

## Triacta's smart meters break into Toronto market

By Ottawa Business Journal Staff

Wed, May 31, 2006 10:00 AM EST

Triacta has announced that a Toronto-based property management firm will install its smart electrical meters in 2,500 apartment suites.

Park Property Management of Toronto has selected the Almonte company's smart electrical meters for installation, which are designed to help facility managers take control of their electricity costs. Stratcon, a utility management company that provides billing and collection services to multi-residential markets, is handling the sale and installation as a Triacta distributor.

"This deal is the tip of the iceberg for us," says Jen Hassani, director of marketing for Triacta. "We expect more property management and development firms to make the transition to smart electrical meters in the very near future. The lineup is starting to form and we're excited to see it."

Earlier this year, the Ontario government passed the Energy Conservation Responsibility Act, which established a legislative framework for the installation of smart meters in Ontario homes and small businesses. Two weeks ago the province tabled revisions to the Landlord Tenant Act, which included introducing smart meters to rental apartments, which is expected to double Triacta's addressable market.

"We're making this investment in sub-metering because it will benefit our tenants," says Margaret Herd, vice-president of residential property management for Park Property. "When they take responsibility for their own consumption, the use of electricity drops dramatically, they pay lower rents and the majority of tenants are no longer unfairly subsidizing those who consume the most electricity."

According to Triacta, currently 85 per cent of apartment and condominiums buildings in Ontario use a bulk electricity meter and experience shows that electricity consumption drops by 15 to 25 per cent once a building is sub-metered.



Jennifer Hassani, director of marketing for Triacta. (Darren Brown, OBJ)