm, Zero Waste,  
Complete Customer  
Satisfaction,  
**...Always**

# Back to ZERO

Albury - 25th March 2011



ALBURY  
RACING CLUB

**The Albury Racing Club**

*would like to thank*

**Wilson Transformer**

*for their generous sponsorship of the*

**Wilson Transformer Benchmark 70 Handicap - 1600m.**

*which was won by*

**Back To Zero**



ALBURY  
RACING CLUB



# We CARE



Today, after 80 years we have the same values that differentiate us from others, not just in Australia but internationally:

**We invest in people, technology, assets and process**

# Sense of PURPOSE





# Solar Car CHALLENGE

The Solar Car Challenge is an exciting program designed to provide opportunities for students, teachers and local industry to work together to design, construct and race a remote controlled solar powered car.





# School Holiday EMPLOYMENT



We guarantee employment for the children of our staff during school holidays. The benefits are varied and significant.





# Help when times are TOUGH



● Wodonga cancer sufferer Robyn Kane with daughter Jessie, partner Peter and son Brad. Picture: SIMON DALLINGER



ABOVE: Robyn Kane , centre, with some of her workmates, including general manager Jon Retford, right, at Wilson Transformers.  
BELOW: Robyn's transformer, built with volunteer labour and sold to pay for her treatment.





# Secret 2 : Assume your competitors are EXCELLENT





# Secret 3 : The VALUE of Continuous Flow





# Secret 4 : Replace Forecasts with Agility

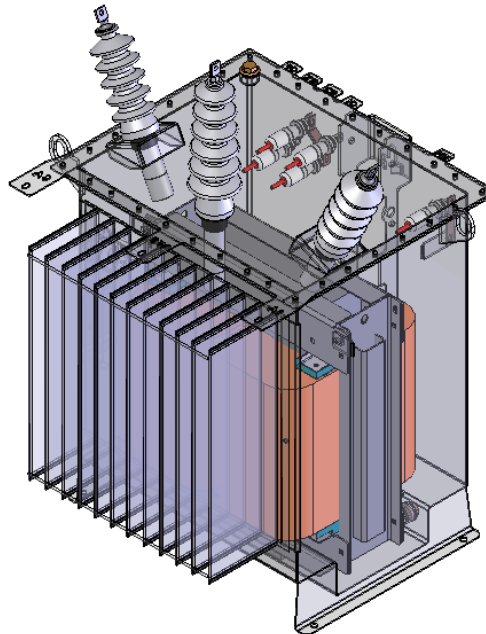


# Secret 5 : Cost Reduction by Product and Process design

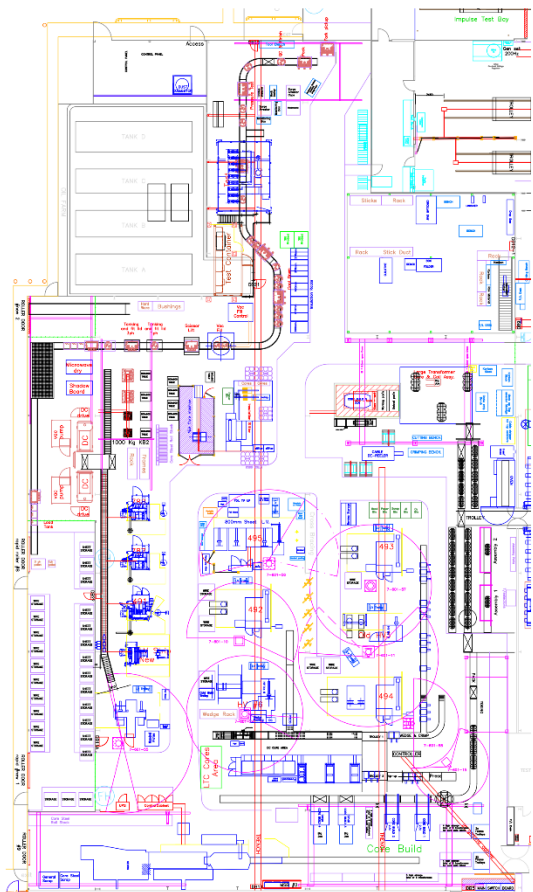




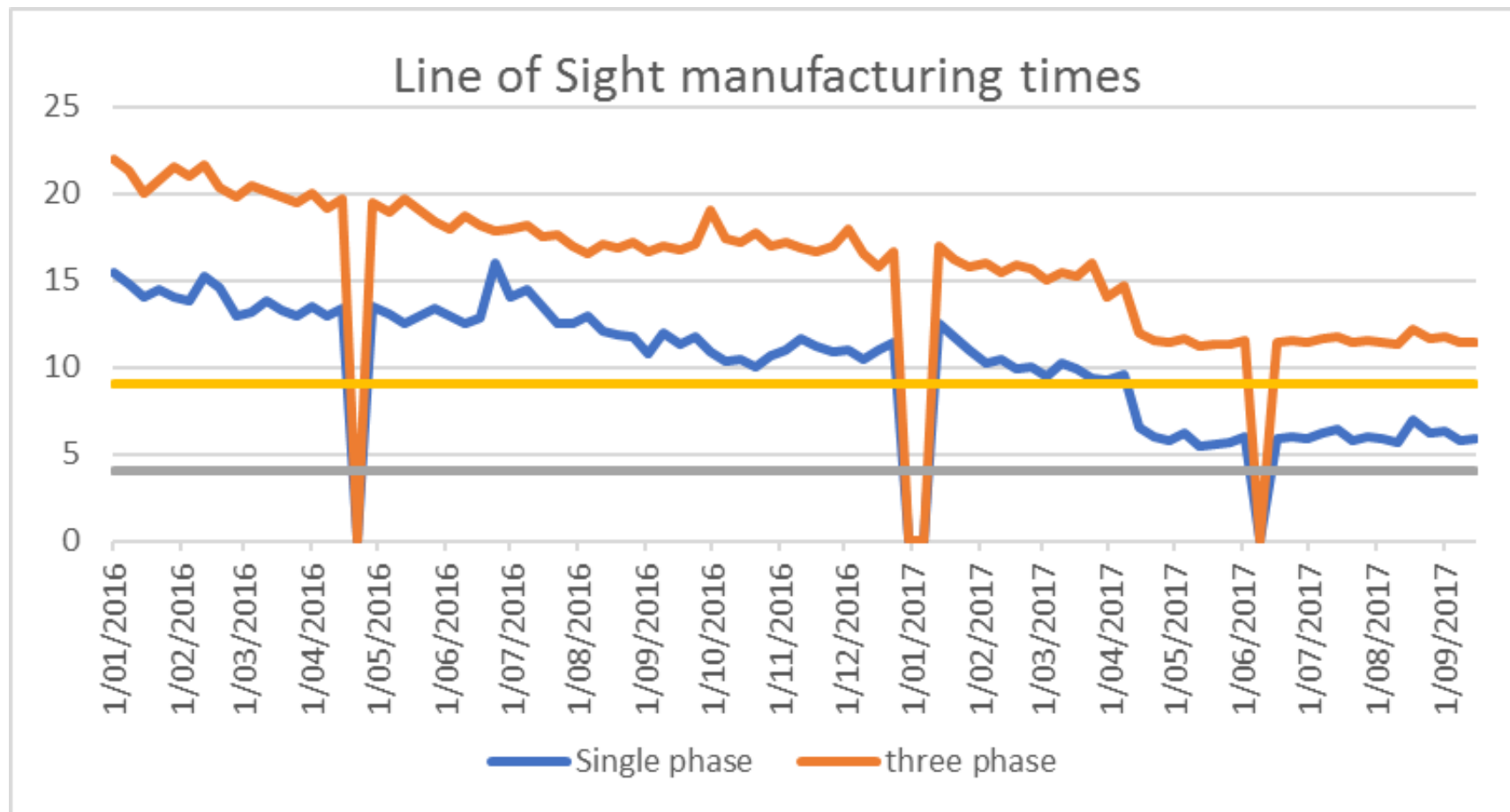
# Cost Reduction by Product and Process design



# Cost Reduction by Product and Process design









[www.bigdayoff.org](http://www.bigdayoff.org)



# Thank You!

*Your opinion is important to us!*

**Please take a moment to complete the survey using the conference mobile app.**

**Session No: TS/19**

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