

IGA grows by developing solutions

When I joined the Group in 1999, I said that I was looking forward to not only creating a global business for IGA UK and IGA Netherlands but also to establishing the companies as market leaders in their traditional markets. Two years on and we are now seeing the very positive results of the two companies changing to meet the ongoing challenges of the developing (and developed) global gas markets.

Our strategy has been clear – respond to the customer with engineered solutions that take as their heart the high quality, high reliability components that are produced by our sister companies within ELSTER-AMCO and add value with unique, application-driven developments.

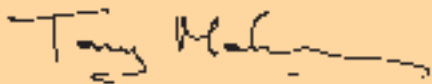
The same application-driven philosophy has been applied to the further development of the Orpheus range of underground stations with the launch of the “Series 4”. This represents a further move forward in meeting the needs of the customer with a “semi-custom” design station. Adding the below ground range to the more traditional above ground modules gives us the ability to offer the customer engineered solutions to suit every application.

With the “Series 4 Orpheus”, we have seen significant opportunities opening up particularly in markets where underground stations have been traditionally used in manufactured gas distribution systems that are now being converted to natural gas applications. These opportunities stretch from São Paulo, Brazil, to Shanghai and Hong Kong in China and are helping to make us a global player.

We do, however, continue to recognise how important it is for us to maintain our market leadership in terms of the provision of high-pressure metering and regulation stations to both Transmission and Distribution markets. To this end we are working closely with a number of key players in terms of the specification and supply of high-pressure as well as medium- and intermediate-pressure systems. Within our traditional markets of the UK, Ireland and the Benelux areas, we provide these engineered solutions from our two manufacturing facilities in Yateley in the UK and Waalwijk in the Netherlands. By operating both facilities as one continuous operation we can derive benefits not only from common purchasing and stock-holding, but also by taking the slightly different application skills of the UK and Benelux markets and by developing solutions for our various customers operating on a global basis.

Another area of our ongoing development is to recognise that not all solutions have to be made in Europe. Working closely with our sales and application colleagues in ELSTER-AMCO, we are now developing manufacturing partnerships in a number of countries. Within these partnerships we are now transferring the design and application skills together with stringent supplier accreditation.

The changes in the business have been fundamental, but we must not be complacent. We will continue to respond to the changing needs of our customers as the business environment in which they operate also continues to change.



Tony Mahoney



IMPRINT

PUBLISHER:

Elster Handel GmbH
Steinern Strasse 19-21
55252 Mainz-Kastel, Germany

EDITORIAL STAFF:

Gudrun Biedermann, Elster Germany
Trevor Billington, Elster-Jeavons UK
David Haddock, IGA UK

PLEASE WRITE TO:

Europe / Africa / Middle East:
Elster Handel GmbH
Gudrun Biedermann
Steinern Strasse 19-21
55252 Mainz-Kastel, Germany
Phone +49 (6134) 605-218
E-Mail biedermann@elster.com

The Americas:

American Meter Company
300 Welsh Road, Building One
Horsham, PA 19044-2234, USA
Phone +1 (215) 830-1800
E-Mail kpeterson@americanmeter.com

Asia / Australia:

ELSTER AG Singapore
80 Marine Parade Rd. # 09-04
Parkway Parade, Singapore 449 269
Phone +65 247 77 28
E-Mail philam@elster-amco.com.sg

AUTHORS:

Owen Beard, IGA UK
Dr. Harald Dornauf, Elster Germany
David Haddock, IGA UK
Paul Ladage, Elster Germany
Philip Lam, Elster AG Singapore
Pete Laming, Elster-Jeavons UK
Rüdiger Pfeil, Elster Germany
Matthew Plumtree, IGA UK
Richard Smith, Elster-Jeavons UK
Elinor Zhang, ELSTER-AMCO Shanghai

TRANSLATIONS:

David Mackie

DESIGN:

soho! Werbeagentur GmbH, Germany

PUBLISHING DATES:

Three times a year
Articles signed by the author
reflect his / her personal opinion