

# Expogaz 2001

As usual every other year, Expogaz took place in Paris this year. For our group, it was the first time since we took over Magnol that we have appeared under the same banner. In Nice, we were in 2 separate locations.

It was very important for our customers to actually see the complete product range and to realize that Magnol is Elster in France. We presented group products as well as Magnol-specific items such as cabinets.

We were able to discuss with key customers, who gave a clear indication of "Gaz de France's" future strategy. In the future "Gaz de France" will focus more on purchasing services and solutions than single products. An indication for this trend are tenders which have been issued for meter reading and meter replacement as an outsourced service for specific regions in France. The European gas directive will initiate further



changes in the French gas industry. Magnol is preparing to develop new services in expectation of these changes.

Magnol was able to show at the Expogaz 2001 the future oriented capabilities of the local French presence with the back up of the ELSTER-AMCO group technology and experience.

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