

WHAT ARE YOU DOING ABOUT METERING?

A few industry focused, thought provoking and conversation starting questions from P & J Wales Meters Limited –
The UK's Market Leading Energy Metering, Remote Monitoring, Data Collection and Billing Solutions Provider.

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Products and Services

At P & J Wales Meters Limited, with 70 years in the industry, and over 100 years combined experience, we aim to provide a one-stop-shop solution and a wealth of expertise for all of your energy metering requirements. Save having to source components from multiple suppliers and get in touch! If it's metering, or it compliments a metering installation in any way, we do it!

- **Electricity Metering** – MID Approved Single Phase, Three Phase, Pre-wired Enclosures, Bespoke Metering Panels, Smart Panels, Switchboards and Fuse Pillars, Current Transformers, Current Transducers and Relays, CT Chambers
- **Voltage Optimisation** – Residential, Commercial/Industrial
- **Lightning and Surge Protection** – Single Phase (2 Pole), Three Phase (4 Pole)
- **Power Factor Correction (PFC)**
- **UPS** (Uninterruptible Power Supplies), Generators, and Mains Power Alarms
- **Landlord Metering** (Utility Cost Recovery, Debt Recovery) – Prepayment (Coin, Card, Online, Cashless, Contactless Debit/Credit Card, PayPoint), Post Payment (Sub-metering, Data Collection, Bill Generation, BACS, Direct Debit) – for Electricity, Gas, Water, Heat and EV Charging
- **Gas Metering** – Turbine, Rotary, Diaphragm, Valves (Auto and Manual Reset), Accessories
- **Water Metering** – Single Jet, Multi-Jet, Woltmann, Ultrasonic, Irrigation, Chilled Water (CHW)/Cooling Energy Metering, Accessories
- **Heat Metering and Heat Interface Units (HIUs)** – Invasive, Non-invasive, PM Controllers, Differential Pressure Valves, Thermostatic Head and Valve Body
- **Caravan and Marina Hook-ups, Bollards & Pedestals** – Metered, Non-metered, Smart, Electricity and Water Cost Recovery
- **EV Charging** – Residential, Commercial, Fleet
- **Remote Monitoring, Billing, Cloud and Data Collection Services** – EMS and BMS Systems – design, build, install, commission
- **Data Loggers, Power Analysers and Clip-on Monitoring Kits**
- **Test and Measurement Equipment**
- **Process Instruments** – Product Counters, Sensors

Market Sectors

- **Workforce Management**
(Clocking in Machines)
- **Installation and Commissioning Services**
- **Energy Survey and Consultation Service**
- **Energy Brokerage** – we could save you money on your primary bills too!
- **Meter Accessories** – Communication and Connectivity Accessories (Modems, Aerials, Comms modules etc.), Fuses, Meter Tails, Meter Seals and Sealing Pliers (MOCOPA Compliant), Meter Installation Tools and Equipment, Terminal Covers, Blanking Plugs, Cable Shrouds, Terminal Blocks, Connectors, Meter Boards and Spacers, Galvanised Steel Back Plates, Melamine Boards and Installation Panels, House Service Cut-outs (Service Connections), Din Rail Fuse Kits, Meter Boxes, Kiosks, Hockey Sticks and Accessories, In-Home Displays.



- **Automation**
- **Building Control**
- **Caravan Parks**
- **Commercial Landlords**
- **Data Centres**
- **District Heating**
- **EV Charging**
- **HVAC**
(Heating, Ventilation, Air Conditioning)
- **Industrial**
- **Leisure Industry**
- **Marine**
- **Panel Building**
- **Power Distribution**
- **Process Monitoring & Control**
- **Renewables & Environment**
- **Residential Landlords**
- **Energy Settlement**
- **Social Housing**
- **Solar**
- **Sub-metering**
- **Switchgear**
- **Utilities**
- **Vehicle Management**

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Wholesalers

Your job is to get P & J Wales Meters Limited in front of as many of the following as possible:

- Facilities Managers
- Contractors –
Building, Electrical, Mechanical, Gas,
Plumbing, Heating, Water
- Leisure/Holiday Park Owners/FM
- Retirement/Care Homeowners/FM
- Residential and Commercial
Landlords
- Landlord Associations
- Estate Agents
- Managing Agents
- Councils

We need to be able to showcase **sub-metering** for your clients' **electricity, gas, water and heat** along with the industry's most comprehensive range of **data collection and billing solutions** to this type of clientele, **to open up new markets, get more customers** through the door, and ultimately **more money spent in your branch.**

Not everything is on the shelf, some clients need a **tailored solution**.

And by focusing solely on contractors, you are only assuming **what the end client really wants...**

This is where we come in!

Please **speak to us** while your customers are on your trade counter, **get us to call them** on your behalf, **arrange for us to meet your clients and their customers** on your behalf, and **let us do all the hard work for you.**

And if you haven't done so already, get in touch with the team about putting in one of our **Stock Profiles** and in return get one of our fantastic **POS Trade Counter Displays!**



How often do you ask your clients what they are doing about metering?

How are they currently billing their tenants for example? With over 70 years in the industry, we know that anyone including utilities in their rent, is almost guaranteed to lose money (**a single tenant leaving just 1 x 2kW electric fire on all day at the national average 17p-20p per kWh will cost £8.16-£9.60 a day!**).

Charging their tenants for exactly what they use is one of the cheapest, and simplest ways to **recover energy costs**.

As of 1st July 2020, an Electrical Safety Inspection Certificate is required with every new tenancy, an opportunity for electrical upgrades, including metering – so you have a new avenue for business if not working with landlords already.

What about rewires and board changes?

Does your client want to keep an eye on any of the circuits in the board change they've asked you to do?

Have they recently had an extension, installed a hot tub or turned their garage into a home office?

Ask the question or speak to your wholesaler about having a **metered consumer unit**.

We have a range of din rail mounted meters that clip straight in the board, saving time and space on the wall.

What about one of our Pre-wired Enclosures, Bespoke Metering Panels or Plug & Play kits, no matter how many circuits, single or three phase, saving on install time and errors and giving your clients the comprehensive data they need.

Are you sealing every meter you install?

With videos online instructing people how to bypass meters, it is imperative that installers are vigilant and ensure that every meter they install is sealed – we stock lead, nylon, and copper ferrules, steel wire, and even individually numbered, or bespoke labelled tags, and a range of sealing tools.

What about a fire-retardant meter board for mounting your meter to?

Bespoke sizes and **Melamine Coated** versions available.

It's just like ordering clips with your cable!

Homeowners

Do you really know how much things in your home are costing to run?

Do you know where you can make the biggest savings?

Without accurate physical information and data, you will never know.

Thought about turning your garage into an annexe or studio flat, and want to bill your new tenant for their energy use?

Do you have solar panels, a ground source/ air source heat pump, night storage heaters, an economy 7 primary tariff, or old primary meters and want to make sure you are being billed correctly?



Business Owners, Retirement & Care Homes, Hospitals, Marinas, Office Blocks, MOD, Council & Government Buildings

Facilities Managers and Owners, what have you got in place for managing energy and billing clients?

Are you fed up with having to physically read meters, or paying someone a wage to do so - wasting valuable time, costing money and running the risk of errors, when you can have the information emailed in the form of an invoice or report as regularly as you want, or 24/7 access on a cloud?

How are you managing your staff, ensuring productivity - we supply a comprehensive range of **workforce management and clocking in machines**.

How can you make intelligent decisions with no data? Monitoring just your **power and lighting** for a start will let you know what areas of your premises are using the most and allow you to make informed decisions on energy saving measures.

Are your machines running as efficiently as you think?

Do you know what energy saving products there are besides metering - Voltage Optimisation (VO), Power Factor Correction (PFC), Lightning and Surge Protection (LSA)?

What about controls in place to ensure your machines aren't wasting energy?

Ensure machines aren't drawing too much current for example.

What measures do you have in place if there's a power failure? We are distributors of **UPS (Uninterruptible Power Supplies)**, generators and **mains power alarms**, which can even **alert you by text** if there's a failure.

Why not meter one of your offices lighting circuits before and after upgrading to LED, to ensure you are going to make the savings you intend to before shelling out potentially thousands on a full upgrade?

Reducing your carbon footprint by accurately seeing where energy is being wasted and putting in measures to reduce your energy use and save money.

And remember, we have a team of **residential and commercial installers** at hand to provide the full package, saving clients the hassle of sourcing contractors, and the potential of long wait times for their install to happen!

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Commercial and Residential Landlords, Leisure, Holiday and Caravan Park Owners

We offer a bespoke Hook-up, Pedestal and Bollard service including **Residential and Commercial EV Charging points**.

Are you downsizing, or splitting your commercial unit down to sub-let?

Do you know the regulations regarding MID metering for billing? Any meter installed for billing after October 31st, 2016 must be MID (Measurement Instrument Directive) Approved.

Did you know that from July 1st, 2020, every new tenant requires an Electrical Safety Inspection Certificate by law?

Do you know what prepayment metering options are available that can save you the inconvenience of collecting coins, cross contamination of coins and cards (COVID19), supplying cards, fraud, worrying about break-ins, coin theft, coin acceptance issues, and manual meter programming?

Have you thought about billing for other utilities? We cover **electricity, water, gas and heat** on both residential/domestic, and industrial/commercial installs.

We have the most comprehensive range of off the shelf and **bespoke metering, data collection and billing solutions** in the industry. Whichever

way you want to manage customer utilities - prepayment, self-sufficient online **prepayment, post payment and bill generation**, and even **PayPoint functionality** for topping up in 29000+ stores across the UK - we have it covered. We even have access to **energy brokers** to provide a complete **end to end solution**.

Have you thought about recovering costs, or creating an additional revenue stream from the services you provide - EV charging, Laundry Rooms, communal kitchen, showers, sports lighting, public toilets, staff quarters, etc. with one of our billing or prepayment solutions?

Are you having to manually generate your own bills and manually invoice tenants?

We can do it for you!

We can even switch clients to prepayment including PayPoint functionality if they struggle to pay, saving awkward confrontations, and helping recover lost costs.

Because let's face it, landlords still have to pay the main bill whether your tenants pay or not!



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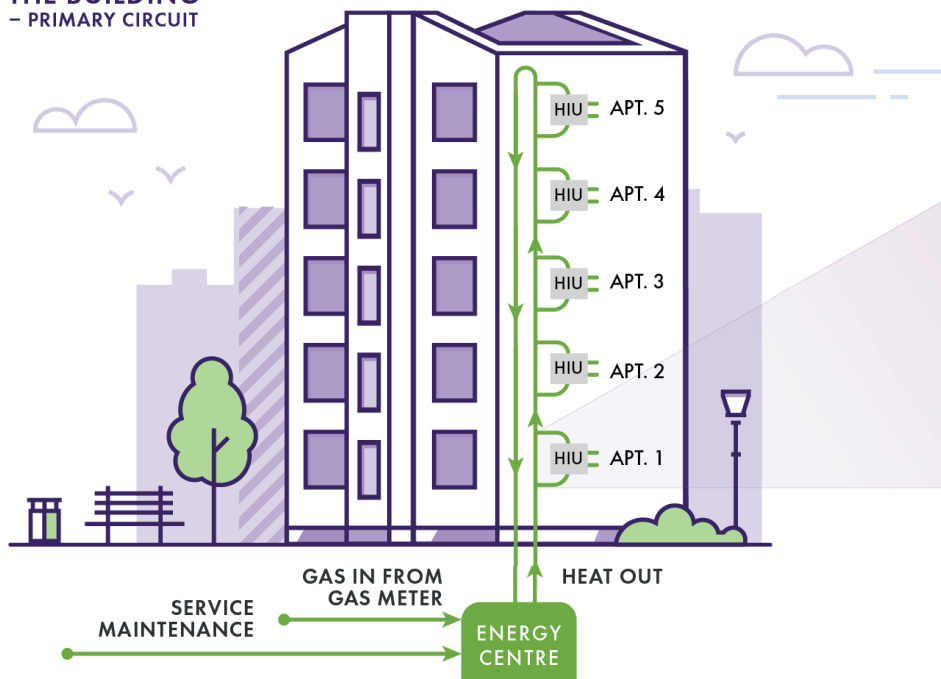
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Managing Agents/ Estate Agents

Save any confusion over tenants, and the inconvenience of having to supply cards, emptying cash boxes for multiple landlords, and managing tariff changes, by advising your landlord customer base of the **self-sufficient metering options** that are available without having to spend 10s of thousands of pounds on primary supplies.

You can now manage the utilities of multiple properties remotely and conveniently, no matter where in the world they are.

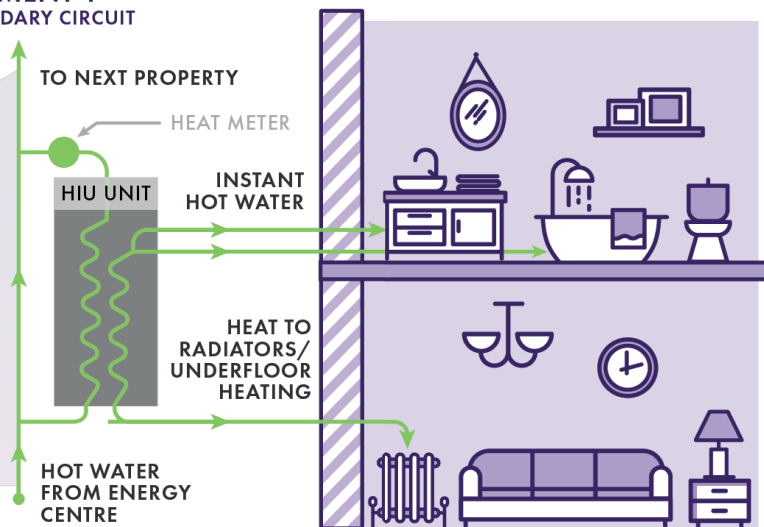
THE BUILDING – PRIMARY CIRCUIT



New build apartment project coming up – have you explored heat networks?

Having a **low carbon system** for heating and HIUs (Heat Interface Unit) instead of boilers, allowing for **recovering the costs of heating** your client's homes. Get in touch.

APARTMENT 1 – SECONDARY CIRCUIT



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