



Dear #name# #surname#

December 2019, Volume 18, Issue 12

### AMS Christmas Break Closure

AMS will close for the Christmas break at 2.00 pm on Friday 20th of December 2019 and re-open on Monday 6th of January 2020 at 9.00 am.



A MERRY CHRISTMAS AND A HAPPY NEW YEAR from all at AMS Instrumentation & Calibration Pty Ltd

### AMS Casual Friday / Christmas Donations

AMS Instrumentation and Calibration/ Trimec Flow Products / AMS Water Metering will again donate \$3,500 to the Cancer Council Australia. to fight a variety of cancer diseases. Cancer comes in many forms and affects many people in different ways, either personally or through connections.

Find out more about at their website [Cancer Council Australia](http://www.cancer.org.au)



AMS News

2019 was not quite the year we had hoped in January with the year ending below budget. There were some highlights though with the analytical division having its best year yet that saw some 20% growth over the previous year. The first year of Bronkhorst also proved to be good with very good sales and now the time for consolidation. We look forward to 2020 with renewed optimism with some great new products coming out that will certainly please a lot of our customers.



Sales Meeting

The sales meeting just before the Christmas break proved to be invaluable with participation from all to discuss not only sales budgets and strategies, This year a lot of the time was taken up with technical training on various products, like Bronkhorst, Michell, NTron and the latest release from Beamex, the MC6-T temperature calibrator, which was released only a couple of days ago. The feeling at the sales meeting was a positive outlook for 2020.



Dion Houtman

As per previous years AMS offers a reward for exceptional performances. In general this has gone to sales offices or a department, but as last year it was decided to give it to an individual that has given soo much to the company. Dion Houtman who was only appointed product manager - analytical a few years ago made that division his own and made it grow substantially since than. It was a steep learning curve, but in typical Dion fashion he took it on with both arms and succeeded, making Dion a well deserved recipient of the 2019 reward.

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