

## ERLPhase Power Technologies: April 2011 Update

Welcome to our latest e-newsletter. Enjoy...

### Fault Recording in Oman

ERLPhase was very pleased to host a visit from our new customer, the Oman Electricity Transmission Company at the Sultanate of Oman. Congratulations to everyone involved in the successful Factory Acceptance Test of the 38 TESLA 3000 units, which will now be shipped for installation in their substations. The engineers from OETC had the opportunity to learn about production, test/verification and customer service capabilities, including a presentation about our company's history of technological innovation. Routine test reports were reviewed and TESLA recorders were demonstrated/tested, resulting in acceptance from the customer. Teams had good discussion of wide area measurement and the overall benefits of a Phasor Measurement Unit (PMU) solution. The visitors also had the opportunity to visit Manitoba Hydro's data collection center and also a 110 kV substation, where they saw the installed DFR and relay systems in Manitoba Hydro's network and had a chance to ask questions of Manitoba Hydro engineers. This direct interaction to learn from and share experiences with other customers was highly appreciated by our guests from Oman. ERL looks forward to a long-term, mutually rewarding relationship with the Oman Electricity Transmission Company in the years to come.



ERLPhase production team demonstrates production, test and verification procedures to engineers from OETC.



Oman visitors meet with ERLPhase technology, operations and customer support management.

## Welcome Laura Hicks, Western Regional Sales Manager

ERLPhase is pleased to announce that Laura Hicks has joined the company as Regional Sales Manager of Western USA and Canada. Her territory includes Alaska, Hawaii, Guam, Washington, Oregon, Idaho, Montana, Wyoming, British Columbia, and Utah. She will be working closely with Adam Caballero who will work with customers in California and Nevada.

Ms. Hicks has a long history in the communications sector, recently working in a sales manager role for RuggedCom, where she developed the industrial sales market, including key marketing programs to support that goal. Before that she was a sales manager at GarrettCom where she built territory revenue significantly, through Smart Grid and security applications. She is a consistent performer with focus on quality, customer service, and long-term relationships for referral based sales. She has also held sales positions for companies such as Federal Network Services, Allied Telesyn International, Cabletron Systems and, in the laser industry, Kentek Corporation. Ms. Hicks has an educational background in Business Administration, as well as IT and sales training.



"A natural customer-first attitude is a key trait for all professionals on our sales team," said John Swindlehurst, VP Sales and Marketing at ERLPhase. "Ms. Hicks' proven experience entering Western USA's industrial market will also be beneficial as we look to ensure that market is aware of how our 61850-enabled protection solutions can benefit their applications."

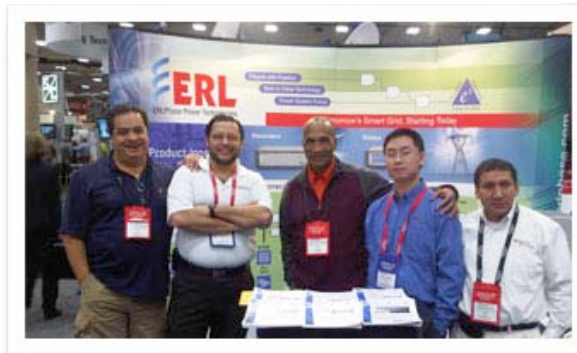
"I look forward to working with ERLPhase customers, both existing and new, and am excited about the value these solutions offer to the industry," commented Ms. Hicks. "I've always believed in a consultative approach to sales, based on earning trust by offering excellent service paired with systems that are truly valuable for my customer."

Laura is based in the Seattle area and can be reached at [lhicks@erlphase.com](mailto:lhicks@erlphase.com) or (206)-204-9484.

## DistribuTECH 2011

Thanks to those who came to visit us at the recent DistribuTECH meetings in San Diego. We were pleased to demonstrate our 4000 series hardware, including the S-PRO 4000 Sub-Harmonic Relay.

Thanks also to our partners who displayed ERLPhase hardware at the show...



*(left to right)* Adam Caballero, René Midence, Mack Vaughn, Nan Zhang, Hugo Davila

## New App Notes

- ❖ **Using the TESLA Power System Recorder at Wind Farm Locations**  
This application note explains how the TESLA power system recorder can be applied to windfarm applications to capture data related to harmonics, electrical faults, power swings, and many other power quality issues. Paired with the ability to collect and record time synchronized events, this application note uses sample graphs to illustrate how understanding can lead to better efficiency, less maintenance and higher returns.  
[Download Application Note PDF](#)
- ❖ **Using the TESLA 4000 DFR to Detect Transmission Line Open Conductors**  
Open conductors can pose serious problems to the power system. They can cause system instability due to reduced power transfer capability, overload in the healthy phases, and higher voltages on ungrounded systems. This application note provides a solution to detect open conductor events in the case where the conductors have not touched the ground. The TESLA 4000 Digital Fault Recorder functions and Boolean logic are used in order to create an open conductor detection solution.  
[Download Application Note PDF](#)
- ❖ **TESLA 4000 Communication Configuration**  
This slide-based application note, illustrates steps to install all required configuration and communication software and settings for the TESLA 4000. This detailed note will greatly simplify the process of establishing communications with the TESLA 4000.  
[Download Application Note PDF](#)

## Upcoming Events

Looking forward to seeing you at an event in your area...

### Georgia Tech Fault Disturbance Analysis & Protective Relaying

May 9-13, 2011

Atlanta, GA

Visit us at our Hospitality Suite in Conference Room A!

❖ Learn more about: GA [Tech Fault Disturbance Analysis Conference](#) and [Protective Relaying Conference](#)

### X Iberoamerican Symposium On Power System Protection

May 22-29, 2011

Monterrey, Mexico

❖ [Learn more about X Iberoamerican Symposium](#)

### PAC World Conference

Jun 27 - Jul 1, 2011

Dublin, Ireland

Visit us at Booth #4!

- ❖ ERLPhase will present 2 papers:  
*"A Microprocessor Based Sub-Harmonic Protection Technique for Wind Farms"* and *"Closed-Loop Testing of Transformer Protection Relay Using a Real-Time Digital Simulator"*.
- ❖ Several ERLPhase papers have also been accepted for the conference proceedings:  
*"A Guide to Digital Fault Recording Event Analysis"*, *"Fundamental Principles of Power Transformer Thermal Aspects and Protection"*, *"Effective Utilization of Phasor Measurement Unit (PMU) Data for Triggers and Continuous Recording Using Digital Fault Recorders"* and *"Secured Bus Bar Differential Protection Using Computationally Efficient Dot Product Technique"*.

❖ [Learn more PAC World Conference](#)

### ERLPhase Power Technologies Ltd

- ❖ North American centre of excellence within a strong and dynamic global organization
- ❖ Driven by innovation and best-in-class technology to provide smart solutions to customers needs
- ❖ Singular focus on power system protection and recording



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