

The Scott Report: AMR Deployments in North America

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1.4 Largest AMR Projects

This section presents the largest AMR projects in several different categories.

GAS

Utility Name	Shipped thru '04	Vendor	Architecture	City	St,Prov.
Minnegasco, Inc.	1,085,554	Itron	Itron	Minneapolis	MN
Atlanta Gas Light Co.	1,054,509	Itron	Itron	Atlanta	GA
Peoples Gas Light & Coke Co.	953,425	Itron	Itron	Chicago	IL
Public Service Co. of Colorado (New Century Energies)	936,852	Itron	Itron	Denver	CO
Washington Gas Light Co.	864,711	Itron	Itron	Washington	DC
Boston Gas Co.	811,693	Itron	Itron	Boston	MA
Questar Gas	796,935	AMCO/Elster	Trace	Salt Lake City	UT
Puget Sound Energy	717,900	CellNet	CellNet	Bellevue	WA
Keyspan Energy	627,257	Itron	Itron	Misc.	NY
Niagara Mohawk Power Corp	614,404	Itron	Itron	Syracuse	NY
Philadelphia Gas Works	604,054	Itron	Itron	Philadelphia	PA
Missouri Gas Energy	586,513	Itron	Itron	Kansas City	MO
PECO Energy Co.	531,504	CellNet	CellNet	Philadelphia	PA
Baltimore Gas & Electric Co.	510,663	Itron	Itron	BALTIMORE	MD
Wisconsin Gas Co.	473,636	Itron	Itron	Wisconsin Rapids	WI
Yankee Gas Services	343,962	Itron	Itron	Meriden	CT
Bay State Gas Co.	332,869	Itron	Itron	Westborough	MA
Northern States Power	313,343	CellNet	CellNet	Minneapolis	MN
Semco Energy Inc.	309,725	Itron	Itron	Port Huron	MI
Wisconsin Electric Power Co.	303,135	CellNet	CellNet	Milwaukee	WI

3.4 Telephone

Telephone-based AMR systems are dial-inbound or dial-outbound. Dial-inbound calls are initiated from the premises unit to the utility company whereas dial-outbound are initiated from the utility to the premises unit. Dial-inbound systems usually activate at a time that has been pre-arranged. Because they typically share a phone line with a telephone, the phone has priority and anyone lifting a phone off its cradle immediately drops the AMR call. Inbound systems typically wait for the premises unit to call the utility, but many vendors hav

5. Presentation of the Data

North America is a diverse marketplace for AMR. As of January 1, 2005 there were 8,331 AMR projects throughout North America. To help the reader understand the extent to which AMR has been deployed, this report employs a consistent structure for each section that shows several characteristics of the data. The tables below are provided to enable other reviews of this information.

The following tables outline the hundreds of other tables, charts and maps that describe the AMR industry. The first two tables give the major segments of the data – geography, utility type, size, ownership and communication type – which are further segmented (see the second row of the column headings). The data in each subsegment can be shown twelve different ways (see the row titles on the left of the first table). The table entries give the section in this report where the data is presented.

	Geography					Utility Type			
	North Amer.	United States	Canada	Mexico	Unspec. Countries	Elec.	Gas	Water	Other
Tot. Shipments by Vendor	6.1.1	6.2.1	6.3.1	6.4.1	6.5.1	8.1.1	8.2.1	8.3.1	8.4.1

6.3 Shipments to Canada

6.3.1 Cumulative Shipments

Listed by Cumulative Units Shipped					Listed by # Projects				
Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
Itron	667,732	54.0%	55.5%	75	Neptune	44,933	3.6%	2.6%	90
DCSI	220,752	17.9%	19.4%	3	Itron	667,732	54.0%	55.5%	75
Nertec	106,536	8.6%	9.9%	29	Misc.	15,929	1.3%	1.5%	42
Sensus	70,433	5.7%	4.4%	33	Sensus	70,433	5.7%	4.4%	33
AMCO/Elster	50,198	4.1%	2.2%	2	Nertec	106,536	8.6%	9.9%	29
Neptune	44,933	3.6%	2.6%	90	Badger	14,115	1.1%	1.3%	13
Metretek	16,005	1.3%	1.5%	9	Telemon. M'fg.	13,742	1.1%	1.3%	11
Misc.	15,929	1.3%	1.5%	42	Metretek	16,005	1.3%	1.5%	9
Badger	14,115	1.1%	1.3%	13	First Point Energy	936	0.1%	0.0%	5
Telemon. M'fg.	13,742	1.1%	1.3%	11	Hunt	3,488	0.3%	0.3%	4
Hexagram	10,000	0.8%	0.0%	1	DCSI	220,752	17.9%	19.4%	3
Hunt	3,488	0.3%	0.3%	4	AMCO/Elster	50,198	4.1%	2.2%	2
First Point Energy	936	0.1%	0.0%	5	Nexsys Commtech	125	0.0%	0.0%	2
Digitec	290	0.0%	0.0%	1	Datamatic	46	0.0%	0.0%	2
MainStreet Networks	200	0.0%	0.0%	1	Hexagram	10,000	0.8%	0.0%	1
Energy Svc. G'wy	150	0.0%	0.0%	1	Digitec	290	0.0%	0.0%	1
Nexsys Commtech	125	0.0%	0.0%	2	MainStreet Networks	200	0.0%	0.0%	1
Sangamo	100	0.0%	0.0%	1	Energy Svc. G'wy	150	0.0%	0.0%	1
Sasktel	50	0.0%	0.0%	1	Sangamo	100	0.0%	0.0%	1
Datamatic	46	0.0%	0.0%	2	Sasktel	50	0.0%	0.0%	1
ITI	22	0.0%	0.0%	1	ITI	22	0.0%	0.0%	1
RAMAR	20	0.0%	0.0%	1	RAMAR	20	0.0%	0.0%	1
muNet	1	0.0%	0.0%	1	muNet	1	0.0%	0.0%	1
Cannon	1	0.0%	0.0%	1	Cannon	1	0.0%	0.0%	1
Total:	1,235,804			330	Total:	1,235,804			330

Listed by Cumulative Units Shipped					Listed by Cumulative Units Shipped				
Architecture	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Manufacturer	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
Itron	343,615	27.8%	27.5%	62	Itron	743,244	60.1%	60.1%	121
TWACS	220,752	17.9%	19.4%	3	DCSI	220,752	17.9%	19.4%	3
Itron Electricity Metering	194,567	15.7%	13.5%	13	Nertec	106,536	8.6%	9.9%	29
Itron - Metscan	189,186	15.3%	17.7%	6	Sensus	70,433	5.7%	4.4%	33
Nertec - Telephone	106,526	8.6%	9.9%	28	Neptune	44,933	3.6%	2.6%	90
Sensus - RF	66,775	5.4%	4.0%	24	Metretek	16,005	1.3%	1.5%	9
Neptune - RF	42,565	3.4%	2.4%	81	Telemon. M'fg.	13,742	1.1%	1.3%	11
Metretek	16,005	1.3%	1.5%	9	Hexagram	10,000	0.8%	0.0%	1
Itron - MV-90	15,876	1.3%	1.5%	40	Hunt	3,488	0.3%	0.3%	4
Telemon. M'fg.	13,742	1.1%	1.3%	11	AMCO/Elster	2,721	0.2%	0.3%	5
Hexagram	10,000	0.8%	0.0%	1	Badger	1,956	0.2%	0.2%	4
Sensus - Telephone	3,658	0.3%	0.3%	9	First Point Energy	911	0.1%	0.0%	4
Hunt	3,488	0.3%	0.3%	4	Digitec	290	0.0%	0.0%	1
Neptune - Telephone	2,368	0.2%	0.2%	9	MainStreet Networks	200	0.0%	0.0%	1
AMCO/Elster	2,297	0.2%	0.2%	1	Energy Svc. G'wy	150	0.0%	0.0%	1
Badger - Telephone	1,956	0.2%	0.2%	4	Nexsys Commtech	125	0.0%	0.0%	2
First Point Energy	911	0.1%	0.0%	4	Sangamo	100	0.0%	0.0%	1
AMCO/Elster (Trace)	424	0.0%	0.0%	4	Misc.	53	0.0%	0.0%	2
Digitec	290	0.0%	0.0%	1	Sasktel	50	0.0%	0.0%	1
MainStreet Ntwk - Telephone	200	0.0%	0.0%	1	Datamatic	46	0.0%	0.0%	2
Energy Svc. G'wy	150	0.0%	0.0%	1	Base-10	25	0.0%	0.0%	1
Nexsys Commtech	125	0.0%	0.0%	2	ITI	22	0.0%	0.0%	1
Sangamo	100	0.0%	0.0%	1	RAMAR	20	0.0%	0.0%	1
Misc.	53	0.0%	0.0%	2	muNet	1	0.0%	0.0%	1
Sasktel	50	0.0%	0.0%	1	Cannon	1	0.0%	0.0%	1
Datamatic	46	0.0%	0.0%	2					
Base-10	25	0.0%	0.0%	1	Total:	1,235,804			330
ITI	22	0.0%	0.0%	1					
RAMAR	20	0.0%	0.0%	1					
Nertec - Wireless	10	0.0%	0.0%	1					
muNet	1	0.0%	0.0%	1					
Cannon	1	0.0%	0.0%	1					
Total:	1,235,804			330					

7.2 Shipments to Publicly Owned Utilities

7.2.1 Cumulative Shipments

Listed by Cumulative Units Shipped					Listed by # Projects				
Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
Itron	3,485,872	30.9%	32.4%	905	Badger	2,672,311	23.7%	23.8%	968
Badger	2,672,311	23.7%	23.8%	968	Sensus	1,213,266	10.8%	9.6%	958
Sensus	1,213,266	10.8%	9.6%	958	Itron	3,485,872	30.9%	32.4%	905
Neptune	779,807	6.9%	7.2%	214	Neptune	779,807	6.9%	7.2%	214
CellNet	716,534	6.4%	6.3%	4	RAMAR	399,278	3.5%	4.3%	214
Datamatic	612,299	5.4%	4.3%	153	Datamatic	612,299	5.4%	4.3%	153
AMCO/Elster	590,717	5.2%	5.6%	93	Master Meter	160,936	1.4%	1.5%	130
RAMAR	399,278	3.5%	4.3%	214	Cannon	10,051	0.1%	0.1%	106
Hexagram	248,117	2.2%	2.0%	43	AMCO/Elster	590,717	5.2%	5.6%	93
Master Meter	160,936	1.4%	1.5%	130	Hunt	137,719	1.2%	1.3%	66
Hunt	137,719	1.2%	1.3%	66	Misc.	15,271	0.1%	0.2%	51
DCSI	87,371	0.8%	0.2%	12	Hexagram	248,117	2.2%	2.0%	43
First Point Energy	77,164	0.7%	0.8%	39	First Point Energy	77,164	0.7%	0.8%	39
Misc.	15,271	0.1%	0.2%	51	muNet	2,884	0.0%	0.0%	26
UTICS	14,500	0.1%	0.2%	4	Metrotek	2,247	0.0%	0.0%	24
Nertec	13,267	0.1%	0.1%	23	Nertec	13,267	0.1%	0.1%	23
Telemon. M'fg.	12,246	0.1%	0.1%	8	Silver Spring Networks	3,409	0.0%	0.0%	15
Cannon	10,051	0.1%	0.1%	106	DCSI	87,371	0.8%	0.2%	12
Silver Spring Networks	3,409	0.0%	0.0%	15	Amer. Innov.	1,461	0.0%	0.0%	12
Reactel	3,200	0.0%	0.0%	5	Telemon. M'fg.	12,246	0.1%	0.1%	8
muNet	2,884	0.0%	0.0%	26	SmartSynch	2,306	0.0%	0.0%	6
SmartSynch	2,306	0.0%	0.0%	6	Reactel	3,200	0.0%	0.0%	5
Metrotek	2,247	0.0%	0.0%	24	SpeedRead	2,017	0.0%	0.0%	5
SpeedRead	2,017	0.0%	0.0%	5	MainStreet Networks	1,000	0.0%	0.0%	5
Amer. Innov.	1,461	0.0%	0.0%	12	CellNet	716,534	6.4%	6.3%	4
MainStreet Networks	1,000	0.0%	0.0%	5	UTICS	14,500	0.1%	0.2%	4
NRTC Utilities Solutions	444	0.0%	0.0%	2	Digitec	432	0.0%	0.0%	3
Digitec	432	0.0%	0.0%	3	Telenetics	325	0.0%	0.0%	3
Telenetics	325	0.0%	0.0%	3	NRTC Utilities Solutions	444	0.0%	0.0%	2
Comverge	250	0.0%	0.0%	2	Comverge	250	0.0%	0.0%	2
Contazara	220	0.0%	0.0%	1	Amaroq	216	0.0%	0.0%	2
Amaroq	216	0.0%	0.0%	2	InterWave	125	0.0%	0.0%	2
General Electric	200	0.0%	0.0%	1	Contazara	220	0.0%	0.0%	1
Metricom	200	0.0%	0.0%	1	General Electric	200	0.0%	0.0%	1
Energy Svc. G'wy	150	0.0%	0.0%	1	Metricom	200	0.0%	0.0%	1
TeCom	130	0.0%	0.0%	1	Energy Svc. G'wy	150	0.0%	0.0%	1
InterWave	125	0.0%	0.0%	2	TeCom	130	0.0%	0.0%	1
Nexsys Commtech	75	0.0%	0.0%	1	Nexsys Commtech	75	0.0%	0.0%	1
Dexter Fortson	54	0.0%	0.0%	1	Dexter Fortson	54	0.0%	0.0%	1
Daniel	35	0.0%	0.0%	1	Daniel	35	0.0%	0.0%	1
ITI	22	0.0%	0.0%	1	ITI	22	0.0%	0.0%	1
Total:	11,268,128			4,112	Total:	11,268,128			4,112

8.4 Shipments to Other Utilities

The material in this section is provided for completeness. It represents projects that the vendors did not completely describe, but did report. **These tables may not describe any characteristic of the marketplace! They are provided so that readers who track the numbers can quantify the "undefined" data.** No geographic information is provided.

8.4.1 Cumulative Shipments

Listed by Cumulative Units Shipped					Listed by # Projects				
Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
Misc.	117,116	277.8%	299.7%	22	Misc.	117,116	277.8%	299.7%	22
First Point Energy	22,519	53.4%	49.7%	5	Itron	-116,517	-276.3%	-298.2%	16
Nertec	17,406	41.3%	44.5%	1	First Point Energy	22,519	53.4%	49.7%	5
MainStreet Networks	1,638	3.9%	4.2%	1	Nertec	17,406	41.3%	44.5%	1
Energy Connections	1	0.0%	0.0%	1	MainStreet Networks	1,638	3.9%	4.2%	1
Itron	-116,517	-276.3%	-298.2%	16	Energy Connections	1	0.0%	0.0%	1
Total:	42,163			46	Total:	42,163			46

Listed by Cumulative Units Shipped					Listed by Cumulative Units Shipped				
Architecture	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Manufacturer	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
Itron - MV-90	117,116	277.8%	299.7%	22	First Point Energy	22,519	53.4%	49.7%	5
First Point Energy	22,519	53.4%	49.7%	5	Nertec	17,406	41.3%	44.5%	1
Nertec - Telephone	17,406	41.3%	44.5%	1	MainStreet Networks	1,638	3.9%	4.2%	1
MainStreet Ntwk - Telephone	1,638	3.9%	4.2%	1	Itron	599	1.4%	1.5%	38
Energy Connections	1	0.0%	0.0%	1	Energy Connections	1	0.0%	0.0%	1
Itron	-116,517	-276.3%	-298.2%	16	Total:	42,163			46
Total:	42,163			46					

8.4.2 Annual Shipments

Vendor	Shipped In '04	Shipped In '03	Shipped In '02	Shipped In '01	Shipped In '00
First Point Energy	3,085	150	500	0	1,487
Nertec	0	0	0	0	12,401
Misc.	0	0	0	6,630	6,630
Itron	0	0	-21	-6,010	-6,630
Total:	3,085	150	479	620	13,888

Architecture	Shipped In '04	Shipped In '03	Shipped In '02	Shipped In '01	Shipped In '00	Manufacturer	Shipped In '04	Shipped In '03	Shipped In '02	Shipped In '01	Shipped In '00
First Point Energy	3,085	150	500	0	1,487	First Point Energy	3,085	150	500	0	1,487
Nertec - Telephone	0	0	0	0	12,401	Nertec	0	0	0	0	12,401
Itron - MV-90	0	0	0	6,630	6,630	Itron	0	0	-21	620	0
Itron	0	0	-21	-6,010	-6,630	Total:	3,085	150	479	620	13,888
Total:	3,085	150	479	620	13,888						

9.2 Shipments to All Utilities With 25,000 - 125,000 Meters

9.2.1 Cumulative Shipments

Listed by Cumulative Units Shipped					Listed by # Projects				
Vendor	Cumulative Shipped	% '04	% '03	# Proj.	Vendor	Cumulative Shipped	% '04	% '03	# Proj.
Itron	2,306,321	32.4%	34.3%	323	Itron	2,306,321	32.4%	34.3%	323
DCSI	1,266,795	17.8%	10.8%	40	Badger	745,963	10.5%	10.3%	132
Hunt	952,524	13.4%	13.5%	87	Hunt	952,524	13.4%	13.5%	87
Badger	745,963	10.5%	10.3%	132	Sensus	302,002	4.2%	5.0%	60
Neptune	537,005	7.5%	9.3%	48	Neptune	537,005	7.5%	9.3%	48
AMCO/Elster	388,315	5.4%	6.3%	41	Misc.	9,937	0.1%	0.2%	43
Sensus	302,002	4.2%	5.0%	60	AMCO/Elster	388,315	5.4%	6.3%	41
Datamatic	131,955	1.9%	2.0%	35	DCSI	1,266,795	17.8%	10.8%	40
CellNet	117,931	1.7%	2.2%	3	Datamatic	131,955	1.9%	2.0%	35
Cannon	70,596	1.0%	1.3%	33	Cannon	70,596	1.0%	1.3%	33
Hexagram	67,645	0.9%	0.8%	8	RAMAR	53,491	0.8%	1.0%	27
RAMAR	53,491	0.8%	1.0%	27	Metretek	2,159	0.0%	0.0%	23
Master Meter	49,377	0.7%	0.6%	13	NRTC Utilities Solutions	7,006	0.1%	0.1%	20
First Point Energy	45,446	0.6%	0.8%	14	Amer. Innov.	19,781	0.3%	0.4%	16
Nertec	20,607	0.3%	0.4%	6	First Point Energy	45,446	0.6%	0.8%	14
Amer. Innov.	19,781	0.3%	0.4%	16	ITI	3,667	0.1%	0.1%	14
UTICS	14,771	0.2%	0.3%	3	Master Meter	49,377	0.7%	0.6%	13
Misc.	9,937	0.1%	0.2%	43	muNet	810	0.0%	0.0%	11
NRTC Utilities Solutions	7,006	0.1%	0.1%	20	Hexagram	67,645	0.9%	0.8%	8
Central Area Data Proc.	6,000	0.1%	0.1%	1	Nertec	20,607	0.3%	0.4%	6
ITI	3,667	0.1%	0.1%	14	Silver Spring Networks	2,220	0.0%	0.0%	4
InterWave	3,100	0.0%	0.1%	2	CellNet	117,931	1.7%	2.2%	3
Silver Spring Networks	2,220	0.0%	0.0%	4	UTICS	14,771	0.2%	0.3%	3
Metretek	2,159	0.0%	0.0%	23	MainStreet Networks	950	0.0%	0.0%	3
MainStreet Networks	950	0.0%	0.0%	3	Reactel	0	0.0%	0.0%	3
muNet	810	0.0%	0.0%	11	InterWave	3,100	0.0%	0.1%	2
General Electric	200	0.0%	0.0%	1	Comverge	72	0.0%	0.0%	2
Comverge	72	0.0%	0.0%	2	Central Area Data Proc.	6,000	0.1%	0.1%	1
Metricom	10	0.0%	0.0%	1	General Electric	200	0.0%	0.0%	1
Digitec	6	0.0%	0.0%	1	Metricom	10	0.0%	0.0%	1
SmartSynch	1	0.0%	0.0%	1	Digitec	6	0.0%	0.0%	1
Reactel	0	0.0%	0.0%	3	SmartSynch	1	0.0%	0.0%	1
Total:	7,126,663			1,019	Total:	7,126,663			1,019

11.2 Shipments to Electric Utilities With 25,000 - 125,000 Meters

11.2.1 Cumulative Shipments

Listed by Cumulative Units Shipped					Listed by # Projects				
Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Vendor	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
DCSI	1,266,795	37.5%	24.7%	40	Itron	943,316	27.9%	35.7%	179
Hunt	952,524	28.2%	30.8%	87	Hunt	952,524	28.2%	30.8%	87
Itron	943,316	27.9%	35.7%	179	DCSI	1,266,795	37.5%	24.7%	40
Cannon	70,403	2.1%	3.0%	32	Misc.	9,478	0.3%	0.4%	38
CellNet	40,249	1.2%	1.7%	2	Cannon	70,403	2.1%	3.0%	32
AMCO/Elster	22,201	0.7%	0.9%	6	NRTC Utilities Solutions	7,006	0.2%	0.3%	20
Nertec	20,607	0.6%	0.9%	6	Amer. Innov.	19,773	0.6%	0.8%	15
Amer. Innov.	19,773	0.6%	0.8%	15	ITI	3,667	0.1%	0.2%	14
Hexagram	11,573	0.3%	0.2%	1	muNet	810	0.0%	0.0%	11
Misc.	9,478	0.3%	0.4%	38	AMCO/Elster	22,201	0.7%	0.9%	6
NRTC Utilities Solutions	7,006	0.2%	0.3%	20	Nertec	20,607	0.6%	0.9%	6
Central Area Data Proc.	6,000	0.2%	0.3%	1	First Point Energy	3,485	0.1%	0.1%	6
ITI	3,667	0.1%	0.2%	14	Datamatic	1,730	0.1%	0.0%	3
First Point Energy	3,485	0.1%	0.1%	6	MainStreet Networks	950	0.0%	0.0%	3
Datamatic	1,730	0.1%	0.0%	3	CellNet	40,249	1.2%	1.7%	2
Silver Spring Networks	1,120	0.0%	0.0%	2	Silver Spring Networks	1,120	0.0%	0.0%	2
MainStreet Networks	950	0.0%	0.0%	3	Comverge	72	0.0%	0.0%	2
muNet	810	0.0%	0.0%	11	Hexagram	11,573	0.3%	0.2%	1
General Electric	200	0.0%	0.0%	1	Central Area Data Proc.	6,000	0.2%	0.3%	1
UTICS	150	0.0%	0.0%	1	General Electric	200	0.0%	0.0%	1
InterWave	100	0.0%	0.0%	1	UTICS	150	0.0%	0.0%	1
Comverge	72	0.0%	0.0%	2	InterWave	100	0.0%	0.0%	1
Metretek	2	0.0%	0.0%	1	Metretek	2	0.0%	0.0%	1
SmartSynch	1	0.0%	0.0%	1	SmartSynch	1	0.0%	0.0%	1
Reactel	0	0.0%	0.0%	1	Reactel	0	0.0%	0.0%	1
Total:	3,382,212			474	Total:	3,382,212			474

Listed by Cumulative Units Shipped					Listed by Cumulative Units Shipped				
Architecture	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.	Manufacturer	Cumulative Shipped	% '04 Shipped	% '03 Shipped	# Proj.
TWACS	1,266,795	37.5%	24.7%	40	DCSI	1,266,795	37.5%	24.7%	40
Hunt	952,524	28.2%	30.8%	87	Itron	974,554	28.8%	37.0%	217
Itron	842,020	24.9%	33.1%	139	Hunt	952,524	28.2%	30.8%	87
Itron Electricity Metering	123,426	3.6%	3.5%	41	Cannon	70,403	2.1%	3.0%	32
Cannon	70,403	2.1%	3.0%	32	CellNet	40,249	1.2%	1.7%	2
CellNet	40,249	1.2%	1.7%	2	Nertec	20,607	0.6%	0.9%	6
Nertec - Telephone	20,594	0.6%	0.9%	4	Amer. Innov.	19,773	0.6%	0.8%	15
Amer. Innov.	19,773	0.6%	0.8%	15	Hexagram	11,573	0.3%	0.2%	1
Hexagram	11,573	0.3%	0.2%	1	NRTC Utilities Solutions	7,006	0.2%	0.3%	20
Itron - MV-90	9,108	0.3%	0.4%	37	Central Area Data Proc.	6,000	0.2%	0.3%	1
NRTC Utilities Solutions	7,006	0.2%	0.3%	20	ITI	3,667	0.1%	0.2%	14
Central Area Data Proc.	6,000	0.2%	0.3%	1	First Point Energy	3,485	0.1%	0.1%	6
ITI	3,667	0.1%	0.2%	14	Datamatic	1,730	0.1%	0.0%	3
First Point Energy	3,485	0.1%	0.1%	6	Silver Spring Networks	1,120	0.0%	0.0%	2
Datamatic	1,730	0.1%	0.0%	3	MainStreet Networks	950	0.0%	0.0%	3
Silver Spring Networks	1,120	0.0%	0.0%	2	muNet	810	0.0%	0.0%	11
MainStreet Ntwk - Telephone	950	0.0%	0.0%	3	Misc.	370	0.0%	0.0%	1
muNet	810	0.0%	0.0%	11	General Electric	200	0.0%	0.0%	1
Misc.	370	0.0%	0.0%	1	UTICS	150	0.0%	0.0%	1
General Electric	200	0.0%	0.0%	1	InterWave	100	0.0%	0.0%	1
UTICS	150	0.0%	0.0%	1	Comverge	72	0.0%	0.0%	2
InterWave	100	0.0%	0.0%	1	AMCO/Elster	71	0.0%	0.0%	5
AMCO/Elster	71	0.0%	0.0%	5	Metretek	2	0.0%	0.0%	1
Comverge - Sci. Atl.	50	0.0%	0.0%	1	SmartSynch	1	0.0%	0.0%	1
Comverge	22	0.0%	0.0%	1	Reactel	0	0.0%	0.0%	1
Nertec - Wireless	13	0.0%	0.0%	2	Total:	3,382,212			474
Metretek	2	0.0%	0.0%	1					
SmartSynch	1	0.0%	0.0%	1					
Reactel	0	0.0%	0.0%	1					
Total:	3,382,212			474					

THE SCOTT REPORT: AMR Deployments in North America

Metrotek		
State or Prov.	# Shipped	# Projects
NJ	13,893	5
IL	8,499	6
NY	5,014	9
PA	4,779	9
MN	3,930	4
CA	3,562	4
CT	2,500	2
NC	2,499	7
IN	2,496	6
MA	2,160	3
IA	1,908	4
CO	1,822	4
FL	1,768	9
GA	1,679	2
MD	1,522	2
DC	1,413	1
MI	1,290	2
WA	1,258	4
OH	1,240	7
WI	875	4
KS	778	1
TN	632	4
AR	521	2
MO	520	4
AL	520	5
VA	517	4
TX	423	3
ND	360	1
NE	281	3
MT	183	1
KY	142	3
WV	122	1
SD	114	1
ID	92	1
RI	55	1
DE	51	2
UT	42	2
AK	35	1
SC	34	2
WY	15	1
NV	1	1
ON	7,007	4
PQ	6,250	1
BC	1,669	1
AB	1,079	3
Total:	85,550	147

Misc.		
State or Prov.	# Shipped	# Projects
WI	137,734	6
MA	19,981	4
IN	18,345	9
CO	14,876	11
TX	13,224	13
NC	12,371	10
FL	10,847	8
CT	8,396	4
OK	8,055	5
MO	7,993	9
NY	7,913	7
IL	7,060	5
MI	5,665	3
AL	5,425	4
DC	5,100	1
CA	4,646	7
NJ	4,400	1
AZ	4,155	5
OR	3,667	7
MN	3,209	4
MD	3,150	2
KS	3,002	3
VT	2,920	2
GA	2,464	5
NM	2,390	2
PA	2,300	2
IA	2,299	5
NV	2,279	3
WA	1,990	5
LA	1,954	3
NE	1,883	2
SC	1,780	3
ME	1,655	2
NH	1,363	3
VA	1,350	2
OH	1,295	5
MS	1,250	1
PR	845	1
TN	776	2
MT	698	2
SD	590	2
ND	488	3
ID	365	1
HI	356	1
WV	175	1
KY	171	3
UT	101	1
WY	100	1
AR	25	1
Misc.	112,326	7
Misc.	11,596	30
MB	2,000	1
NS	1,000	1
ON	950	5
SK	198	2
BC	130	1
NB	50	1
AB	5	1
Total:	471,331	241

muNet.com		
State or Prov.	# Shipped	# Projects
WA	1,080	6
TN	401	2
MA	395	3
KY	320	2
OH	315	2
IA	236	6
UT	211	2
FL	95	1
AL	42	1
CT	33	2
MI	23	2
CA	21	4
MD	14	1
HI	12	1
MO	6	2
NC	6	2
ID	3	1
VA	2	1
GA	2	2
SC	2	1
NY	1	1
MS	1	1
AR	1	1
PQ	1	1
Total:	3,223	48