

Company Information

April 2017

AS-Schneider is cooperating with the Saudi Arabian production and sales company Binzagr:

Start of production in Saudi Arabia for best quality and fast service

Nordheim. The specialist for industrial valves, AS-Schneider, has signed a cooperation agreement with the Saudi Arabian production and sales company Binzagr. The joint venture is a crucial step for the manufacturer based in the southern Germany town of Nordheim near Heilbronn to tap into Saudi Arabia as a new market. Through this cooperation, local customers can now access the AS-Schneider high-quality products and competent service even faster and more extensively.

The Binzagr Factory is an internationally operating production and sales company, founded originally as a trade partner of the Saudi Arabian Oil Company (Saudi Aramco). Today, Binzagr is the nation's leading provider of technical insulation for industrial plants and operates in collaboration with various companies - including several from Germany. Together with local experts, AS-Schneider now manufactures industrial valves for the valve and manifold technology specifically for use in the oil and gas industry on-site. "We are thus the first manufacturer of instrumentation valves complying to high ISO FE standards in Saudi Arabia", noted Managing Director Rolf Kummer. "I am pleased that we were able to gain such an experienced and renowned partner as Binzagr for our market launch."

But the Saudi market is not completely new to AS-Schneider: The specialist has already supplied approximately 15,000 measuring assemblies and valves to the Sadara chemical plant of the Dow Chemical Company and Saudi Aramco in the industrial city of Jubail. With a total value of approximately €10 million, it was the largest order in the history of the company. Through the cooperation with Binzagr, AS-Schneider can now serve customers in Saudi Arabia even faster and

Company Information

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more extensively. "We produce high quality solutions on-site which even exceed the required standards," described Kummer. "For example, our valves comply with the strict requirements of the ISO FE and thus have the highest tightness class." The cooperation with the local partner also ensures short delivery times, as well as a flexible and competent technical support: "If necessary, our experts and all spare parts can be delivered to the customer in the shortest time", Kummer emphasised.

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Caption:



The industrial fittings specialist, AS-Schneider, is tapping into the Saudi market through a joint venture with the sales and production company Binzagr.

Photo: Armaturenfabrik Franz Schneider GmbH + Co. KG

About AS-Schneider



The family-run company, AS-Schneider, was founded in 1875 and with over 350 employees, is one of the leading manufacturers of industrial valves and manifolds for measurement and control technology worldwide. In the market segment for large diesel engine valves such as those used in marine propulsion and the generation of electricity, AS-Schneider is even the world market leader. With our own subsidiaries in Romania, Singapore, Dubai (UAE) and Houston (USA) and professional partners in more than 20 countries worldwide, we are located everywhere our customers need our support.

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