

Fuel for economic growth

This is no editorial about the economic crisis. If you are expecting a description of to what extent the current economic developments are affecting our lives at Elster-Instromet, this will probably disappoint. Instead, we would like to share some views about what we do best – gas metering. This has been our core activity for over 160 years and we still love it.

Natural gas provides about a quarter of the total energy demand. Worldwide gas production and consumption is steadily increasing by approximately 3% per annum and new discoveries have been pushing up the total estimated reserves. From an environmental point of view, gas is gaining popularity over coal and oil as it is cleaner.

Here at our "Integrated Metering Solutions" Division, we are excited about the projects achieved in the past and those still in the pipeline. Our knowledge and experience in numerous partial projects are used continuously to derive and implement a total solution for our customers. Our Engineering Manager talks passionately about finding solutions within projects: "We do two things: we supply metering equipment as lose components and we offer Total Integrated Solutions – That's a totally different ball game.

Our products play a significant role within these solutions. We focus on the full process, which we address together with our clients. Our customers want advice. This is a distinguishing factor for Elster-Instromet. One of the ways we help, for example, is by drafting specifications for gas transport companies and gas operators. Once the project is allocated, we provide a turnkey solution in cooperation with the client. The client may provide the civil engineering while we are responsible for project management, technical engineering and any third-party purchases. We take on the investment, the maintenance and, most importantly, accurate metering.

"Seven million m³ of gas is crying out for accuracy", one of our customers once said. We could not agree more. There is an undeniable need for absolute accuracy when transporting large volumes of gas. Deviations can easily amount to hundreds of thousands of euros per day. It is here in particular that our solutions add value. With smart combinations of the most suitable products, we reduce metering uncertainty while concurrently monitoring all processes. Besides accuracy, it is reliability and confidence that ultimately matter.

Our project engineering mainly takes place in Belgium, the UK, India and Malaysia. We invite our clients to inspect our solutions prior to dispatch. This may include extensive Factory Acceptance Testing (FAT) in preparation for delivery of the project. Next, we send out a team of on-site commissioning engineers to supervise the construction and start-up of the plants. Our department is involved in all areas, from advice to implementation and maintenance. We thrive on complex projects. What a great job!"

As you can see, Elster-Instromet is one of very few companies capable of providing total station and system solutions that deliver energy flow measurement systems from their own product portfolio. This fills me with confidence that Elster-Instromet is in a good position to move forward with a strong strategy for the future. Gas transmission infrastructure will continue to be built to fuel the economic growth. Sounds good to us.



Jacob Freeke
Sales and Marketing Director
Integrated Metering Solutions
Elster-Instromet NV



Publisher:
Elster GmbH
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www.elster-instromet.com

Editorial staff:
Gudrun Biedermann, Elster Germany
Paul Webster, Elster Instromet UK
Jack Cheng, Elster-Instromet Singapore
Nick Williams, Elster Instromet UK

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 Sdn. Bhd. (Singapore Branch)
Jack Cheng
160 Paya Lebar Road
#04-01 Orion@Paya Lebar
Singapore 409022
T +65 62477728
E jcheng@elster-instromet.com.sg

England:
Elster Metering Ltd.
Steve Case
Tollgate Business Park
Beaconside, Stafford
Staffordshire ST16 3HS, England
T +44 1785 275306
E steve.case@gb.elster.com

Authors:
Addy Baksteen, The Netherlands
Bernd Brendemühl, Germany
Kenneth Borghouts, Belgium
Dr. Joachim Kastner, Germany
Patrick Keiffer, Germany
Rüdiger Pfeil, Germany
Tom Pleysier, Belgium
Nick Williams, UK
Thomas Wenz, Germany
Jurgen de Wijs, Belgium
S.W. Yao, Malaysia

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