

2008 – a year of big decisions

Without doubt, 2007 was a year during which we have been forced to rely on your patience. After being through all this, we can now fully focus on the tasks and challenges lying ahead of us. The year 2008 shows all the signs of being the year of big decisions in the history of gas metering. "Smart metering" is the slogan that is surging through this industry. In contrast to the "static meter" and the "AMR" hype we have seen during past years and decades, the right conditions have now been put in place that make it possible for investments to be made in an infrastructure for recording and forwarding meter data. Global efforts to reduce greenhouse gases have ensured that a great deal of focus is on energy consumption and therefore also on metering and visualisation of consumption data, which of course includes frequent billing based on true values.

However, "smart metering" is not yet a fixed term. In fact it has not yet even been defined properly. If we look up the word "smart" in the dictionary, we will find descriptions such as stylish, clever, cute or capable which at least provide an idea of the ultimate destination. Different conditions prevail in almost every energy supply environment, each one of which may make other solutions appear clever or stylish - but may also make them appear not to be clever or stylish at all. A range of solutions will be produced for "smart metering", each of which is "smart" in its own way – or maybe the opposite if wrong decisions are made.

But before a solution can be put in place, it will first have to be found. This process will require a great number of decisions to be made, which will ultimately result in a solution. Is it possible to follow a route

together with the electricity suppliers? How much data do I actually require? Do I need hourly values or will daily values suffice? Am I prepared to take the consequences if I demand hourly values? What value will a battery-free solution have and how can I assess the total costs of a product over its complete lifecycle? Is it really smart to have a remote control valve in every gas installation and will the solutions offered for this then also be truly SAFE or are they just cheap enough to make my decision easy?

Elster develops concepts and solutions for many different forms of smart metering. We want to provide you with advice and support in your decision-making processes. Our solutions are aimed at reducing overall costs whilst still giving priority to gas safety. Despite all the talk about smart metering, we believe that we should never forget that our industry is based on bringing the clean energy that is natural gas safely and at low cost to the customer - and this is something that we wish to continue doing for years to come. One can be smart if one has both of these aspects under control.

We would like to express our gratitude for the trust you have shown in us during 2007 and we would like to wish you a successful 2008, hoping it will be a year in which all your decisions are smart and bear fruit.

Yours



Peter Hampel
Director of Sales



Publisher:

Elster GmbH
55252 Mainz-Kastel, Germany
www.elster-instromet.com

Editorial staff:

Gudrun Biedermann, Elster-Instromet
Trevor Billington, Elster-Jeavons, UK
Philip Lam, Elster Asia, Singapore

Please write to:

Europe / Africa / America / Australia:
Elster GmbH
Gudrun Biedermann
Steinern Strasse 19-21
55252 Mainz-Kastel, Germany
T +49 (6134) 6 05-2 18
E gudrun.biedermann@elster.com

Asia:

Elster-Instromet
Philip Lam
80 Marine Parade Road
09-04 Parkway Parade
Singapore 449269
T +65 62477728
E philam@elster-amco.com.sg

Authors:

Jürgen Decker, Germany
Andreas Dirks, Germany
Thorsten Höning, Germany
Dr. Joachim Kastner, Germany
Patrick Keiffer, Germany
Paul Ladage, Germany
Daphne Lim, Singapore
Carsten Lorenz, Germany
Rüdiger Pfeil, Germany
Michael Rabenau, Germany
Paul Webster, UK

Articles signed by the author
reflect his/her personal opinion

Picture page 6/7 ©iStockphoto.com/mevans
page 11 ©iStockphoto.com/landbysea

Publishing dates:

Three editions for the year 2007