

THE RADIANT RESEARCH

CONNECTION

Radian appoints new Vice President - Sales and Marketing



Peter Dack
Vice President - Sales and Marketing

Radian Research, Inc. is pleased to announce that Peter Dack has joined Radian in the position of Vice President - Sales and Marketing. Peter has previously held professional positions at Fluke as Marketing and Business Development Manager. Peter has actively been involved with strategic planning, sales channel development, market research and product development. Peter will play a key role in expanding Radian's world wide markets.

A Note from Peter...

Since I joined Radian at the beginning of April I have been engaged in understanding the markets we serve, what motivates our customers and sales

representatives around the world and the people that make Radian Research the success it is.

So what have I learned in the past few months and the opportunities moving forward?

First and foremost I've found that Radian employees are dedicated and knowledgeable people, all willing to support and share in Radian's future success. I strongly believe that with the increasing competition from around the world the company that has *the best team will win*.

The market in which Radian serves is growing rapidly; testing and calibrating electricity meters. This growth is mostly driven by the decentralization of US electricity generating companies, and their need to be more efficient with the resources they have. This is good news for Radian but we cannot be complacent, we must continue to focus on manufacturing quality products and services, delivered when promised while ensuring *the customer receives more than they expected*.

Radian has many opportunities to significantly grow. Success will depend on listening to our customers and developing new products that meet their needs at a price that can compete with global competition. This means designing innovative solutions that increase customer value while reducing manufacturing costs.

The road ahead will have its challenges, we *all* must be prepared to change the way we work to continually improve and grow. I am pleased to be part of Radian's future and look forward to sharing in our continued success.



Indiana Sales Representative Gary Rhodes Tours Fowler Ridge Wind Farm

On May 12, 2009 Gary Rhodes along with Radian Applications Engineer Rob Reese and Communications Manager Bob McIntyre attended a wind farm tour. The trip proved to be informative as the three



(Left to Right) **Rob Reese and Gary Rhodes**

gathered information on the measurement and distribution of the energy produced by the farm. The wind industry will provide opportunity throughout our US and world markets. Many new companies previously not involved in electric energy are now coming into the industry for the first time.

The Fowler Ridge Wind Farm in Benton County, Indiana when completed will be one of the largest wind-power facilities in the world and will be capable of generating enough electricity to power more than 200,000 average American homes.

According to the American Wind Energy Association Indiana leads the nation in wind energy growth. Large scale wind turbines are popping up across rural Indiana and many other states across the United States.

Electricity generated by capturing the wind's energy with modern wind turbines, is one of the lowest

cost, renewable electricity alternatives currently available. Wind power is a clean, domestic electricity resource that has seen a tremendous amount of growth and technology improvement over the past several years. This industry should provide opportunities for all involved for many years to come.

Radian Web Site has added Functionality

New functionality has been added to the Radian web site. The first of which is a Frequently Asked Questions (FAQ) section. On this page, you will find a list of questions with answers that are asked frequently when customer contact Radian technical support. In addition to the questions, there are instructional videos that can be viewed. The page is a work in progress, as we acquire new useful items they will be included. We believe that the functionality of the FAQ page will serve as a valued tool for sales representatives and customers alike. <http://www.radianresearch.com/FAQ>



Another new section is set up to allow customers to register their product. The Registration page is in a format for compiling information about the customer and their product purchase. When submitted the information goes to a database that can be accessed by Radian when the need arises. At the same time that the customer submits their information an email record is sent to them, and they are given the opportunity to print the information for their records. <http://www.radianresearch.com/reg>

Radian selected as one of Indiana's Top 50 Companies to Watch



Radian Research, Inc. has been recognized for the prestigious "Companies to Watch" list in Indiana. The list is presented by the Indiana Economic Development Corporation. It recognizes the state's privately-held businesses that employ up to 150 people and have up to \$100 million in annual revenue or working capital.

Each year 50 high potential companies are chosen based on their employee or sales growth, exceptional entrepreneurial leadership or their sustainable competitive advantage. Radian and the other selected companies are recognized for making a significant impact on the state's economy and providing growth in the employment and revenue base. Indiana's "Companies to Watch" will be honored at an August 27 ceremony at the Indiana Roof Ballroom in Indianapolis.

Radian Research Products Displayed at Information Packed Events

Radian Research, Inc. travels worldwide attending numerous events in an effort to provide information and support to the energy measurement industry. At some time, it is certain that Radian

will attend an event near you. The following is a list of events Radian will attend in the near future. Radian encourages you to take advantage of these informative opportunities.

Northwest Electric Meter School

September 14-18 Seattle, WA
www.westernenergy.org

Arkansas Electric Meter School

October 5-8 Fayetteville, AR
http://www.globalcampus.uark.edu/Electric_Meter_School/index.html

Texas A&M Meter School

Oct 26-30 Bryan, TX
<http://www.swema.org/>

Metering India

November 23-25 Delhi, India
<http://www.spintelligent-events.com/events/metering/index.htm>

Florida Meter School

November 16-19 Clearwater Beach, FL
<http://conferences.dce.ufl.edu/sema/>

EUSERC Meeting

November 4-6 Roseville, CA
<http://www.euserc.com/>



Radian at Metering China

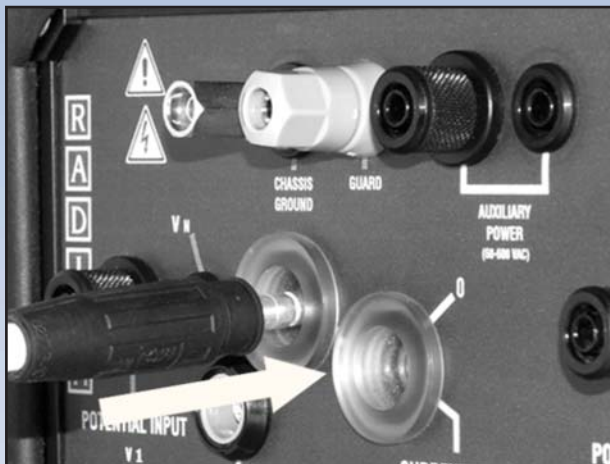


Tech Tips

RD Current Connector Locking Feature

The Radian RD-2X and RD-3X (120A) Dytronic Standards utilize 6mm locking style connectors for the current inputs.

Note: These connectors are very specialized and feature beveled edges and a locking ring. Do NOT use straight 1/4" current connector studs. Radian offers various jumpers and adaptors to fit most applications. When connecting to the current inputs, insert the 6mm current plugs slowly into the current input receptacles on the RD standard. Do not use excessive pressure when inserting. Only a minimal amount of force is required to engage the locking mechanism.



NOTE: Pushing the current plug too hard may engage and then disengage the locking mechanism in one move. To prevent this, gently push the plug



into the receptacle and allow the lock to engage. Once the locking mechanism is engaged, pull on the current plug outward. You should NOT be able to remove the plug.

To disengage the locking plug, firmly insert the current input plug further into the receptacle until you feel a slight click. This click indicates that the locking mechanism is disengaged. You can then pull the current plug completely out of the receptacle.

Last Time Buy Notification

List Products: MA-10, RM-10, RM-11 & RM-12

Effective immediately the following Radian products are on Last Time Buy (LTB) status. Bookings for these products will be accepted up until 31st December 2009. It is Radians policy to provision inventory of critical component to maintain the ability to repair LTB products removed from the price list for five years.

The nearest recommended alternative Radian product are listed below.

- MA-10-01 (0.05% Whr)-RD-20-102 (0.04%, Whr, VARhr, Volts, Amps)
- RM-10-01 (0.05% Whr)-RD-20-102 (0.04%, Whr, VARhr, Volts, Amps)
- RM-11-01 (0.025%, Whr)-RD-21-102 (0.02%, Whr, VARhr, Volts, Amps)
- RM-12-01 (0.1%, Whr, 100A input)-RD-20-101 (0.04%, Whr, VARhr, Volts, Amps, 120A input)

Purchase orders received for quantity in excess of availability to build will be accepted on a first come first serve basis.

The Radian Research Connection is a newsletter publish by Radian Research, Inc. Any comments or suggestions are welcome. Please address all information to Radian Research, Inc. Attn: Bob McIntyre 3852 Fortune Drive Lafayette, Indiana 47905 or email to bob@radianresearch.com