

TRAINING CONFERENCE IN MALAYSIA:

## Asia Pacific Distributors Meeting



It was a memorable event for all of us as the list of participants included our Chairman Dr. Gerhard Eschenröder of RUHRGAS INDUSTRIES, as well as representatives of ELSTER, AMCO and ELSTER METERING. All in all, we registered a strong attendance of nearly 70 people comprising distributors, trainees and our own ELSTER-AMCO staff.

In his keynote speech, Dr. G. Eschenröder reinstated the fact that with the recent acquisition of ABB metering we are now by far the largest meter supplier in the world for water, gas and electricity meters. He also underlined that Asia is a growing region and we should explore opportunities and synergies between different business units to maximize our coverage in this region. Both ELSTER and AMERICAN METER management confirmed their commitment to Asia in terms of sales support, investments in new products, providing systems & solutions, services and competitive pricing.

ELSTER-AMCO Asia has been growing strongly over the last five years and has achieved a major market share in key markets. At this current level, we envisage a significant growth in the next few years with a major focus on the growing countries like China, India and S.E. Asia. As for the training seminar, we went beyond the basics by tailoring our training towards systems, electronics and

flow computer products from FLOW COMP, who were participating in this conference for the first time. A class test was conducted at the end of the training session and Mr. Muhammed Saeed Khan from Pakmaco Pakistan and Mrs. Evelyn Foong from Industrious Horizon Malaysia emerged as joint winners.

The conference ended with a grand finale dinner and a presentation of awards to the top distributors and achievers. The most "outstanding" distributor award went to Email Metering Australia. Pakmaco, Sejong-AMC and System Control won special recognition from ELSTER, AMCO and ELSTER-JEAVONS respectively for their sales achievement and dedication. Other "Achiever" awards were also presented to distributors and our sales staff for achieving their sales targets over the last two years.

A special "Friend of Asia" award was presented to Dr. Harald Dornauf in recognition of his dedication to the training of distributors, customers and staff in Asia.

In conclusion, we would like to take this opportunity to thank everyone for their participation and contribution to the success of this conference and look forward to our next conference in 2006.

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