

## 20 INCHES, STAINLESS STEEL

# We are flexible!

At the end of April, Yokogawa, our representatives in South Africa sent us an inquiry for six turbine meters. The housings for all six of them were to be made of stainless steel! At first, we thought it was a mistake. After all, we often get enquiries where the materials are not correctly specified. Stainless steel? We thought, 'Who would buy a bicycle made of gold when you can get a perfectly good one made of aluminium?.'



So, we got in touch with our representative and asked him to sort out the misunderstanding. It was sorted out very quickly – the customer really did want stainless steel housings!

OK, stainless steel it was to be. After consulting the relevant segment within ELSTER, we decided it was indeed unusual but shouldn't cause any problems. The Head of Purchasing asked suppliers for offers for these high-grade housings and a short time later, we submitted our offer to our customer in South Africa. An offer that was certainly a little bit more expensive than usual. You would probably get a golden bicycle for this price but, fortunately for us, the customer wasn't interested in bicycles but in our turbine meters, plus a spare cartridge for each diameter. This was actually a rather strange challenge for ELSTER but, nevertheless, an interesting order.

Time was, as always, of the essence. We agreed on a production plan with the customer as well as a vendor data requirement plan which we were sure we could meet. Everything went to plan and in the end, the turbines were delivered in September, two weeks ahead of schedule.

In South Africa, a huge pipeline is currently being laid between the Temane/Panda fields in Mozambique and the final station near Sasol Secunda. The project is right now shortly before completion. It is 895 km in length and the pipe diameter is 66 cm. The pipeline will be hooked up to the South African grid via the Sasol Secunda chemical works. Since the sixties, the old gas grid has been built up by Sasol on the basis of town gas and now the grid is to be converted to natural gas.

Today, Sasol has over 1500 km of gas pipeline and supplies around 650 industrial customers. The ELSTER stainless steel turbine meters will begin operation in the Sasolburg chemical works at the beginning of 2004 and will be used to meter the natural gas from Mozambique.

If you have any special requests, just get in touch. Remember, we are flexible!

**ROBERT KLINGEBIEL, ELSTER GERMANY**

*klingebiel@elster.com*