

## **Customer Newsletter 1/07**

### **Dear customers of Landis+Gyr and Enermet**

We are delighted to introduce this new, combined Landis+Gyr Enermet newsletter to you. It represents another step in our process of bringing these two great organisations together in order to provide you, our customers, an even more comprehensive offering as well as enhanced levels of service.

### **First integrated AMM System for multi energy purposes**

For the first time, the same AMM system and communication infrastructure can be used both in electricity meter reading and in large scale multi-energy reading. This brings tremendous efficiency and cost savings.

### **New Heat Meter UH50**

Undesired reflections are no longer a problem as the new meter boasts - amongst other new features and functionalities - the groundbreaking innovation DuraSurface that allows filtering the interfering reflections in the measuring channel. Long-term accuracy and maintenance-free operation guaranteed.

### **A pioneering wireless solution for residential metering**

Landis+Gyr Enermet will soon release a new wireless solution for residential metering called metering room. Collecting data wirelessly via local RF connectivity and GPRS improves cost efficiency and gives domestic end-users better outlook and control over their energy consumption.

### **France's network operator banks on reliability and flexibility**

Proven reliability coupled with technical competence and flexible energy solutions offered the French state network operator RTE additional security when they selected Landis+Gyr as a partner for the renewal of metering points in their grid metering system.

### **Full service for Staffanstorps Energi**

A full service solution for advanced metering makes resources and business processes flexible and enables an easy access to all metering data. Staffanstorps Energi signed a six-year contract on for the advanced metering management system Enermet AIM.

## Dear customers of Landis+Gyr and Enermet

The coming together of Landis+Gyr and Enermet in Europe combines two strong organisations with many similarities in terms of their heritage, their company values and culture as well as their dedication to providing solid metering and energy management solutions to utilities. Therefore, it has been quite easy for us to quickly form a joint team and a common approach, some examples:

- Our country sales and service organisations have already been or are in the process of being merged. This creates even stronger local sales and service companies in the Nordics, in the Netherlands and the Czech Republic as well as in Germany and allows all of our sales and service units to provide you with a broader product offering.
- Our operations, engineering and sales support organisations have been combined and organised into four focussed business units: Metering Solutions (AMM systems, solutions and services), Metering Products (full range of meters), Load Management (Systems and Receivers) and Heat Metering (Ultrasonic meters and associated systems). By combining and focussing our forces in these areas, we strive to further improve our offering from development to after sales service.

The challenges as well as opportunities that utilities face across Europe are significant and are on the increase. Bringing together Landis+Gyr and Enermet in Europe as well as taking advantage of all the expertise and experience of our colleagues across the globe will allow us to support you even better to deal with them. We look forward to doing so.

## **First integrated AMM system for multi energy purposes**

**Now, for the first time ever, an AMM system and communication infrastructure can be used for electricity meter readings as well as large scale multi-energy readings such as district heating, gas and water.**

Using the same AMM infrastructure to read several forms of energy brings tremendous efficiency and cost savings. Besides reading one's own customers' energy data information, it is now possible to provide services for other heating and water companies that operate in the same area.

The Danish Syd Energi is the first energy company in Denmark to introduce an Advanced Metering Management solution – Enermet AIM – to all of its 250 000 customers.

The ambitious project was divided in two stages, both were provided by Landis+Gyr Enermet. The first stage of 160 000 meters will be installed by Syd Energi, 120 000 meters already by April 2007. The second stage of additional 90 000 meters is a turnkey-project managed by Landis+Gyr Enermet partnering with Glenco.

Both stages will be completed by end of May 2008, says Technical Key Account Manager Andrei Munk Klarup from Landis+Gyr Enermet.

The solution includes the Enermet AIM system, integrated AMR meters, communication devices as well as deployment support and system integration.

It offers a vendor an independent Multi Energy solution optionally for wired or wireless communication load profile readings of all residential electricity customers.

## **New Heat Meter UH50**

**Long-term stability and accuracy are central for heat meters. If reflections occur in the measuring channel of supersonic heat meters, e.g. caused by deposits, the measurement is impaired and the reflections have a negative effect on accuracy. Long-term stability is not guaranteed and the maintenance effort increases.**

### **Reliability thanks to innovation**

As a response to these undesired reflections, Landis+Gyr has developed DuraSurface. DuraSurface ensures that interfering reflections in the measuring channel are filtered with the help of a special inner profile, employed in small volume measurement components up to qp 2,5. This makes the meter unsusceptible to deposits. This groundbreaking innovation guarantees a maintenance free operation with constant accuracy over many years. In this way, Landis+Gyr sets standards in measuring stability.

### **The heat meter UH50 accompanies you into the future**

Highest accuracy, maintenance-free use and an accurate measurement over years have helped Landis+Gyr to grow enormously in the area of supersonic heat meters. In order to be prepared for future market requirements, we have upgraded our current generation of heat meters – with the seamlessly following supersonic heat meter ULTRAHEAT® UH 50.

### **New features and highlights**

- Accurate and robust
- Multiple communication (2 slots)
- Simple operation with two keys
- Data logger for the monitoring of the facility
- Detailed logbook
- No smoothing sections
- Deposit-resistant all-metal measuring tubes (DuraSurface)

## **A pioneering wireless solution for residential metering**

**Landis+Gyr Enermet will soon release a groundbreaking wireless solution for residential metering. This so-called metering room solution is based on the Enermet E120Gi GPRS residential meter together with Enermet E120i meters. Collecting data wirelessly via local RF connectivity and GPRS improves cost efficiency. Furthermore, it gives domestic end-users a better outlook and control over their energy consumption.**

"This solution enables Landis+Gyr Enermet to offer GPRS functionality and reliability for the price of a PLC solution", says Antti Aumo, Vice President Marketing at Landis+Gyr Enermet.

- The solution allows energy providers to collect consumption data wirelessly via one "master" meter, with up to 48 "sister" meters located in the same metering room. "The wireless network used is reliable and immune to interference, offering energy providers and domestic end-users an easy-to-install solution without the complexity or cost of wiring", Aumo points out.
- The Enermet E120Gi GPRS residential meter features an electronic electricity meter and an integrated GPRS communication module with internal GSM antenna (external as an option) with TCP/IP communications. It doesn't only collect electricity-metering information; it can also be used to collect data from other sources, including gas, water or district heating meters.

### **Robust wireless link**

The local RF connectivity operates in the international 2.4 GHz ISM band. It enables the E120Gi to be connected to a maximum of 48 "sister" E120i meters. The meter acts as a communication gateway for its "sister" meters, sending metering data from all connected meters via GPRS technology to a remote supervisory centre. This combination is a cost-effective solution providing point-to-point communication advantages in point-to-multipoint locations.

The E120Gi with the metering room solution is expected to be introduced to the market in the second quarter of 2007.

## France's network operator banks on reliability and flexibility

**RTE (\*), the grid company of EDF in France signs a minimum 3 years contract with Landis+Gyr for the delivery and maintenance of Qualigrig ZMQ202.**

The highest flexibility of the meter has allowed Landis+Gyr to rapidly setup a configuration that perfectly fits all of the requirements of the French grid company. The meter has been awarded RTE approval in 2006 after successfully going through one of the toughest qualification programmes worldwide within the EDF laboratories as well as a field test period.

The MAP110 and MAP120 meter software tools satisfy all of the RTE requirements regarding local or remote parameterisation or verification of the meters. Landis+Gyr has also provided DLMS COSEM drivers and support for the integration within the RTE AMR system. Daily automated meter readings are carried out over PSTN networks.

Due to Qualigrig's outstanding quality and flexibility, RTE has also decided to equip its 225 kV and 400 kV cross-border line metering points with extra main and check ZMQ202 meters. These are connected to the French SCADA system over an RS485 linked to their communication bus to acquire metering data for international energy exchanges in real time.

With a market share of 40%, Landis+Gyr is a major supplier of grid meters in France.

*(\*) With the biggest network in Europe, made up of some 100,000 km of high and extra high voltage lines and 30 cross-border lines 225 kV or 400 kV, 8500 metering points and its central geographical location at the heart of the continent, RTE is a crucial player in the development of the European electricity market.*

## **Full service for Staffanstorps Energi**

**A full service solution for advanced metering brings flexibility to resource planning and business processes of Staffanstorps Energi AB in South-Western Sweden. Enermet AIM by Landis+Gyr Enermet provides the utility with an easy access to all metering data.**

Staffanstorps Energi has signed a five-year full-service contract on the advanced metering management system Enermet AIM with Landis+Gyr Enermet. The project will be completed by summer 2008 when all of Staffanstorps Energi's customers will be connected to Automatic Metering Management (AMM).

- Staffanstorps Energi will be prepared to utilise the system in the future autonomously in order to develop its customer service and to adopt tariff control, says Network Manager Stefan Wessmén at Staffanstorps Energi.

### **Functional flexibility**

Landis+Gyr Enermet is in charge of the whole turnkey project. Staffanstorps Energi will contribute field staff that will utilise hand-held PDAs integrated with the application AIM Site Manager. In the service phase, Landis+Gyr Enermet will be responsible for the operation including system and field maintenance.

Landis+Gyr Enermet will provide Staffanstorps Energi with the required metering data and reports. The solution brings functional flexibility as Staffanstorps Energi will have the option e.g. to do ad-hoc readings of real-time values or historical data from their own customer service.

The communication methods of the AIM system are based on low voltage PLC and GPRS. This is a combination of communication which, together with the AIM system architecture, offers a cost-efficient solution with high performance throughout the entire life-time of the system.

Staffanstorps Energi is known as a forerunner when it comes to embracing new technologies. The utility of 6600 customers, owned in equal shares by E.ON Sverige and the municipality of Staffanstorp, has recently invested in new types of network stations, resulting in higher reliability of services and reduced maintenance costs.