

Expanding further !

The ELSTER-AMCO group is able to look back on many successful years of business in the gas industry all over the world. The year 2000 was a particularly successful one in an increasingly challenging business environment. Deregulation and liberalization have changed the landscape in the energy and gas industry as well as for the manufacturers – competition has increased, prices have been adjusted towards market demand.

At the same time new opportunities have arisen – the need for more data acquisition, more communication, complete energy measurement systems, meter park management and other new services.

ELSTER-AMCO has focused on and served the gas industry for over 150 years. We have been alert to changes and have reacted to them with better solutions. We have taken care to satisfy specific market needs both at a global and a local level and have continuously benchmarked our products and services against those in the market.

Ruhrgas Industries, our parent company, has been successful in finding a partner with the same set of goals and attitudes and one which opens up a further door into the gas transmission and production markets – the international INSTROMET group. INSTROMET offers in addition high-precision ultrasonic gas measurement, total energy measurement, a wide variety of solutions as well as long-standing experience and success in the gas industry and is, therefore, an ideal partner for the future. The addition of the INSTROMET group expands our capabilities and reach in the gas industry. We will utilize the companies' strengths in the markets and on the technological side to serve our customers to an even better degree. Mr. Gerard F. Fischer, Managing Director of the Instromet Group, is convinced of the additional opportunities: "Instromet will expand faster through the financial strength and concentration of global sales activities in the Ruhrgas Industries Group". In the next edition of "Profiles" we will give a full overview of the INSTROMET group and its activities.

We have further expanded our presence and commitment in the Asian markets with the set-up of two Joint Ventures in China. "Shanghai Elster AMCO Gas Equipment Co. Ltd." has been founded together with our partner "Shanghai Gas Meter and Appliance Co. Ltd." and will start to manufacture industrial turbine and rotary meters in the first quarter of 2001. Together with an additional partner we have founded "Qianwei Kromschroeder Meters Chongqing Co. Ltd." to manufacture and market state-of-the-art residential gas meters for the growing Chinese market.

We wish all of our customers a bright future and an even more intensive cooperation with our enlarged group.



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