



Announcement of a Transformer Supply Agreement with Partner Technologies Inc.

- SaskPower values its long strategic business relationship with Partner Technologies Inc. and its Regina plant.
- Partner Technologies Inc. has supplied SaskPower since 1989 and sales under a recently expired five-year agreement totaled nearly \$25 million.
- The new supply agreement covers a five-year term beginning April 1 to provide SaskPower with 45 types of transformers for distributing electricity with a total estimated value of up to \$80 million.
- Partner Technologies Inc. will manufacture and supply distribution transformers from their Regina plant, where they also repair and rebuild transformers.
- A long-term supply agreement allows SaskPower to obtain stable pricing and a secure supply of 45 types of transformers.
- A long-term supply agreement allows Partner Technologies Inc. to manage their plant costs more efficiently so they remain a cost-effective supplier.
- The benefits to SaskPower of having a Saskatchewan supplier of distribution transformers include: maintaining a relatively low inventory and related carrying costs; paying relatively low transportation costs; and having regular face-to-face meetings.
- In 1983, SaskPower introduced a Quality Assurance and Supplier Development program. The program encourages Saskatchewan companies to operate at world-class standards, and creates opportunities for SaskPower to buy locally. Since its inception, SaskPower has purchased more than \$5.1 billion in goods and services from Saskatchewan suppliers, which represents approximately 80 per cent of overall corporate purchases in the last 24 years.
- SaskPower's purchases from Partner Technologies Inc. account for 40 per cent of the company's total sales annually. Exports to customers outside Saskatchewan account for about 60 per cent of the company's sales.
- Building transformers ranging in size up to 138 kilovolts and 30 mega-volt amps now accounts for about 90 per cent of the company's sales annually.
- Partner Technologies Inc. is the largest privately owned Canadian maker of transformers for electrical distribution.