

The Scott Report: AMR Deployments In North America

4th Quarter 2005

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2. Overview of the Data

The table below shows the summary of annual electric, gas and water shipments historically along with the 1Q05, 2Q05, 3Q05 and 4Q05 results and the full year shipments for 2005. The blue color indicates that it contains both reported data and projections.

Though the 2004 annual shipments were lower than 2003, 2005 again showed growth and achieving shipments above the level of 2003.

The year started with a slow recovery from 2004, but through the fourth quarter all sectors are running above the 2004 levels and both electric and gas are running above the compounded growth rates from 1999 through 2003 (the strong growth years).

Utility Type	4Q05	3Q05	2Q05	1Q05	Annual '05	Annual '04	Annual '03	Annual '02	Annual '01
Electric	2,192,140	1,841,342	1,652,210	1,479,203	7,164,893	5,543,212	6,422,711	5,508,493	4,787,401
Gas	1,106,749	641,033	598,870	496,729	2,843,382	2,049,940	2,367,240	1,942,668	1,593,179
Water	956,838	887,459	935,142	872,716	3,652,154	3,245,892	2,861,517	2,294,747	1,672,394
Misc	0	0	0	0	0	0	0	0	0
Totals:	4,255,727	3,369,834	3,186,222	2,848,648	13,660,429	10,839,044	11,651,468	9,745,908	8,052,974

The table below lists the summary of cumulative electric, gas and water shipments historically plus the 1Q05, 2Q05, 3Q05 and 4Q05 results and the full year shipments for 2005. The columns labeled "1Q05 Cum," "2Q05 Cum," "3Q05 Cum" and "4Q05 Cum" show cumulative shipments to North America for the entire AMR industry through the end of that quarter.

Utility Type	4Q05 Cum	3Q05 Cum	2Q05 Cum	1Q05 Cum	Cumul. '05	Cumul. '04	Cumul. '03	Cumul. '02	Cumul. '01
Electric	43,855,635	41,663,496	39,822,154	38,169,945	43,855,635	36,690,742	31,147,530	24,724,819	19,216,326
Gas	22,861,852	21,755,103	21,114,070	20,515,199	22,861,852	20,018,470	17,968,530	15,601,290	13,658,622
Water	18,814,700	17,857,862	16,970,404	16,035,262	18,814,700	15,162,546	11,916,654	9,055,137	6,760,390
Misc	0	0	0	0	0	0	0	0	0
Totals:	85,532,187	81,276,461	77,906,627	74,720,406	85,532,187	71,871,758	61,032,714	49,381,246	39,635,338

3. Annual Shipments

The table below shows the annual shipments by vendor. As in previous reports, the vendor is the entity that sold the project. The data in green is the latest reported by the vendor for 4Q05 , 3Q05 , 2Q05 and 1Q05, the red is a projection and the black data is historical (2001 through 2004). As in Section 1, the blue data is a mix of extrapolated and vendor-supplied data. The vendors with no shipments for 2005 plus the miscellaneous data are in the category "41 Others." The old Schlumberger electric data is combined with the Itron data, because they are now a division of Itron. All of Schlumberger's history has been attributed to Itron, which is consistent with The Scott Report's handling of other acquisitions in the AMR industry. Note that Cannon and Comverge did not report annual data for 2005, so no projection is reported for them.

Vendor	4Q05	3Q05	2Q05	1Q05	Annual '05	Annual '04	Annual '03	Annual '02	Annual '01
Itron	2,236,725	1,892,198	1,587,463	1,305,710	7,022,096	4,962,850	5,728,820	4,221,244	3,031,246
DCSI	332,422	332,421	332,421	332,421	1,329,685	1,600,217	1,480,862	1,152,932	686,971
Hunt	238,001	238,001	238,001	238,002	952,005	588,067	525,710	520,950	446,867
CellNet	552,063	86,079	125,991	111,845	875,978	611,708	1,053,549	1,490,595	2,078,031
Badger	205,231	215,774	222,838	209,379	853,222	726,340	644,413	609,894	490,960
Neptune	212,989	203,059	196,485	202,242	814,775	574,526	406,693	344,217	181,112
Sensus	178,864	133,676	163,891	161,815	638,246	540,491	435,498	366,230	357,511
AMCO/Elster	68,167	76,261	119,444	113,400	377,272	479,676	505,755	305,029	318,343
Master Meter	104,484	54,796	85,043	62,301	306,624	242,457	164,097	69,134	37,047
Datamatic	50,864	50,864	50,864	50,864	203,454	220,851	182,733	134,470	84,570
Hexagram	41,284	41,523	41,663	52,063	176,533	253,930	166,416	131,530	30,100
AMDS	25,675	25,675	0	0	51,350	1,425	0	0	0
SmartSynch	1,654	12,400	15,110	1,915	31,079	14,421	10,391	8,573	22,237
First Point Energy	3,473	3,472	3,470	3,470	13,885	9,459	27,565	17,116	0
muNet	1,706	1,243	1,242	1,242	5,433	2,823	0	142	188
Trilliant	1,332	1,331	1,330	1,327	5,320	2,144	10,618	34,298	31,941
Metretek	567	835	742	428	2,572	2,402	8,838	3,349	4,488
Silver Spring Ntwks	126	126	124	124	500	350	1,175	1,200	2,791
Reactel	100	100	100	100	400	300	0	891	500
RAMAR	0	0	0	0	0	0	262,328	241,771	192,624
Cannon	0	0	0	0	0	0	20,238	24,674	31,075
Comverge	0	0	0	0	0	0	9,000	14,110	2,299
41 Others	0	0	0	0	0	4,607	6,769	53,559	22,073
Totals:	4,255,727	3,369,834	3,186,222	2,848,648	13,660,429	10,839,044	11,651,468	9,745,908	8,052,974

The table below lists annual shipments of gas AMR units by architecture. Those with no expected shipments in 2005 plus the miscellaneous data are grouped together in the category labeled "16 Others."

Architecture	4Q05	3Q05	2Q05	1Q05	Annual '05	Annual '04	Annual '03	Annual '02	Annual '01
Itron	745,821	577,611	513,124	376,130	2,212,686	1,477,284	1,777,197	1,403,160	767,888
CellNet	320,938	28,017	36,223	34,470	419,648	138,589	287,735	382,520	595,685
AMCO/Elster (Trace)	16,834	25,749	35,734	72,431	150,748	212,779	219,608	106,416	150,785
Hexagram	16,742	4,000	8,226	8,448	37,416	196,321	58,979	20	0
Datamatic	4,496	4,496	4,496	4,496	17,985	8,568	500	100	0
Metretek	564	832	741	428	2,565	2,322	2,828	2,572	4,158
Orion	1,025	0	0	0	1,025	4,707	0	0	0
First Point Energy	163	163	162	162	650	0	250	0	0
Trilliant - Telephone	145	145	144	144	578	643	1,697	1,635	6,839
Trilliant - Wireless	21	20	20	20	81	700	35	0	0
TWACS	0	0	0	0	0	3,320	14,366	3,504	52,590
Silver Spring Ntwks	0	0	0	0	0	0	125	250	512
16 Others	0	0	0	0	0	4,707	3,920	42,491	14,722
Totals:	1,106,749	641,033	598,870	496,729	2,843,382	2,049,940	2,367,240	1,942,668	1,593,179

5.4 Cumulative Shipments of Gas AMR Units

The table below shows the cumulative shipments of gas AMR units by vendor. The color coding is the same as in previous tables. Entries for no shipments in 2005 plus the miscellaneous data are grouped together in the category labeled "14 Others."

Vendor	4Q05 Cum	3Q05 Cum	2Q05 Cum	1Q05 Cum	Cumul. '05	Cumul. '04	Cumul. '03	Cumul. '02	Cumul. '01
Itron	18,145,676	17,399,855	16,822,244	16,309,120	18,145,676	15,932,990	14,455,706	12,677,699	11,277,787
CellNet	2,627,609	2,306,671	2,278,654	2,242,431	2,627,609	2,207,961	2,069,372	1,781,637	1,399,117
AMCO/Elster	1,486,186	1,469,352	1,443,603	1,407,869	1,486,186	1,335,438	1,122,659	903,051	793,387
Hexagram	293,961	277,219	273,219	264,993	293,961	256,545	60,224	1,245	1,225
DCSI	95,953	95,953	95,953	95,953	95,953	95,953	92,633	78,267	74,763
Metretek	76,866	76,302	75,470	74,729	76,866	74,301	71,979	69,151	66,579
Datamatic	27,153	22,657	18,161	13,664	27,153	9,168	600	100	0
Trilliant	16,345	16,179	16,014	15,850	16,345	15,686	14,343	12,611	10,976
Badger	5,732	4,707	4,707	4,707	5,732	4,707	0	0	0
Silver Spring Ntwks	1,128	1,128	1,128	1,128	1,128	1,128	1,128	1,003	753
First Point Energy	955	792	629	467	955	305	305	55	55
14 Others	84,288	84,288	84,288	84,288	84,288	84,288	79,581	76,471	33,980
Totals:	22,861,852	21,755,103	21,114,070	20,515,199	22,861,852	20,018,470	17,968,530	15,601,290	13,658,622