



IFD customer quotes

Utility Users	
"Finally, a safety product that makes us money."	Vice President Distribution IOU
"Great product, and it's an easy business case – the IFD is a capital expenditure vs. an O&M expense."	Vice President IOU
"For the price why wouldn't we have it?"	Standards Engineer Co-op
"Great idea. We figure about 1 in 4 transformers are usually faulty. If you will know which one has the fault, you won't waste any time on that transformer."	Standards Engineer IOU
"Since we started installing transformers with IFD's, it is now much easier and faster to troubleshoot 3-phase overhead banks where a fault has occurred."	Operations Supt. Co-op
"This will help us find bad transformers immediately, instead of having to revisit the same transformer several times before we finally take it down."	Operations Manager IOU
"Many of our transformers are located across far distances. This will help us to avoid wasting time going back and forth."	Lineman Co-op
"The real advantage of using IFD's is that they remove the faulted transformers from the time consuming decision-making process."	Operations Manager
"With the IFD, our line crews will take down fewer good transformers."	Director, T&D IOU
"Up to now, there has not been a sound, reliable test (without disconnecting the transformer and applying voltage) to detect faulted, pole-mounted transformers."	Senior Standards Engineer IOU
"Many of our transformers are located in rear lot line locations which are not accessible by bucket truck, which means we have to climb poles and put ourselves at risk. The IFD will prevent that in many cases."	Line Supervisor IOU
"The IFD makes sense on padmounts because sometimes it's difficult to tell if the fault is in the transformer or the cable."	Engineer IOU
"The thing I feared the most in all my years was refusing transformers. When refusing a line section, you are able to patrol the line and nearly always see the problem, but with a transformer you never know if the unit is faulty and what the consequence would be of reenergizing it."	Engineer IOU (former Lineman)
"I had a case where I closed in on a faulted transformer, and it spilled oil all over an expensive car located below it. This was an expensive PR problem for our utility."	Lineman Municipal



Utility Users cont'd...	
"Some of our linemen close in on bayonet fuses on a padmount when trying to reenergize it, even though there is no fault close rating. We had a close call recently where a lineman almost got hurt doing that. The IFD would prevent this."	Engineering Manager IOU
"This will help us improve our SAIFI numbers by preventing unnecessary blinks on the system when closing in on a faulted transformer. We have some hi-tech factories on our system that get very angry when blinks cause their sensitive equipment to shut down. It will also help our SAIDI numbers by reducing the duration of outages."	Operations Manager IOU
"This is the right thing to do for our utility."	Senior Standards Engineer IOU
"We really like the IFD. It's a great idea."	Senior Standards Engineer

Transformer Manufacturers	
"We're very happy with the support IFD is providing, we often find that with components that are even more complicated than the IFD we are often left on our own to figure it out. IFD is providing a much better level of service than other suppliers."	Engineering Manager
"The service IFD provides is unmatched. Not only did they help us get started but they continue to help us solve our problems."	Engineer
"You guys have done things right. You made sure you took your time, listened to the users and got it right."	Logistic & Procurement Manager
"Installing the IFD is easy. I would like to use the device to help us enter new markets."	Engineer
"The IFD is a great idea and I think that we should be doing everything we can to help protect the linemen."	Senior Engineer
"I see how beneficial the IFD is for the Utility and I look forward to being able to offer it to our customers. I believe it will help differentiate us."	Marketing Manager
"I can really see the value for our customers and I believe the IFD will give us a competitive advantage in the market."	Division Manager