

Elster-Instromet *Organisation*

As a result of the merger, there will be a few changes in the organisation. These changes concern production sites and our sales organisations. The employees in the sales organisations are the direct link between the customers and the company and are therefore an extremely important factor.

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Getting as close to the customer as possible has always played a significant role for us and this can clearly be seen in the large number of local sales offices and representatives.

Local presence will also be a key to success in the future and, therefore, we will do our utmost to strengthen our local organisations and bundle our resources to the benefit of our customers. Technical expertise, especially with regard to the new product portfolio, is of particular importance to us.

Detailed information on our local activities will be announced shortly by the local organisations themselves.

Our two main sales bases in Essen (Belgium) and Mainz-Kastel (Germany) are always at your disposal should you require any support. These two sites can provide information on all of our products and services as well as extensive support for your local sales partners.

These employees also provide the link between our sales organisations and you, and they are responsible for the efficient management of everyday tasks as well as the processing of more complex orders.

If there is anything we can do for you, please do not hesitate to contact one of our employees.



Elster-Instromet *Product Managers*



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