

Product Information

September 2018

The AS-Schneider and the Saudi Arabian production and distribution company Binzagr joint venture starts production:

Best quality and faster service

Nordheim (Germany) – 12 September 2018 – Last year, the specialist for industrial valves, AS-Schneider, signed a cooperation contract with the Saudi Arabian production and distribution company Binzagr. The production of valves and valve blocks has now been officially under way on-site since July. 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 distribution 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 locally manufactures industrial valves, specifically for use in the oil and gas industry. "We are thus the first provider of instrumentation 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."

With the start of production on 01 July, the collaboration between the two companies has now taken shape. We mainly assemble and test needle valves, ball valves and manifolds," says Umar Mukthar, who

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oversees the project for AS-Schneider. "For this, we use the same tailor-made machines as in Germany. So customers do not have to worry about compromising product quality."

Through the cooperation with Binzagr, AS-Schneider can now serve customers in Saudi Arabia even faster and more extensively. "We produce high quality solutions on-site which even exceed the required standards," described Kummer. "For example, our valves meet the stringent requirements of the ISO 15848 and thus achieve the highest tightness class." Cooperation with a local partner also ensures short delivery times as well as flexible and competent technical support: "If needed, our experts and any spare parts can be made available to the customer in the shortest time", Kummer emphasised.

Scope: 2,435 characters including spaces

Captions:



Picture 1: The industrial valves specialist, AS-Schneider, is opening up the Saudi market through a joint venture with the distribution and production company Binzagr.

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Pictures by: 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 Instrumentation Valves, Manifolds and Double Block & Bleed Valves 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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