

Nothing is as constant as change

You will probably have noticed that the general appearance of our magazine has changed. This is a result of changes within our organisation, changes which we would like to tell you about in this issue.

The most important change concerns the merger between the Elster Group, with its main sites in Mainz-Kastel and Osnabrück, and the Instromet Group with its headquarters in Essen, Belgium. The merger was completed on June 1st, 2005 and the new group will operate under the name Elster-Instromet.

We are fully aware that changes can be perceived as being risky and, with this in mind, our decision was examined thoroughly over quite some time and we have taken a number of measures to avoid risk.

As you will surely know, the Instromet Group has belonged to Ruhrgas Industries GmbH since the year 2000 and the Elster Group has been part of the same organisation since as far back as 1985. Under the umbrella of Ruhrgas both companies have undergone a positive development over the last few years and have managed to strengthen and expand their respective market positions. However, in order to meet the new and fast-changing requirements in the world markets, it is necessary to make a special effort, particularly with regard to local presence, but also when it comes to the range of products and services. All of this led us to make this move at this particular moment in time so that we can face these changes more efficiently.

Of course, conditions will continue to change and markets will continue to develop and we must be in a position to react to this. Heraklid's saying, 'Nothing is as constant as change' is still very much valid today. Nonetheless, at this point we would like to assure you that the customer, the person, will always be at the forefront as far as we are concerned. We will make sure that you will continue to get high quality and service from us.

In the following pages we will give you more details concerning the merger. For example, we will present our extensive range of products and services arising from the merger of the two companies and introduce our product managers, who provide you with an important link to our development departments. And our colleagues, both in-house and in the field, will provide answers to any questions concerning our products.

We will continue to keep you up-to-date but if you should have any questions in the meantime, please get in touch with us, we'll do what we can to help you. Here's to the new era of Elster-Instromet.



Johan Cnossen
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