

Press release

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AS-Schneider - Positive review of AICHEMA 2012

The 30th international trade fair for the process industry, AICHEMA, closed its gates on Friday, 22 June 2012. From 18 to 22 June 2012 167 000 visitors informed themselves about the offerings of the 3 773 exhibitors from plant engineering, chemical technology, pharmaceutical and foodstuff technology, biotechnology and related sectors.

Armaturenfabrik Franz Schneider GmbH + Co. KG was also present at the AICHEMA – for the 12th consecutive time – with a booth in the exhibition area of “Pumps, Compressors and Fittings”. Innovative valve technology, durable and energy-efficient fittings portfolio as well as custom-tailored system solutions were the topics AS-Schneider presented: There was, for example, the new ISO FE Series for top leak integrity demands or also the smart VariAS Block, which replaced the present assembly concept by a secure valve system.

Trade fair with international flair

The international flair of the AICHEMA was clearly felt also at AS-Schneider. An international audience of approximately 55% at the AS-Schneider booth represented a very high visitor's portion. Not only the number of visitors was satisfying, though, but also their quality was remarkable this time. The colleagues from AS-Schneider were able to establish over 30% of new good quality customer contacts at the booth, both from the domestic market and abroad.

AICHEMA - Ideal platform for customer contact care

The trade fair AICHEMA is the ideal platform allowing many intensive meetings with existing customers, suppliers and partners in a short period of time, thus deepening existing contacts.

AS-Schneider did not lose this opportunity either and invited the existing customers in advance to their own booth. At the 5 exhibition days the team from AS-Schneider welcomed approximately 40 % of existing customers; discussions about new products, on-going projects as well as personal and business changes took place while enjoying a good Swabian pockets soup and a glass of beer.

Photographic material



Would you like more information? Then just e-mail us at kontakt@as-schneider.com. We look forward to hearing from you.

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