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Utilities are changing the way
they think about their customers' data.



The Expanded Role of AMI in Strengthening Customer Relationships and Improving Water Conservation

Utilimetrics, by Matt Thomas [Share](#) [f](#) [t](#) [in](#) [✉](#)

As utilities in areas across the country raise water rates to fund desperately needed infrastructure repairs and replacement, educating consumers on the true value of water can act as a "shock" absorber for rate increases, according to Avoiding Rate Shock: Making the Case for Water Rates, a study sponsored by the AWWA Water Utility Council. The study found that although consumers get upset over rate increases because of misunderstandings about the true value of a safe, adequate supply of water, a consistent, structured communications strategy helps build support for rate increases. [MORE](#)

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Utilimetrics News

Solving the Conundrum of How to Stay Constantly Connected

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In a day and age where legal pads have been replaced by iPads and your Facebook page draws more interest than the price of oil, it's important to keep your company connected constantly. Social media outlets and a strong online presence have become

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mainstays in today's business environment as well as a key personal interaction tool.
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Why I Belong to Utilimetrics



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"Utilimetrics is the leading association in the SMART grid/meter technology space for the utility industry. Its utility membership comprises some of the most innovative leaders across the electric, water and gas industries, and its vendor membership is a who's who across all SMART technology platforms.

My Utilimetrics membership has provided me with an unparalleled network of peers, consultants and providers to help guide my operational decisions as we prepare for tomorrow's technology investment decisions while leveraging what we already have implemented. In the end, this membership has proven well worth the time and investment we made."

A member of the Utilimetrics board of directors since 2007, Charlie Kiely is the assistant general manager consumer services for DC Water. Kiely received the first Utilimetrics Consumer Outreach Award in 2011.

Discover why membership in Utilimetrics is the best investment your company can make.

Take advantage of what Utilimetrics membership has to offer and join today. For more information or to apply, [click here](#).

Thanks for Renewing

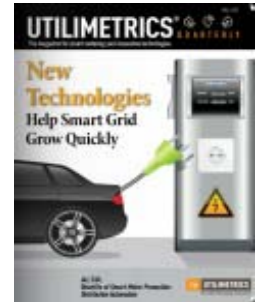
Utilimetrics Share    

Thanks to the following members who renewed for 2012 in the past week. Your support of Utilimetrics is sincerely appreciated.

A very special thanks to Howard Scott of Cognyst Advisors. Cognyst Advisors is a charter member of Utilimetrics.

- [Appalachian Electric Cooperative](#) (5-year member)
- [Cognyst Advisors](#) (25-year member)
- [DTE Energy](#) (6-year member)
- [Marquette Board of Light & Power](#) (6-year member)
- [Transparent Technologies](#) (5-year member)

Utilimetrics relies on membership dues to meet the growing education, information and networking needs of our members. Without your support we cannot continue to provide the exceptional programs and services that members have been enjoying for 25 years. If you have not yet renewed your membership for 2012, please contact [Donna Stevens](#) today.



[Autovation 2012](#),
Long Beach, Calif.
Sept. 30-Oct. 3

[Autovation 2013](#),
New Orleans, La.
Sept. 8-11

[Autovation 2014](#),
Orlando, Fla.
Sept. 28-Oct. 1



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Autovation Announcements

Reserve Your Autovation Booth Space

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Utilimetrics is already receiving booth space requests for Autovation 2012. Since 2012 also marks the association's Silver Anniversary, interest in Utilimetrics and Autovation is very high. Even if you are not sure what size booth you will need, you can ensure that your company has a prime location on the floor by submitting a deposit. For details, contact [Dan Corcoran](#) at 312.541.0567.

Submit Your Paper Proposal Today

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Utilimetrics is accepting original proposals for Autovation 2012: The Smart Utility Conference and Expo Sept. 30-Oct. 3 at the Long Beach Convention Center in Long Beach, Calif. Utility industry professionals are encouraged to submit proposals for education session paper presentations and panel discussions.

Deadline for submission is Jan. 13.

[Click here](#) for information and the submission form.

If you have questions, contact [Debby Scheck](#).

Member News

Saudi Electricity Company, GE Sign Agreement Totaling Almost \$300 Million for 6 Power Plant Expansions

General Electric Share [f](#) [t](#) [in](#) [✉](#)

GE recently signed contracts totaling almost \$300 million with the Saudi Electricity Company to supply 13 gas turbines and associated services for the expansion of six power plants at various locations across the country. The expansions will add nearly 800 megawatts of power to the Saudi grid by the summer of 2013, in time to support peak electricity demands and reduce the risk of blackouts. [MORE](#)

Starting in March, PG&E to Test Customer Energy Displays

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In March, 500 residential electric customers of PG&E — volunteers in a planned technology trial — will begin to enjoy one of the special benefits enabled by their electric SmartMeters™: in-home displays of their energy use and pricing in near real time. Many experts say the capability of today's advanced meters to network with

displays, appliances and other devices in the home is one of their prime virtues. [MORE](#)

Echelon Corporation International Success Recognized By US Department of Commerce With Export Achievement Award

Echelon Share    

Echelon Corporation has been honored with the U.S. Department of Commerce's Export Achievement Award. The Export Achievement Award is sponsored by the U.S. and Foreign Commercial Service, the agency within the U.S. Department of Commerce that works directly with U.S. companies to promote international trade and export growth, to recognize U.S. businesses that have achieved competitive success in international markets. [MORE](#)

Landis+Gyr's Smart Meter Manufacturing Facility Named 2nd Place Winner

Landis+Gyr Share    

Landis+Gyr, the leading global provider of integrated energy management products, has been awarded second place in the midsize industry category of Mexico's 2011 National Award for Energy Savings. The company received the award for energy-efficiency improvements at its advanced electric meter manufacturing plant in Reynosa, Mexico. [MORE](#)

Metadigm Expands Utility Service Business with 2nd Office Opening in Atlanta

Business Wire via MarketWatch Share    

Metadigm Services, a utility services company specializing in AMI services to utilities, announced the opening of its second Metro Atlanta office in Peachtree Dunwoody Pavilion. The company continues to grow at a rapid pace and anticipates adding over 100 employees to their workforce in the next year. [MORE](#)

Industry News

MIT Study: US Power Grid is a Big, Soft Target for Cyberattack

ITWorld Share    

The "malicious attack from Russian hackers that cracked security on an Illinois water utility and destroyed one of its main pumps turned out to be what Wired called a "comedy of errors" after interviewing the prime suspect for a story that recently ran. That doesn't mean utilities in the U.S. — especially electrical utilities — are not desperately vulnerable to attack. [MORE](#)

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