

Focus on the Asian Markets

Natural Gas is one of the keys to the further economic development in Asia. Natural Gas also plays a key role in the pollution control programmes for many countries and major cities throughout Asia. Natural Gas has an excellent future in the energy portfolio with many local sources in Asia.

ELSTER-AMCO has been actively doing business in Asia from the beginnings of the Natural Gas Industry. In the late 1990's the strategic decision was made to expand the business in Asia. Even though Asia was going through the financial crisis in 1997 / 1998, ELSTER-AMCO continued its investment and expansion in Asia. Besides the existing representative office in Osaka, Japan and our joint venture Sejong AMC in Korea, new ELSTER-AMCO offices were opened in Beijing, China and Singapore. Today, our Asian organization is spearheaded from Singapore with the specific support of the different production organizations in Europe and America. A strong part of ELSTER-AMCO's sales and support organization in Asia are our distributors and agents in the different markets, acting as the local interlink between our customers and the worldwide organization. With this strong interlink we can provide our customers with all aspects of local service (communication, understanding of local requirements, after-sales support, etc.) with the backup of an experienced global organization.

ELSTER-AMCO has just signed a contract to start a Joint Venture in Shanghai, China for the production of Industrial Meters together with our long-term customer Shanghai Gas Meter and Appliances Ltd. ELSTER-AMCO will continue its investment in the Asian markets and is planning to increase its presence and also its manufacturing capabilities in Asia in the future.

Being the only organization in the world that is fully dedicated to the Gas industry and has the experience and capability to provide state-of-the-art measuring, data communication, regulation, and gas utilization products and solutions, we will be the primary source for the Natural Gas Industry – not only in Asia – in the future.



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