

## Press Release

April 2015

AS-Schneider ends fiscal year 2014 with record sales:

# Internationalisation strategy pays off

**Nordheim – 14 April 2015 – A stellar fiscal year for AS-Schneider: With 45 million euros, the specialist for industrial valves recorded the highest turnover in its 139-year corporate history in 2014. Particularly positive has been the development of the worldwide locations of the family-owned company from Germany. AS-Schneider has pursued a consistent strategy of internationalization for years and is now celebrating this with great success.**

The staff at the medium-sized company also grew strongly again last year: AS-Schneider currently employs some 350 employees globally. The company now has offices in Romania, Singapore, Dubai and the United States making it present with its own businesses on some of the most important sales markets in the world. "We not only have a great year behind us, we have also set the course for the coming years and for our future with innovative projects, ideas and strategies", emphasises Managing Director Rolf Kummer.

In 2014 AS-Schneider was able to conclude, among other things, a large order for the Sadara chemical plant in Saudi Arabia - with ten million euros, the largest single project in the company's history. "This shows that we are able to complete international contracts of this magnitude successfully," Kummer says pleased. AS-Schneider supplies the chemical plant with pre-assembled fittings, so-called "installation hardware". These must only connect locally to the process line significantly reducing the installation effort at the construction site.

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Also In the future, the company will continue on a path of international growth. "Our subsidiaries are developing splendidly and contribute greatly to our good order situation", describes Kummer. "That's why we will be starting more activities in the coming years, to be even closer to our customers and optimally serve the markets." AS-Schneider is planning the next steps in China: Here, a sales office will soon be opened. In addition, the existing sales office in Romanian Plojesti wants to expand the business further to serve customers and partner companies throughout Eastern Europe from this location.

**Scope:** 2,207 characters including spaces

### Captions:



**Picture 1:** Headquarters in Nordheim, subsidiaries abroad: The medium-sized company, AS-Schneider, successfully combines solidarity with the homeland and a modern internationalisation strategy.

**Pictures by:** Armaturenfabrik Franz Schneider GmbH + Co. KG

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### **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 Instrumentation Valves and Manifolds worldwide. In the market segment for Large-Bore 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 us.

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