

Chinese district heating with Danish meters

Photo: Kamstrup



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District heating is common sense in itself, and good meters can further improve its efficiency. This has opened up the Chinese market for Kamstrup A/S.

By Morten Andersen

“China has had district heating for many years. But in recent times, greater focus has been placed on exploiting district heating as efficiently as possible. And this is where our meters come into the picture.”

Mikael Hansen is general sales manager for Kamstrup A/S in the Middle East and Asia. The company is a world leader in developing meters that can monitor consumption of district heating in the distribution system.

In November 2009, Kamstrup celebrated the 10th anniversary of its Chinese representation firm, which today employs 11 people. Having generated EUR 400,000 to 700,000 annually in the early years, revenues started to grow in 2006 and have now reached EUR 4.7 million.

“The significant progress is due to the fact that it has naturally taken some years to build up the business in a country as big as China, and also that the Chinese government is introducing energy efficiency programmes for both economic and climate reasons,” comments Mikael Hansen.

Kamstrup’s meters use ultrasound to measure the volume and temperature of district heating water. The measurements, which

are made every nanosecond, are converted into a value for consumption of district heating. This reveals whether there is waste or abnormal consumption in certain places.

In principle, the individual consumer’s consumption can be measured and billed accordingly, as is done in Denmark. Most of Kamstrup’s sales in China are however meters that are placed at various points in the distribution system. By improving distribution, great benefits can be achieved in the form of more energy-efficient district heating.

“In the last two years, we have also entered the market for meters for apartment complexes in China,” says Mikael Hansen, who elaborates:

“But as long as consumers are billed for a fixed amount regardless of their actual consumption, there is no incentive to measure consumption in individual households. However, it is increasingly being realised that it is expedient to bill according to consumption. It encourages more responsible energy consumption for the benefit of both the economy and climate.” ●



Kamstrup

Kamstrup A/S, which is headquartered in Skanderborg, Denmark, is an international leader in energy measurement. The company employs about 700 people and is represented in 50 countries.

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