

Meters show the way to power savings

With the drive to reduce power costs and improve power quality now reaching industrial sites and commercial enterprises up and down the country, how do you work out where to target?

Knowing where, when and how your business uses power is the vital first step in achieving significant power savings, says Quasar Systems' Keith Hitchings, and this begins with the installation of an integrated metering solution.

Meter distributors and integration specialists, Quasar Systems Ltd, has been helping businesses manage power quality issues and identify and achieve energy savings targets for more than 15 years.

Hitchings says while power companies have invested in intelligent metering solutions for many years, small and medium-sized enterprises can also benefit from the greater breadth of power meter monitoring options to help manage their energy spend.

"Large industrial and manufacturing plants like Fletcher Steel and Fisher & Paykel Appliances know the value of real-time metering and rely on it to manage every aspect of energy use across a wide variety of cost centres. Smaller plants can benefit just the same."

But revenue metering is only one area where cost savings can be achieved.

"Metering is also commonly used to monitor the full range of a plant's vital power signs. These include over-current and power spikes; voltage sags and swells and voltage imbalance; harmonics and poor power factor.

"Each problem has a commercial implication and a cost factor. Smart operators know this and use meters to safeguard their investment in plant automation. The working life of plant can often be enhanced by monitoring these vital power issues, and attending to them appropriately."

To better help businesses benefit from tailored metering solutions, Quasar Systems has consolidated its arrangements with meter



Paul Stephens and Keith Hitchings sign on

supplier Schneider Electric and broadened the range and type of meters it offers.

In 2005 Schneider Electric purchased Canadian electronics manufacturer Power Measurement Ltd and acquired its top-end ION range of meters to add to its own PowerLogic range.

Quasar has represented ION products and the ION technology in New Zealand for 15 years and now has the benefit of local supply to expand its sales and engineering services along with the inclusion of Schneider's PowerLogic range in its line-up.

Schneider Electric marketing manager (Automation and Power) Paul Stephens says Schneider has absorbed Power Measurement's operation within Schneider Electric's business framework but retained the ION brand on its products which are now a leading part of its PowerLogic offer.

Stephens says Quasar will retain its status as Schneider's preferred systems integrator for high-end ION metering solutions.

"Quasar will continue to service the utilities sector and large industrial clients, and they now have full access to Schneider Electric's PowerLogic range of meters."

But, in taking PowerLogic to market under its own banner, Schneider is also offering ION engineered solutions with Quasar providing integration, where necessary.

"This effectively creates a second channel to market for the expanded PowerLogic range, but we'll be concentrating more on marketing and distributing the PowerLogic range to switchboard builders and through electrical wholesalers.

"We will also help Quasar grow its business in the commercial, manufacturing and light-industrial sectors," says Stephens.

Hitchings says gaining access to the full PowerLogic range with the technical backing of Schneider creates a valuable opportunity to diversify and expand its business.

"We are now offering customers metering options across a much broader range of applications.

"Together we've established a pathway for both companies to work collaboratively on large multi-faceted projects. While this is new territory for both businesses it offers a big win for customers."

Stephens says ION technology gives Schneider customers an enhanced, compatible and expanding breadth of capabilities and support.

"Bringing ION under the Power Logic brand has effectively created the world's largest unified offering of intelligent metering solutions addressing energy cost, energy efficiency, power quality and reliability." ■

For more information contact:

Schneider Electric

Phone: 0800 652 999

Web: www.schneider-electric.co.nz

Quasar Systems Ltd

Phone 03 359 7061

Email: info@quasar.co.nz

Web: www.quasar.co.nz