

Five Year Reunion

Bitronics Augments Strong, Steady Growth

NovaTech LLC recently reunited with former partner company, Bitronics LLC. The addition of Bitronics to the NovaTech family caps a five year trend of sustained growth that has resulted in expansions to our Owings Mills, MD facility, a move to a much larger Lenexa, KS office, and an approximate doubling in monthly total bookings.

In late May, NovaTech Utility's Lenexa headquarters relocated from a 14,560 square foot facility (occupied from 2004 - 2008) to a 38,000 square foot facility to accommodate increasing production and personnel requirements. The new building happens to be located directly across the street from the offices that NovaTech Utility occupied back in 1991. Since then the Utility division has undergone a fourfold increase in square footage and a fivefold increase in personnel.

Our Process headquarters in Owings Mills has expanded its footprint by 4,000 feet of new offices and a larger computer equipped classroom comfortably seating 20+ students.

Finally, on July 1st, NovaTech signed an agreement with AREVA T&D to acquire Bitronics LLC, a manufacturer of high-performance electricity measurement instruments including the M871 and M571 multifunction IEDs, PowerServe Digital Transducer, MultiComm Digital Meter and other utility-grade measurement products. They will continue to be designed and manufactured in Bethlehem, PA, by Bitronics LLC, and will be marketed in the U.S. and western Canada under the well-known Bitronics brand. NovaTech will supply, under the AREVA label, the Bitronics products for their inclusion in the global AREVA offerings.

Volker Oakey, CEO of NovaTech notes, "NovaTech Process customers seeking to optimize their conventional energy usage, as well as those installing co-generation systems and biomass gasification systems, will benefit from using Bitronics measurement products as part of their total Energy Management Solution."

NovaTech Corporate Director Vince Horvath, who held the presidency of Bitronics for seventeen years and admits that the alliance, "has both strategic and personal value. The engineering and manufacturing expertise will enhance NovaTech's value to customers, while I will enjoy working to grow the reunited businesses with the help of my Bitronics colleagues."



Bitronics employees on their first day as a NovaTech company.

European Customers Enjoy a NICE Day

On May 22, 2008, NovaTech was pleased to welcome our European customers to the first NovaTech International Customer Event (NICE) Day. The event provided customers who have been unable to attend our annual NovaTech User Conference in Baltimore, Maryland with a technical update and a chance to interface directly with NovaTech management.

CEO Volker Oakey and Technical Brand Manager Leo Charpentier gave presentations on corporate health and the Process product roadmap. Marketing Communications Specialist Conrad Oakey provided an overview of recent renewable energy and energy management projects. The latest D/3® and 8000 I/O equipment was demonstrated, and customers

provided their feedback on NovaTech corporate and technology strategies.

The event was topped off with a dinner on Antwerp's waterfront, "for those wishing to extend our N.I.C.E. Day into a nice evening," noted NovaTech Europe GM Andy Blumenthal, before chuckling at his own joke.

RECENT ADM WINS

NovaTech recently received the Columbus Cogen D/3® Production System award and several subsequent awards from Columbus Cogen for 8000 Series I/O.

These ADM Columbus awards are tied to the ADM Select Supplier Agree-

ment signed in June 2006. To date, a total of eight D/3 Greenfield projects have been awarded to NovaTech under the agreement, not including several major expansion and modernization projects such as ADM Reserve, ADM Destrehan and the Clinton Corn plant facility that were also covered

under the agreement. The agreement has generated nearly \$6M in sales to date, with approximately \$2M still pending, not including annual Facets revenue and other ADM business with NovaTech.

USER CONFERENCE EVENTS & TOPICS

The 18th Annual NovaTech User Conference will be held this September 28 – October 1, 2008 at the Tremont Plaza Hotel and Grand Conference Center in Baltimore, Maryland.

A balanced program of presentations, focus groups and panel discussions will include:

- Company Highlights
- Product Updates on the D/3®
- NovaTech 8000 I/O Retrofits
- User Applications: Boilers
- User Applications: Loadout and VMWare
- Energy Asset Management System (EAMS) with D/3 and Orion

- Cyber-security
- FlexBatch™
- Customer Support and Response
- Recovery / Back-up
- IEC61131
- Wireless
- Tips n' Tricks

Conference Events will include:

Sunday, September 28th:

Tour of the U.S. Naval Academy in Annapolis, Maryland (lunch provided).

Monday, September 29th:

An evening in Padonia Park filled with food and fun.

Tuesday, September 30th:

Dinner will be held at the Sports Legends Museum and will include open access to the entire museum.

Workshops for FlexBatch™ and TotalVision® will be offered during the conference. The Demo Room will be open for the duration of the conference.

Jim Pinto (jimpinto.com), an industry analyst and commentator, writer, technology entrepreneur, investor and futurist, will present his speech, "The Future of Global Automation Revealed" to close out this year's conference.

Dear Valued NovaTech Customer,

When NovaTech was founded twenty-five years ago, it would have never occurred to us that we would experience the growth that we have over the last five years. Not only are we now a combined process control and electric utility automation entity, but NovaTech has achieved a sustained 16% growth rate since the late autumn of 2003, and numbers are on track to expand that growth rate by year's end.

As if this in-house growth weren't exciting enough, we are proud to announce that we have re-established our partnership with Bitronics LLC and this means we can provide our electric utility and process customers an even broader range of product offerings. It will also enable us to accelerate new product development and to leverage the electric utility marketing and support for both product lines.

And about the partnership between Bitronics and NovaTech... it's an interesting story. Back in 2001, Bitronics meters, specified 4-to-1 over the closest competitor, were increasingly being used for more than just local indication of electrical measurements. They were connecting to SCADA networks and to local PLCs to implement distribution automation and control applications in the electric utility substation - an environment of legacy systems and obsoleted and proprietary code you would not wish on your worst enemy. But there was this outfit in Kansas called NovaTech that did an extraordinary job at tying it all together and making it work. The two organizations combined provided electric utility customers with a measurement front-end with a Mean Time Between Failure of 40 years and open architecture automation and control solutions

that integrated with nearly any pre-existing hardware.

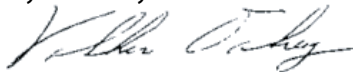
Bitronics was also inventing a new category of substation-hardened multifunction measurement and event capture device (today called the 70 Series) that pushed the envelope of distributed analysis and high-speed control. The modular M871, as it is known today, provides a utility or plant engineer with a suite of distributed measurement, event capture, and energy management functions in a single unit. It was this technology, along with Bitronics' strong reputation in the marketplace, which made it attractive to a French conglomerate in 2003. NovaTech continued to grow and expand its automation and control services by acquiring the D/3® DCS and its process automation customers in 2003.

As of July 1, 2008 the two organizations - NovaTech and Bitronics - are reunited. Synergies of measurement, control, and protocol emulation allowed Bitronics and NovaTech to redefine the utility substation. This reunion will provide process customers seeking to study and optimize their plant's energy consumption with the most reliable measurement, power quality, and event analysis front-end on the market.

Sincerely,



Aubrey "Buz" Zey



Volker Oakey



Buz Zey, President



Volker Oakey, Chairman

"We've come a long way in five years... about 75 yards."

Utility VP Ron Gullickson, on the recent move to a 38,000 sq. ft. facility located across the street from the offices NovaTech first occupied in 1991.

The New Address is:
**13555 W. 107th St.
 Lenexa, KS 66215**

T 913.451.1880
 T 888.451.1881
 F 913.451.2845

2008 NovaTech User Conference

September 28 - October 1



SAVE THE DATE

September 28 - October 1: Baltimore, Maryland
2008 NovaTech D/3® User Conference

October 14 - 16, 2008: Houston, Texas
ISA Expo, Reliant Center

IN THIS ISSUE

- **Feature:** Five Year Reunion
- **NovaTech Europe:** NICE Day D/3 User Event
- **Recent ADM Wins:** Greenfield and Select Supplier Agreement
- **2008 User Conference:** Events and Topics

Copyright ©2008 NovaTech, LLC. All rights reserved. D/3, SABL and TotalVision are registered trademarks of NovaTech Process Solutions, LLC. NovaTech is a registered trademark of NovaTech, LLC. All other trademarks and/or registered trademarks are the property of their respective owners.



Corporate Communications
11500 Cronridge Drive, Suite 110
Owings Mills, MD 21117

Smarter Solutions