

MS MORGAN[®] SCHAFFER

Transformers - The Inside View

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Special Points of Interest

- Visit Doble Boston, March 22-25, 2010 Booth 32/33
- IEEE, New Orleans, April 19-22, 2010 **Hall H, Booth 1514**
- Morgan Schaffer receives: **ISO / IEC Accreditation 17025:2005**, for all its oil testing activities

Accelerated Growth at MS

Firstly, may the year 2010 be filled with happiness, health and prosperity.

As I look back at 2009, I can only thank all of you for supporting our organization in the way that you have.

In times of budget constraints and market uncertainty, your support allowed Morgan Schaffer to continue to invest in product support, sales, and in research and development. This has resulted in the introduction of several new solutions for better monitoring oil-filled transformers. All these solutions offer new technologies and approaches that emphasize innovation and listening to people's requirements. The outcome is true value and return on investment.

Throughout the year, I had the opportunity to personally meet with several clients in order to validate their needs and to ensure that our research and engineering teams were developing solutions that totally answered these needs.

Reliability was the number one requirement that all clients voiced as absolutely crucial.

As Morgan Schaffer keeps growing at an accelerated pace, not only will we continue to provide reliable products, but also total solutions that will be supported by skilled personnel and partners throughout the world.

On-going condition assessment of oil-filled



assets is a team business involving several parties. Oil testing laboratory personnel and sub-station maintenance people all play key roles in processes that are designed to generate, manage and interpret key test data. Morgan Schaffer excels at providing services, equipment and software that facilitate these tasks.

Join us in entering this new decade with reliable, precise and accurate instruments and software that will bring your business to the next level. Your present investments being directly related to your future cost savings, let the Morgan Schaffer team assist in showing you how this can be achieved.

The Morgan Schaffer Sales Team Continues to Grow

The Morgan Schaffer family continues to grow as it expands its global presence.

New members of the Sales Team from left to right, Mr. Mathieu Guertin MBA, Director of Europe and Russia, Mrs. Nadine Stojanoff, CTSM, Marketing Coordina-

tor, Miguel Ceballos, Senior Account Executive for Analytical Solutions, Mr. Alberto González, MBA, Director of Central, South America and the Caribbean, and Ms. Lisa Soldevilla, Sales Assistant.



True North-DGA Oil Standard

True North and Atlantis are precise and accurate oil standards that allow laboratory managers to enhance and maintain the precision and accuracy of their operations.

DGA is the most effective way of detecting incipient faults in oil-filled electrical equipment. These methods require proper calibra-

tion of laboratory equipment prior to analyzing oil samples. Each bulk standard of True North oil manufactured by Morgan Schaffer is produced using NIST traceable gas concentrations and NIST traceable calibrated balances. Samples are extracted from bulk standards on the day they are shipped and a *Certificate of Con-*

centration is delivered with each sample for traceability.

Using its standards is the only way to verify performance of the entire analytical process.



Oil LIMS-Web Based Process Enhancement Software

Based on over 45 years of experience, Morgan Schaffer has developed MS Oil LIMS to maximize production, sharing and management of oil-filled equipment test data using the web.

This application can be deployed rapidly, allowing immediate process improvements and cost savings.

MS Oil LIMS allows laboratory and asset management professionals to access work-in-progress information 24/7.

Equipment data is easily managed, directly through built-in import/export functions compatible with most third party diagnostic, ERP and maintenance software available today.

MS Oil LIMS eliminates errors on sample ID tags, reduces sampling time, minimizes data entry at sample reception, maximizes laboratory throughput, leverages quality control and process monitoring; optimizes reports posting and management; facilitates trending, diagnosis and condition assessment.

Morgan Schaffer's unique capability of connecting oil testing process to asset condition assessment through MS Oil LIMS enables today's world class utilities to meet tomorrow's challenges.



Deployment of Wireless Technology

Calisto and Calisto 2 now feature a practical solution for fast, reliable and easy integration into existing substations. The 2.4 GHz radio modem is a hassle-free turnkey solution that can be adapted into various configurations. It was designed to be

installed on the Calisto Mounting Stand and to be set in less than an hour.

The modems use a FHSS (Frequency Hopping Spread Spectrum) technology widely used in industrial applications and transmit data se-

curely via a very robust encryption algorithm based on the AES-256 (256-bit) protocol adopted by NIST. Note: May be subject to a site assessment. ModBus and DNP compatible. Operating temperature range of -40C to +85C FCC, IC, CE and ETSI compliant.



Seminar In Middle East—Big Success

Morgan Schaffer and Rasana Inc. presented a one day seminar in the middle East on Transformer dissolved gas monitoring and on how to better protect their assets.

Over 75 attendees from electric utilities, industries, engineering consultants and transformer maintenance

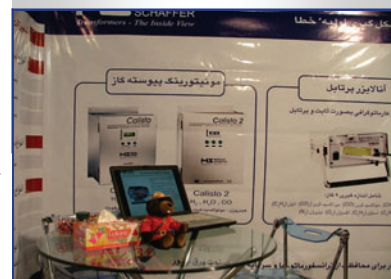
companies attended the seminar. It was a great success and it confirms the interest around the world by the electrical industry, to find better cost effective ways to improve the protection of their transformers.

An underlying concern, voiced by the attendees, was after sales training and support which Mor-

gan Schaffer has built its reputation on and continues to excel in. Morgan Schaffer has increased its production capacity as well as its training and support staff to meet the growing demand for our product and services. Our team is available 24/7 to support our customers' needs.



Great reception for Calisto 2 and Myrkos



Alaska Seminar Comes out of a Big Freeze

In cooperation with our regional representatives, Morgan Schaffer hosted or participated in a series of seminar in 2009.

These seminars on Transformer Monitoring and Maintenance are extremely popular and unveil innovative solutions for design and maintenance engineers,

consultants, assets managers and risk management specialists. The agenda is solution oriented and provides valuable information. The participants and the attendees are given the opportunity to interact with their colleagues from the industry and share their experience and know how. Typi-

cally, our seminars attract 50 to 100 people. We are currently finalizing the preparation of the agenda for 2010 and we invite you to contact us or your local representative to register to the upcoming seminar in your area or if you have interest in hosting an event at your premises.

SEMINAR CITIES

Anchorage, Alaska

Oak Brook, Illinois

Minneapolis, Minnesota

Portland, Oregon

Salt Lake City, Utah

Spokane, Washington

Madison, Wisconsin

South American Tour

The South American market has been very receptive to the enhanced presence of Morgan Schaffer in the region. During the last quarter, we participated in FISE in Colombia and deployed several dozen units in key markets. Alberto González, our

new Sales Director for South and Central America, brings more than 12 years of industrial sales experience in the region. His comments after his successful visits to key customers in his region were: "Clients clearly distinguish that our products

are better, more accurate and reliable than those of any competitor and we can see them stand behind their conviction, by the spectacular increase in demand that we are experiencing". Our dedicated team is ready to cope with this demand.



We will continue our efforts to support these customers in their deployment .



Back by Popular Demand

Brazilian Night 2010 at

Doble, Boston.

By special invitation only



TRADE SHOW CALANDER 2010

Life of a Transformer, Orlando, FL
February 7-10, 2010
Dynamic Ratings/Morgan Schaffer



Doble, Boston, Ma
March 23-25, 2010, **BOOTH 32-33**



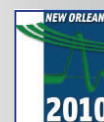
IEEE, Concapan,
San Pedro, Honduras
March 3-5, 2010



Expomin 2010, Santiago, Chile
April 12-16, 2010



IEEE, New Orleans, La
April 19-22, 2010, **BOOTH 1514**



Cigre, Foz de Iguazu, Brazil
April 26-28, 2010



Techcom, Sydney, Australia
May 18-19, 2010

Global Electric Power Tech, Seoul, Korea
May 18-20, 2010



Cigre, Paris, France
August 23-27, 2010, **BOOTH 41**



Coming Soon New Product Announcement

Visit our new booth and see our complete line of innovative products for 2010. Look over your agenda now and book your meeting with one of our Sales Directors to view a short presentation on how we can help you save money and better protect your transformer assets with our family of reliable, precision instruments from Morgan Schaffer.



www.morganschaffer.com

**MAJOR PRODUCT
Announcement
At Doble, Boston
March 22-25th, 2010
Booth 32-33**

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