

PQI's 2018 Fall Conference – A Great Success!

Twenty-five of our Sales Representatives, from across the USA, joined us at the Tampa Palms Gulf & Country Club for two days of discussions and product training. More than half Class of 2018 were welcomed as new PQI Representatives. We were also pleased to introduce John McMahon, who joined PQI, just a few days before the conference, as a Sales Manager.

Cynthia Cowan and Gerry Thomas, two of our longest serving, most successful Representatives, shared their sales strategies to the benefit of all those gathered.



Class of 2018

PQI introduced several new state-of-the-art products including its line of ultra-efficient, dual kVA rated Smart Distribution Transformers™. While meeting NEC's kVA requirements, these transformers automatically 'right size' to their lower kVA rating, per CSA C802.4-2013® or **nationalgrid**® guidelines, to optimize energy efficiency. Smart Distribution Transformers™ include code compliant primary and secondary circuit breaker protection, and self-contained fail-safe controls.

We also introduced our Custom Power Centers that provide cost-effective, compact and ultra-efficient power



Class in Session

sources, which can be closely matched to a designer's specific requirements. Custom Power Centers are equipped with Transformer Performance Meters™ that measure the transformers' linear or nonlinear losses and efficiency [per CSA C802.5-2016] and provide a detailed load analysis.

Stable-Wave Regulating Transformers™ are also included in our new product offerings. These devices utilize microprocessor-based controls that electronically switch taps on a shielded, isolation transformer or harmonic mitigating transformer to provide a tightly regulated output voltage. When the incoming voltage varies between +10% and -25% of the nominal input voltage, the Stable-Wave™ responds in <1 cycle to provide an output within ±3% of the nominal output voltage.



POWER QUALITY INTERNATIONAL

2404 Merchant Avenue, Odessa, Florida USA 33556

Telephone (888) 539-7712 • Website: www.powerqualityinternational.com