

ICIS Heren, ESGM Report 16 November 2010:



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Italian company to buy 100Mm³ from E.ON Ruhrgas

Italian regional gas seller Estra Energie has agreed with Germany's E.ON Ruhrgas to buy 100 million cubic metres (Mm³) of gas over the next two years, Estra Energie announced on Tuesday.

The deal will help the Tuscan company drive down prices by keeping the supply chain short, the director, Nicola Moschillo, said.

"The strategy is that of diversifying the supply channels and, possibly, of going to buy at the source, so as to obtain the best possible prices on the market," Moschillo said.

Estra Energie currently buys gas from gas company Sinergie Italiane, of which it is a shareholder, as well as from other national shippers and from direct agreements with international upstream suppliers.

The company plans to boost its total supplies from upstream sources to 20% by 2015, Moschillo said. The deal with E.ON Ruhrgas is therefore the first of several that Estra Energie plans to negotiate on the upstream market, he said. **SS**