

In An Industry Of High-Voltage Applications, TSTM Leads The Way In Safety

It was an over-voltage accident that changed business for Greg May, president and CEO of Two Sockets-Two Meters (TSTM). In 1996, a meter on an irrigation site in Nebraska exploded, nearly killing two linemen. May, an experienced engineer, owned a meter service company in Sioux Falls, South Dakota, when he heard about the incident. It was then that he thought, “something needed to change.”

He came up with an idea to prevent these devastating accidents with high-voltage meters. After months of design, research and practical testing, May’s solution was developed – a voltage transformer called the VT-Pack. Coming up with the product, however, was the easy part.

“The utility industry isn’t easy to break into,” says May. “A product needs to go through extensive testing and quality control before putting it on the market – a lengthy and expensive process.”

But with funds from May’s meter service company and the help of some unlikely friends, TSTM and its specialized VT-Pack was born.

“One of TSTM’s direct competitors recognized the invention as extremely important,” says May. “They had the equipment and the funds to do the testing of the product, and because they felt so strongly that this was good for the industry, they generously helped us out.” In 1997, one year after May recognized the need for a specialized product, the VT-Pack was put on the market.

The VT-Pack lowers the voltage within the meter, while still allowing for accurate measurements. In other words, high voltage

can be measured without the meter itself actually carrying high voltage, offering maximum protection from lightning and other destructive over-voltage conditions. It was a solution that would change the industry for the better, but May knew that getting into larger companies would be difficult. To help, he turned to the team at DSG.

“I had a good working relationship with DSG before starting TSTM, and I felt that it was a natural fit,” says May. “The team at DSG not only understands the utility industry, but has always been a strong distributor of meters, as well. This is a very specialized area of the industry, and not many salespeople know that aspect as well as DSG.”

Since the company’s start, TSTM’s VT-Pack has revolutionized metering safety and

accuracy. TSTM has now created 11 versions of the VT-Pack that consist of one, two or three toroidally wound, highly accurate transformers. They are now being used in 50 states, as well as Canada and the Bahamas.

“DSG has done an amazing job at helping us open doors to new markets,” says May. “Our customers now include American Electric Power (AEP), the largest investor-owned utility in the United States, as well as the largest electric cooperative in the U.S. and the fastest-growing municipality in the U.S. They all recognize the need for safety in the industry, and that’s exactly what VT-Packs provide.”

The future for TSTM seems just as bright. While the metering industry moves further toward Automated Meter Reading (AMR) systems, TSTM is right there next to them.



TSTM VT-Packs are fully compatible with virtually all AMR systems.

Safer Metering Means LESS RISK and LOWER COSTS

Fully
compatible with
AMR/AMI systems,
including
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UTILITY **DSG**

It has long been a practice to strap high-voltage meters directly across 480V potential – even though at 480V the equipment is dangerous and susceptible to failure.

But not anymore. The revolutionary VT-Packs from TSTM allow you to operate meters and sockets at lower voltage. They're easy to install, cost-effective and greatly increase safety while reducing risk of fire and injury. Plus, lower failure rates mean significantly lower replacement and maintenance costs over the long term. To learn more, contact DSG.

Plus, contact DSG to learn about the full line of metering products and accessories from TSTM, including:



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