



Energy prices continue to rise but how do you find the right product to help your customer's measure, monitor and reduce their electricity usage? There is a bewildering array of products and solutions on the market – some that work – many that don't, so Craig Needham shows how a range of products can help *WireIN* electrical contractor readers provide their customers with demonstrable results and proven technologies.

If you have customers who typically spend £25,000pa or more on electricity, and are receptive to the latest proven products that will help them measure, monitor and reduce their electricity usage, cost effectively, there are a number of such energy efficiency products available that are guaranteed to help reduce electricity usage.

These energy measuring, monitoring and saving product types are:

1. Monitoring and targeting
2. Variable speed drives
3. Voltage management.

1 Monitoring & targeting (M&T)
The latest intelligent monitoring & targeting technology is a key tool in understanding existing usage and identifying which areas can deliver savings. M&T meters, accurately measure and monitor electrical energy, and also enable your customers to manage and reduce their energy usage. It builds on the principle 'you can't manage what you don't measure' and analyses and manages energy meter inputs, presenting them in clear user friendly dashboard and simple-to-use Excel spreadsheet formats.

The latest M&T products feature a low cost of entry and simple installation, and they also offer the flexibility of true scalability.



Left: Voltage management systems – such as voltage optimisation (VO) – deliver savings across the whole building rather than just individual electrical motors.

Bottom Left: The latest VSD ranges, such as this by e-efficient Energy, are simple and compact, and will deliver a return on investment of typically from six months.

Right: The latest intelligent monitoring & targeting technology is a key tool in understanding existing usage and identifying which areas can deliver savings.

3 guaranteed ways to increase your profits in 2013

by looking after energy usage

2 Variable speed drives (VSDs)
It is common knowledge that AC induction motors need variable speed drives to adjust a motor's speed and torque to closely match output requirements, rather than just running at full speed all the time. VSDs offer significant savings in electricity consumed targeting individual fans, motors, pumps and air-conditioning systems in many buildings and across thousands of applications.
The latest VSDs are simple, compact and effective and will deliver savings on every one of your customers' motors. They will deliver a return on investment of typically from six months onwards – depending upon the application and usage.



3 Voltage management
Voltage management systems – such as voltage optimisation (VO) – represent a more holistic approach compared with VSDs, as they deliver savings across the whole building rather than just individual electrical motors.
Voltage management works because the UK mains voltage is, on average, 242V whereas most electrical equipment is designed to operate most effectively at 220V. Reducing this high incoming mains voltage delivers reduced electricity bills and many other benefits.
Modern voltage optimisation techniques, plus regulation systems, can deliver up to 30% higher savings than basic step-down VO systems, and are now recognised as the leading technical systems. They offer the following:

- True voltage management – usually down to 220V
- Voltage that is intelligently optimised and regulated – not just reduced by a fixed percentage like most other VO systems available
- The maximum possible savings with a clean regulated voltage
- A guaranteed return on investment.

The Carbon Trust advocates all of these three technologies and approaches to drive down energy usage and carbon footprints.

Take a look at e-efficient Energy's website (www.e-efficientenergy.co.uk) to find how such energy measuring, monitoring and saving products can work with you to benefit your customers by helping them to significantly reduce their electricity usage.

The company is looking for partners to sell these products into Scottish and Irish markets. To find out more about how you can Partner with e-efficient Energy and help your customers deliver electrical energy savings, call 01909 569016 or visit www.e-efficientenergy.co.uk.



Craig Needham, Managing Director, started e-efficient Energy Systems in 2010 after forming a career in Power Engineering and Energy Management. Craig realised that many companies were fragmented in their approach to delivering solutions, 'either they focussed too much on selling a product or on over inflated energy savings'. In order for industry to deliver accurate and actual energy savings this needed to change. e-efficient Energy was born and along with it a range of products and solutions that first of all added value to building operation and then delivered quantifiable energy savings.