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Australia, Hong Kong, Taiwan and Korea are classified as key accounts as they contribute to 60 % to 70 % of our revenue and are under the responsibility of Philip Lam. We are well established in these countries with capable distributors who have been with us for more than fifteen years except for Hong Kong which is a new key account.

The Indian subcontinent and South East Asia regions are classified as developing accounts and are under the responsibility of Jack Cheng. The Indian subcontinent region is promising with many ongoing projects which require regulators, skids and stations, meters and flow computers. We have a strategy in place to develop this region to be one of our key accounts. South East Asia is another key developing region with huge potential especially Singapore when natural gas comes on stream in April 2001.

China is a highly potential key market and is under the responsibility of Wang Hong who is assisted by two sales engineers, Wang Bo and Wang Xiaogang. Wang Hong has direct responsibility for Beijing, Tianjin, Shandong and also manages 3 key distributors – SIPAI in Shanghai, Wantong (Dalian) and DMC (south China). Wang Bo and Wang Xiaogang manage ten cities each in northern and western China. There is no doubt that China will be a major contributor to our success in Asia.

Japan - another country of focus. Japan is the largest gas meter market in the world but due to protectionism, penetrating the market has never been easy. As such, we have assigned this responsibility to our veteran Sales Director, K. Sakamoto, who is based in Osaka to undertake this responsibility. Mr. Sakamoto will devote his time and efforts to developing the "home" market.

