

Series: Introducing you to a company with tradition and future – Elster

EISB, Malaysia – your partner for gas in the Far East

As a responsible metering product manufacturer, the Elster-Instromet Group responded to its customers' increasing demand for swift technical services by setting up the Southeast Asia (SEA) Regional Office in Kuala Lumpur in late 1999.

Sealing the deal with Hyundai/Talisman in 2001 at the tender age of two, presented the company with great challenges. The young company was awarded the contract for a turn-key offshore gas metering station with a value of USD 2 million which involved supplying a dual-stream ultrasonic metering skid with a rating of DN 300 1500# RTJ.

Staff were put to the test when they were required to include a spare metering run in the station design despite the limited space on the platform. This was the first time a Q.Sonic-5S ultrasonic meter had been installed in Malaysia using only a 10 DN upstream straight pipe, thus marking a new industry standard. The total solution comprised all field instruments, motor-operated valves (MOV), gas chromatographs and flow computers with cabinets as well as the redundant supervisory suite ISS.

In this project, the company was supported by the Essen office (Belgium) which supplied all key components. The Malaysia team took full responsibility for the skid manufacture and managed the integration of the complete system.

Nothing came easy, especially due to the fact that this was the first offshore UFM station in Malaysia operating at such a high design pressure (150 barg). One of the crucial factors for the successful implementation of this project was the unique patented design of the Q.Sonic matrix path.



Shanghai LNG Peak Shaving Project

It was this very first offshore EPCC metering project that transformed the company from a minimal-scale operation to a broad-range company offering enhanced services in the field of design, engineering, procurement and construction of complete system solutions. The experience gained from this project then set the direction of the company. Since then, and in line with the expansion of the gas utilization market in Southeast Asia, the local organization has grown over the years – both in terms of revenue and staff size.

The track records of the company are proof of the confidence shown by major oil and gas field operators in the region such as Shell, Petronas, PetroVietnam, etc.

Following the merger of the Elster Group and the Instromet Group of Companies in 2005, the company changed its corporate name.



EISB (Elster-Instromet Sdn. Bhd.) successfully secured its first Middle East project and built its first big metering station with DN 750 ultrasonic gas meters. For this, the project & engineering team came up with

an innovative approach and introduced the "modular" concept into skid design.

In 2006, a branch office of Elster-Instromet Sdn. Bhd. was set up in the Republic of Singapore to take over and manage the former Sales Representative Office of the Elster Group. With this consolidation, the wide range of products from Instromet and Elster covering all areas of measurement, regulation and control continued to be made available to EISB's customers.

is to link the Northwest border of China's Xinjiang province to Shanghai and most of China's coastal cities. EISB was proud to be selected as one of the main metering technology vendors of the RMB 142.2 billion mega project for a pipeline with an overall length of more than 8700 km, making it the longest natural gas pipeline in the world, with an estimated annual gas transportation volume of 30 billion m³/year for up to 30 years. Between 2008 and 2010, more than 150 high-cube containers (40 ft) with more than 90 metering stations

Thus, EISB has invested in a training programme and offers a professional training course on integrated metering systems to both its customers and staff. This provides high-grade added value to Elster's range of products which has a positive impact on customers' loyalty towards the brand.

Company information:

- 50 employees of which 80% technicians
- Total surface area of company: 890 m²

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Western part of WEPP II



Metering station ready for shipment



Pre-shipment inspection



EISB team

During the same year, EISB forayed into the Chinese market, thanks to the joint efforts of the Beijing and Shanghai sales teams, and won the contract for a 6-stream skid metering station with DN 300 ultrasonic gas meters. This represented a first foothold in China. Continued cross-regional collaboration (Essen/Mainz/Silvolde/Dortmund/Beijing/Kuala Lumpur) helped EISB to secure many more metering station orders in China. In addition, the company succeeded in winning contracts from PetroChina for Phase II of its West-East Gas Pipeline Project (WEPP II). This pipeline

were shipped, making Elster a brand name to be reckoned with in China's ultrasonic metering solution market.

Today, EISB directly covers countries such as Malaysia, Singapore, Indonesia, Vietnam, Brunei, Pakistan, Bangladesh, Japan, Hong Kong, Korea and Taiwan.

The capability to provide sound engineering for integrated metering solutions coupled with excellent after-sales support is considered the key to continuing corporate success.

EISB (Elster-Instromet Sdn. Bhd.)
Malaysia/Singapore

