

LAMONS AND VARIABLE RENEWABLE ENERGY

Providing flexible solutions for wind energy



BUSINESS CHALLENGES

For independent system operators (ISOs), maintaining the balance between the power supply and the demand for power is a continual focus. As countries worldwide push to lower their carbon emissions, variable renewable energy (VRE) sources like wind have seen widespread adoption and expansion. The variable nature of wind, however, creates challenges for a stable electric power grid. Wind power operators must safeguard against unplanned outages to deliver on service expectations and profitability.

SOLUTION BENEFITS

Though variable renewable energy (VRE) manufacturers are confronted with numerous challenges beyond their control, they can maintain their production and flexibility by ensuring the availability of the proper resources to manufacture reliable equipment and service customers. To do this, they depend on domestic suppliers to deliver quality products as quickly as possible.



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Methodologies are evolving to better forecast the weather time scales and identify more suitable (yet often remote) locales for expanding weather-dependent renewable energy. Indeed, a growing number of countries are pledging net-zero carbon emissions by 2050, so demand for renewable energy will inevitably increase. The wind energy industry is seeking ways to improve their costs, profitability, and delivery of reliable energy. As European-based VREs open companies in the U.S., domestic manufacturing plays a central role in providing quality components that are competitively priced for the original equipment manufacturers (OEMs).

Lowering Costs to Promote Profitability – In industries like wind energy that deal with many variables, one of the best ways for OEMs to control costs is to purchase high-quality parts that perform to expectation, thus minimizing outages, maintaining operations, and improving profitability. That means partnering with a vendor who has a proven track record of quality, as well as the engineering expertise to support your operations, wherever that may be.

Responsiveness to Demand – Variable renewable energy OEMs must be agile and responsive to market demands. They cannot wait six weeks for spare parts to be manufactured overseas and then shipped. Having reliable domestic suppliers who shorten the production cycle and deliver on time is paramount.

Quality Matters – Purchasing competitively priced parts and receiving them in a timely manner is only part of the equation. The parts must be high quality and dependable to perform in some of the most demanding climates in the country – and the world. OEMs need strong business relationships with manufacturers who will stand behind the engineering and efficacy of their products.



SOLVING THE PROBLEM

The integration of wind energy into our electric power grid will only accelerate in the decades to come. VRE OEMs have adopted a lean inventory approach to provide cost effective and responsive solutions for the wind industry. Having domestic suppliers with the right manufacturing capabilities and footprint is pivotal in lowering costs and responding to market demands quickly and efficiently.

THE LAMONS APPROACH

Lamons is one of the leading gasket, fastener, and hose assembly manufacturers in the world. We provide industry-leading safety sealing and attachment solutions through our quality products, technical expertise, and exceptional support. We have the manufacturing capability to produce custom OEM machine parts, specialty and standard bolting hardware, gaskets, and industrial hose assemblies in our Houston, Texas plant. With over 300,000 square feet of





manufacturing and warehousing space in Houston coupled with 20 other facilities worldwide, we have the infrastructure to source rare materials from anywhere in the world. Our buying power and decades-old relationships also allow us to partner with overseas companies to deliver real cost savings.

SERVICES THAT TRANSFORM

Exceptional Customer Service – Lamons has built its reputation and grown its business by being approachable, reliable, and most importantly, easy to do business with. We are people-people with a relentless focus on exceeding customer expectations and continually improving our products and services to achieve that goal.

Project Management Team – At Lamons, we understand that each project is unique and believe that effective communication is essential to the success of every project. Having a Project Management Team dedicated to maintaining open lines of communication throughout the life of the project not only helps streamline every step of the process, but also ensures that large-scale projects are executed as seamlessly and efficiently as possible.

Vendor-Managed Inventory (VMI) Programs – You have the option to use our warehouses or your own to store your inventory. Whether you prefer to own the inventory or have it provided on consignment, our VMI system simplifies management, replenishment, and tracking of inventory using barcode scanning for material receipt and issue. Enjoy real-time visibility into stock levels and reserve materials for individual work orders. Integrate our VMI with your ERP system to automate and simplify the procurement process even further.

CORPORATE PROFILE VERSION: Vendor-Managed Inventory (VMI) – Rely on Lamons for on-site inventories of your routine parts. Whether inventories are owned or on consignment, you can manage inventory levels, replenish stock, and track for material receipt and issue. Simplify the purchasing process further by integrating our VMI with your ERP system.

Engineered Solutions – Our engineering team provides custom engineered solutions for your applications, resulting in expertly crafted products. Our extensive inventory of raw materials include centrifugal castings, forgings, and plates, allowing us to respond quickly to your requests.



Technical Field Support – From our 20 global locations, our teams are ready to assist you with troubleshooting, failure investigations, on-site support, bolt-up protocols, critical gasket recommendations, expert field measurements, and much more.

Technical Training Programs – An informed team is a safe team, and that starts with the best training. From tailored, in-person training sessions to monthly webinars, our engineers provide the knowledge to get the job done. We offer a wide range of topics, including:

- Flange Assembly Demonstration Unit (FADU)
- Best Practices Bolt-Up Training
- Gasket 101 (Standard)
- Introduction to Gasket Types
- And more

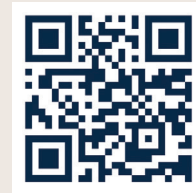


To learn more about our products and services, visit [Lamons.com](https://www.lamons.com) or contact us at info@lamons.com to connect with an industry expert in quality safety sealing and attachment solutions for wind energy

LAMONS INDUSTRY CERTIFICATIONS

- APQP4Wind Specialist Certificates
- API Certificate 6A Houston
- API Certificate 17D Houston
- API 20E Certificate
- API 20F Certificate
- ISO 9001:2015 Canada
- ISO 9001:2015 Singapore
- ISO 9001:2015 Houston
- ISO/IEC 17025:2017 Houston

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