

NEW BUILDING BLOCK FOR THE MARKET DEVELOPMENT

## ***ELSTER-AMCO Starts Own Gas Meter Production in Mexico***



The ELSTER-AMCO Group has expanded its international production activities through an additional building block. A factory has been opened for the production of small residential gas meters for the Latin American and Asian markets. The chief representatives of the Mexican Gas Industry attended the inauguration held in September, 2000.

The new plant is located in an industrial area of the city of San Luis Potosi near the geographical center of Mexico and equidistance between the two largest Mexican cities Monterrey and Mexico City. With a distance of 350 km from each city, the largest potential customers are in close range.

At this time the plant is busy with the production of the BK-G1.6, a small meter, suitable for the requirements of this market which includes the outside installation. "It is a bit smaller than our smallest German meter, the BK-G2.5", comments Ingo Prasse, responsible for the technology transfer at Elster/Kromschroeder in Osnabrueck, Germany.

With this product the ELSTER-AMCO Group is in competition with Asian suppliers. "We have developed this meter specifically for the requirements of this region", says Ingo Prasse.

## INTERNATIONAL TECHNICAL TRAINING

## Guests from all over the world

In an environment that is becoming more and more complex, it is very important to train our customers and to exchange information on a regular basis if we are to ensure our continued success.

From the 9th to the 13th October, 2000, we organised another of our "Technical Training" seminars for 14 participants from 6 different countries. We were pleased to welcome guests from Columbia, China, Portugal, France and England. We always like to stress that theoretical know-how on its own is not enough and we encourage hands-on training in an attempt to increase the knowledge of our products in practical situations. We

discussed the various possibilities for using turbine meters, rotary meters, volume correctors and data loggers. We practised how to install, start up, operate and service the devices. Our trainers are already looking forward to working with our next guests from all over the world.

FROM FRANZ WINKLER, ELSTER GERMANY

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Aside from the BK-G1.6 the plant also produces a residential regulator and risers (a PE to steel pipe transition assembly) as well as parts for the worldwide activities of the Group.

The first Mexican workers were trained in Germany and the USA. It is the goal to reach a 100 percent production level with the Mexican staff, i.e. all required parts are supplied by local vendors.



Production in Latin America is not new for ELSTER-AMCO. Four years ago ELSTER-AMCO set up a production site in Argentina, where 180.000 residential gas meters are produced yearly. The German-American Group is counting on future increasing demands in this region. "This market is still in the developing stages", according to the estimation of the Headquarters in Osnabrueck.

FROM GAZETTE 6/00, RUHRGAS GERMANY