

### OTIWTI NEWSLETTER June 2011

(Starting now we will improve our communication on what we do)

#### Introducing the **Signal Transducer STR200**

In co-operation with some customers we have developed a Signal Transducer which converts Pt 100 inputs to current loop 4-20 mA signals. With the help of this device, you can convert up to 4 channels (4 separate inputs to 4 separate outputs). More information can be found on our website [www.otiwti.com](http://www.otiwti.com) under downloads. We are keen to listen to you and your requirements and that way trying to become an even better supplier.

#### **...and WELCOME to new customers!**

We have the pleasure in welcoming new customers both Swedish and International during the month of May. To us every new customer is a sign that we are doing the right things.

#### **Quick deliveries.**

Several service companies have started buying items directly from our stock. We keep a number of OTI:s and WTI:s for instance equipped with 4 switches (MBO type) and 6 m capillary length in our stock. For other items the process time including production, quality control and certification is in the range of 2-4 weeks, ex our works.

#### **Deliveries on-time.**

We keep our promised lead times because we know how important it is to receive the instruments as scheduled, whether it is for service purposes or to a new transformer.

#### **We understand your needs.**

A necessary precondition for the support and service we offer our customers is our genuine knowledge about transformers; its design, function and operational and environmental conditions.

#### **We only deliver instruments that passed our adequate tests.**

Because we understand what problems in field a sub-quality instrument could cause. Delivering late is of course not acceptable but delivering sub-quality is maybe even worse since mal-function of OTI's and WTI's could cause non repairable damage to your highly valuable transformer or possibly also false tripping.

Best Quality, **O**n **T**ime and **I**nnovation combined with **W**ell proven **T**echnology **I**nside to fulfill your needs!

Best regards,  
Harald Lunell / Håkan Svanberg  
Managing Director / Sales Director

#### **Hakan's Corner**

*Maybe you already knew but... the demand for instruments for off-shore applications are increasing, partly due to the increased number of wind farms. We offer instruments in C5M-H executions that are designed and specially treated to last under these and similar harsh environmental conditions. Please contact me! Best regards, Håkan Svanberg, Sales Director*



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