

# ExTox Gasmess-Systeme GmbH

ExTox Gasmess-Systeme GmbH was founded in 2003. Initially located in Dortmund, a continuous growth made it necessary to move the headquarter to larger installations in near-by Unna in 2007. Sales and service personal all over Germany enable ExTox to cater at short notice to a variety of different clients.

ExTox plans, manufactures, installs and maintains fixed gas monitoring systems for combustible and toxic gases, addressing risks both of public safety and of personal health. The products are designed for the commercial and industrial sector. ExTox does not produce devices for domestic use or handhelds. Apart from gas technology, the portfolio comprises extensive client support, planning of the equipment and the full range of after sales service, including regular maintenance of the equipment. On a domestic base, these services are performed by the sales and service personal, while foreign clients (at a ratio of currently about 15%) are served directly from the headquarter.

**Christian Baer**  
**Sales and Marketing**  
In Unna, Germany  
Christian.baer@extox.de  
www.extox.de



With the exception of the transmitters themselves, the whole development of the product range

takes place in house, including the production of hardware (mechanics and electronics) as well as software. Some components, such as the printed circuit boards or the housings, are acquired; the equipment itself, however, is always assembled exclusively at ExTox. ExTox does not outsource any of the steps regarding the proper functioning of the product and the gas sensitivity.

The existence of modern equipment rendered the development of new measuring concepts in recent years unnecessary. This enabled ExTox focus on adjustments and additions to the basic portfolio, and to find specific solutions for every individual customer. Aspirated systems and Integral Measuring Concepts present particularly efficient solutions to almost every measuring task, since they provide all the necessary components in one compact wall mounted housing - from sampling and preparation of measured gas, sensor technique up to the control unit. The growth of the German Biogas market led to the developing of a relatively high percentage of Biogas related products; yet, due to the modular structure of the ExTox approach, it is possible to use the equipment in a variety of different sectors.



---

## Objectives in Myanmar

So far, the company is only active in European countries. Now they want to expand their activities beyond Germany's border region. Since gas measuring devices require a lot of maintenance, ExTox is not only interested in buyers but also in trustworthy partners. They are looking for cooperation with local partners.

In Myanmar ExTox is interested in meeting partners who operate plants, are involved in the production, installation/assembly and planning of biogas plants and in sales partners. Christian Baer is looking for independent salesmen in the field of biogas, service providers with interest in expanding their portfolio and manufacturers of biogas plants with interest in individually prepared biogas analysis in their offer.