



## **PRESS RELEASE**

**For immediate release**

### **The Switch signs deal with WE Tech for permanent magnet shaft generators**

Vantaa, Finland, February 17, 2014 – [The Switch](#), a leading supplier of megawatt-class permanent magnet generators, motors and frequency converters, received a significant order from WE Tech Solutions Oy of Vaasa, Finland for four permanent magnet (PM) shaft generators. Coupled together with WE Tech's WE Drive™, these PM shaft generators represent game-changing technology for merchant ships to allow them to significantly cut back on operating costs when powering their onboard electric networks. The deliveries will start later this year.

On January 29, 2014, The Switch and WE Tech signed an agreement for the delivery of four direct-drive 1.5 MW PM shaft generators. This strengthens the position of The Switch as it uses its proven track record of applying PM generator technology successfully in the wind power industry now to a range of marine applications.

Permanent magnet technology has been proven in numerous industries and under extremely harsh operating conditions to provide unmatched power density, energy efficiency, design flexibility and operational reliability. Now it is possible for ship builders and ship owners to gain from true fuel savings by upgrading to PM technology for shaft generators.

"Over the past three decades, the shaft generator has been successfully employed on board ships worldwide. The main advantage is to allow main engines to use cheaper heavy fuel oil (HFO) for electrical power production, thereby significantly reducing the running hours of auxiliary generators," explains Mårten Storbacka, Managing Director of WE Tech Solutions Oy.

"With the WE Drive™ variable frequency drive from WE Tech Solutions and the PM shaft generator from The Switch, the ship's electrical network is generated with the same high efficiency throughout the full speed range of the main engine. This feature is especially important in electrical part loads. The WE Drive™ also ensures 1 MW boost power directly to the propeller shaft to support the main engine when required, thus enabling a low-load optimized main engine" he continues.

"These orders show the real need for new solutions to help seagoing vessels significantly lower the costs of operations, reduce maintenance needs and meet the increasingly stringent emission regulations," says Mika Koli, Business Development Manager, The Switch. "Together with WE Tech, we can offer an unbeatable package that enables ship owners to start making immediate returns."

#### **About WE Tech**

*WE Tech Solutions is a Finnish clean-tech company that develops, sells and delivers energy efficient solutions for the global shipping industry. The energy-efficient solutions of WE Tech are suitable for upgrading existing ships as well as for new builds. WE Tech brings the next level in energy efficient shipping.*

#### **About The Switch**

*The Switch is a pioneer in advanced drive train technology based on megawatt-class permanent magnet motors, generators and frequency converter packages. The main focus areas are marine, wind, solar, and special industrial solutions. The company's innovative drive trains make an impact on profitable power generation and energy use, with the ultimate goal of lowering the cost of operations. Starting in 2006, The Switch reported net sales of EUR 43.2 million in 2012. The company employs a total of 201 persons. The Switch is headquartered in Vantaa, Finland. For more information, visit [www.theswitch.com](http://www.theswitch.com).*

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