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Nuvolt Corporation Is Ready To Move From The R&D Phase To A Sales And Marketing Phase With The February 2010 Launch Of Their SMARTSCAN Smart Sensor System That Could Predict The Possibility Of An Electrical Failure



**Industrial Products
Electrical & Electronic**

**Jacques Dion
Chief Executive Officer**

BIO:

Jacques Dion has led Nuvolt Corporation Inc. since 1992 and has vast experience in management and international marketing. He holds a BA in Business Administration and was previously Executive Vice-President of Sovebec Inc. from 1977 to 1992, a consortium of 30 firms in the lumber industry.

Company Profile:

Nuvolt inc is a company that has specialized in the electrical sector for several years now. It has developed a cutting – edge expertise in the management of electrical network failures, power quality, leakage current detection and neutralization, and electrical network monitoring systems.

Over the last three years, Nuvolt has devoted a great deal of energy and invested large sums of money in the development of the Nuvolt Sensor an analytical tool. This research and development project is motivated by the desire to convert our technological know- how into plug & play products sold via a distribution network in the US, Canada and Europe on a mass product pricing strategy.

The Nuvolt Sensor has enabled us to make this technological transfer. What is more, when integrated into a management software, this device brings a major technical innovation to the electrical market. SMARTSCAN is an electrical network monitoring system that can predict an electrical failure and thereby prevent down time on industrial assembly lines, risks of fire, and equipment failures in commercial real estate. It may also be used as a preventive maintenance tool for livestock farms.

Nuvolt has several patents on various electrical technologies and is known as a world leader in the field of stray voltage in livestock facilities. The SMARTSCAN development project is also motivated by a strategic decision to diversify our markets that is mainly in agriculture via our subsidiary Agrivolt, to commercial buildings and industrial markets such as industrial assembly lines, and the navigation sector for commercial ships.

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFOinterviews.com**

CEOCFO: Mr. Dion, you have been with Nuvolt a long time; what was the vision way back when, and where are you today?

Mr. Dion: The company was organized in 1988 by a partner still an executive member of the company, to deal with stray voltage problems in dairy farms. That is basically how the company started. The partner found out that there was very little research have being done on the source of the problem and the impact on livestock. Gradually we went into a research and development company and after major investment to document the

problem with the use of electricity in livestock environment (dairy, pig and poultry) we acquired a strong expertise and we start designing equipment to control the problem. At the time, our R&D project, were motivated by the necessity to know what are the sources of stray voltage in the animal environment, and what are the transmission modes to the livestock. Then, we have developed a protocol of measurement and study the impact on livestock to assess the benefits from a performance standpoint if we eliminate the problem. Our know -how went beyond the border and one day we were contacted by DeLaval inc the largest dairy equipment makers, a Swedish company with sales office in Kansas City. They wanted to know more about our expertise and see if this would have any impact on the performance of their own equipment. Our business start growing in the US, we were dealing with much larger farms than Canada, more likely industrial types. Those facilities had different needs and therefore we saw a wide market potential in the development of electrical network management tools. The company than review is marketing strategy and product mix. This was about 3 years ago and we then made the decision to go for plug and play products, to deal with a distribution network and to diversify our markets. At the time, we were three shareholders and we decided to become a public company under a small cap program for small technology entity with the TSX.

CEOCFO: This will be the SMARTSCAN?

Mr. Dion: Yes the SMARTSCAN. This was the beginning of the SMARTSCAN project. We became public in July 2007

and start the SMARTSCAN research program was September 2007. It was a major technology challenge since we wanted to design a product, low cost, that would predict an electrical failure.

CEOFO: How is the SMARTSCAN able to predict a fire?

Mr. Dion: First, we locate a SMARTSCAN Sensor at the circuit breaker and it analyzes the current that flows through it, in real-time. As you may be aware, electricity has a sine wave and if there is any change in that wave, our Sensor will detect and analyze it. There is a microprocessor with a firmware in that SMARTSCAN sensor. The SMARTSCAN SENSOR has the capacity to identify any perturbation on that wave and identify the source and the problem. The result of the analysis is transfer wireless to a SMARTSCAN electrical network management software that tells the end user of a potential problem and guide him right to the solution. As an example, it will tell you, that the water pump has a bearing that is gradually deteriorating and needed to be changed. The key feature of this research project is the capacity of the sensor to detect a signal and to analyze it. Another major feature of the SMARTSCAN is the fact that the system is wireless. Therefore, when our product is used in a production assembly line, the Sensor is located right at the circuit breaker level and wireless to the software. It is very low cost and an ideal preventive tool. The PM staff will know ahead of the time what needed to be fixed and this will allow to reduce the downtime and equipment failures. The life span of equipment will improve. That is how the system works.

CEOFO: How does your device know where the problem originates?

Mr. Dion: As you know, each breaker feeds a piece of equipment and each sensor has an IP address. Any event is log in and the data are available for analysis. When it exceeds a safety threshold, there is an alarm state on the software, in a user friendly manner, that tells you about the problem and identify the equipment. The SMARTSCAN has the capacity to

read any level of frequency up to 1000 kHz. Therefore, we could detect electrical arc, short circuit, harmonics, in fact any electrical problem

CEOFO: What does your SMARTSCAN system consist of; what is it that you will be selling?

Mr. Dion: The system consists of Sensors with a Gateway, which is some kind of an interface, a Power Quality Sensor and a Management Software. The Sensors are hooked up to an interface (the Gateway), and the interface transmit data to the management software wireless.

CEOFO: Will you be selling or leasing the product; what is the revenue model?

Mr. Dion: We want to sell the product to three markets. In the agriculture market, we wish to sell through a distribution

We want to sell the product to three markets. In the agriculture market, we wish to sell through a distribution network in North America and partnership agreement in Europe. For the Commercial building sector we are targeting OEM agreement with surveillance corporation and finally for the industrial assembly lines we hope to sell license agreement and or distribution agreement as we did in the navigation market. The SMARTSCAN will be launched in February to the Agriculture market at the World Ag Expo in Tulare California. - Jacques Dion

network in North America and partnership agreement in Europe. For the Commercial building sector we are targeting OEM agreement with surveillance corporation and finally for the industrial assembly lines we hope to sell license agreement and or distribution agreement as we did in the navigation market. The SMARTSCAN will be launched in February to the Agriculture market at the World Ag Expo in Tulare California. Our subsidiary based in Kansas City has already organized a distribution network throughout United States. In the industrial market, particularly the ship business we have concluded a multimillion long term agreement, with a company based here in Canada called NavWare. They are ship architects known worldwide, that design ships and sell software equipment. When they saw our SMARTSCAN they saw the potential

world wide as a preventive maintenance tool for the ship owners. You could imagine that we could put under surveillance electrical networks of ships and use satellites to transfer the data to a centralized office, so that they can do the preventive maintenance wherever the ship is on its next stop and save time.

CEOFO: How do you get people to have faith in the efficacy?

Mr. Dion: The concept of the SMARTSCAN is in fact the expertise that we have developed over the last 10 years in livestock farms. Before we start the R&D project there were several lab tests and consulting done to determine the risk of the project. The engineering version of SMARTSCAN after several months of operations in a lab, we installed two dummies in two locations for 1 year. We did all kind of adjustments before we start designing the commercial version. The engineering version of SMARTSCAN was presented privately to international corporations in both agriculture and industrial sectors as well large insurers and underwriters. There were validation tests done by outside firms to confirm the capacity of the System to predict an electrical failure. Navware, did some tests on the capacity of the system to predict an electrical arc. They were pleased with the results.

CEOFO: I can imagine insurance companies requiring your product!

Mr. Dion: You are absolutely right! As a matter of fact, we have spent quite a bit of time with a large Canadian insurer as well as the world largest reinsurer for demonstration tests. We are now in a process of making an agreement with a Canadian insurer. Their intention is to give a premium rebate to a SMARTSCAN user.

CEOFO: It is hard to envision any reason why a company would not want the advantage Nuvolt will provide.

Mr. Dion: One of the problems when you have a small company is if you don't go into a partnership in the years to come,

you won't go anywhere with this technology. The money required to market the product, is much more than what we have already invested in R&D. It is our strategy to target a partnership within the next three years. We hope that gradually we will be able to make a partnership with someone that is already in the same field of activity or something similar where we could mix and already have a market.

CEOCFO: It is an exciting time for Nuvolt!

Mr. Dion: I think so. With the number of calls that I received over the last month or so, I have never seen something like

that. They asked me the same question as you. Could you explain to me briefly how the system works? Or when the equipment will be on the market? The struggle is behind us. We have now to raise capital to market the product. Hopefully, it will not be much of a challenge.

CEOCFO: Final thoughts, why should potential investors pay attention to Nuvolt?

Mr. Dion: The potential is hundreds of millions of dollars; it is a world-wide potential market. It could be adapted to any business. We talked about assembly line, but also with something like a re-

frigeration system. Think of your house, think of little sensor that they could put on your dishwasher for example, hook it up and send a signal to your computer. The potential is worldwide, so to growth will be tremendous. We have patents on this technology, a US patent on the hardware and the software and we have applied for international patents. Our intellectual properties is definitely an assets, however we have not the second generation of SMARTSCAN on the drawing table to keep our technological advance. The return on investment on our stock will be very high.



Nuvolt Gateway



Nuvolt Sensor



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