



schneider

Tailored to Your Business

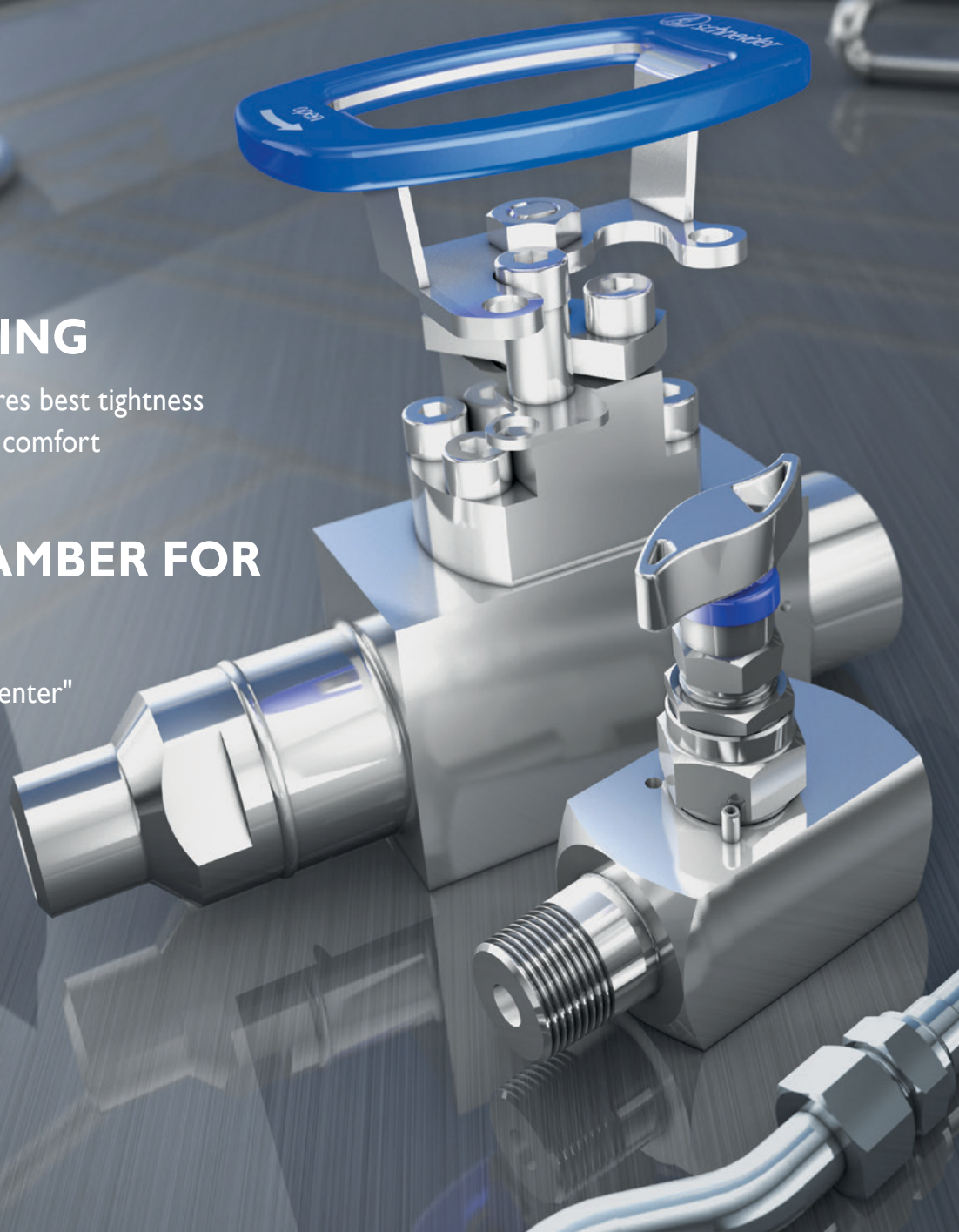
FOCUS

PATENT PENDING

Metal Seated Ball Valve ensures best tightness performance with maximum comfort

TORTURE CHAMBER FOR VALVES

New test laboratory "TechCenter"





Dear customers, dear readers!

I think the reports about our current projects and investments that you can read in the new customer magazine make it very clear where the main focus of AS-Schneider is right now: On driving forward with internationalization. Being near our customers around the world, whether with our own employees or with suitable partners, is important to us, and is among our top-priority goals.

That is why, over the past few months, we've continued to invest heavily in building out our overseas subsidiaries. In Singapore, for example, we tripled the space available for offices and the warehouse, and built and expanded the final assembly and testing of our valves there. In that Far Eastern metropolis of millions of people, we are now on the scene with seven of our own employees.

In our brand-new subsidiary in Houston, Texas we moved into our new office with warehouse in October. By the end of the year, we want to have built a team of three employees there who will then win new customers on the spot. From Houston, though, we will also be able to provide technical support for large projects like the Gulfstream Project in which we are participating.

There is news from Romania, too: Since October, we've had a new sales office in Ploiesti, about 40 kilometers outside of Bucharest. After our production location in Harman near Braşov, this is already our second subsidiary in Romania. Two sales employees are working with our customers and projects on site from Ploiesti.

In addition to our own sales employees, though, our global partners are also essential for the reliable support of our customers and projects. We've worked with some of these partners for decades. They are the people who have contributed (and are still contributing) to making our products valued and sold in many countries of this world. So in October, we invited our partners to Nordheim for two days, at our headquarters. New products were shown off, and new applications discussed. Together, we worked out goals and strategies for the future. More than 20 AS-Schneider partners from Japan, Thailand, Russia, Norway, and many other countries took advantage of this opportunity to spend two interesting days together. The encounter was a highlight – even for us "Nordheimers".

There's another highlight that you, dear customers, can experience for yourselves: The new product catalogs are ready for you. You'll find many reworked, improved, and new products in them. Specifically tailored to the needs of customers and users, we've also collected a lot of new items, background information, and practical tips from the field. I'm sure you'll be excited to find what AS-Schneider has to offer. You can conveniently download or order the new catalogs immediately.

The new products to be found in our catalogs also include a ball valve for the most extreme of requirements – tested and analyzed under the harshest of conditions in our new experimental laboratory, the "TechCenter". You can learn more about that in our latest customer magazine, too.

Or you can visit us at one of the big trade shows where we will be presenting AS-Schneider soon. For example, in Abu Dhabi, at ADIPEC from November 10 through 13, 2013. This show has established itself as a meeting place for the international oil and gas industry. At ADIPEC we will be represented together with our subsidiary AS-Schneider Middle East with 12 square meters - hall 8 / booth 8366.

And as always: We are pleased to be able to bring you plenty of new and interesting information from AS-Schneider in this customer magazine.

Have fun reading!

A handwritten signature in blue ink, appearing to read 'R. Kummer', written in a cursive style.

Rolf Kummer
Managing Director AS-Schneider



New test laboratory

Before any AS-Schneider product comes to the market, it must pass an endurance test. That's why we've now invested in a new TechCenter – a "torture chamber for valves".

Pure stress, at least for the valves: The test bench features pressures up to 630 bar of helium, not to mention temperatures of minus 30 to plus 200 degrees Celsius. For temperatures up to 450 degrees, there are heating sleeves available, and a climate chamber for temperatures down to minus 60. High-performance drives for three test stations round out the scope of services.

In the TechCenter, AS-Schneider products are exposed to extremely high stresses, because our customers should be able to rely absolutely on their safety and reliability – not just in theory, but in practice, too. AS-Schneider development engineers have very high expectations of the quality of their products. The latest in testing and analytical instruments are used to inspect stressed components for wear.

Even in 2005, we were investing in a laboratory with experimental facilities. There we have tested TA-Luft valves and the ISO FE Series. Ever-stricter requirements for valves, and valves with larger sizes, however, made this laboratory too small. The TechCenter building will have 240 square meters of space, not only for the high-tech valve test bench, but also for a Fire Safe test bench for testing valves with sizes up to 6" (full bore).

But there have also been investments in personnel: Since October, a new valve performance engineer with decades of valve experience has been part of the team.



Test Bench
Pressures up to 630 bar of helium



Fire Safe Test Bench
For testing valves with sizes up to 2"



Ball Valve

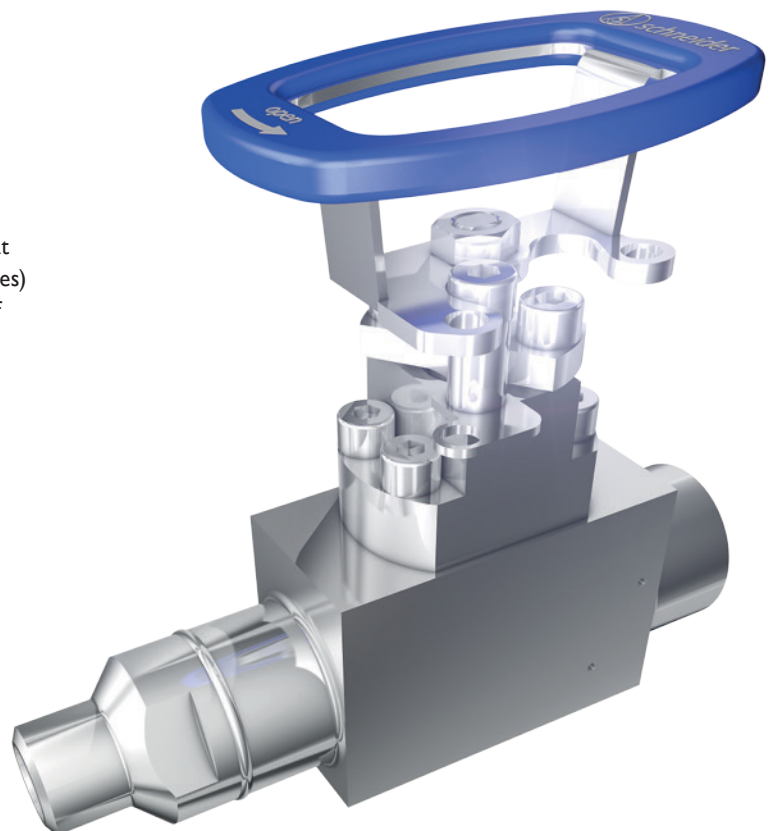
meets toughest requirements

Extreme operating conditions with temperatures up to 450°C and pressures up to 420 bar require special sealing technology in ball valves. Standard soft seated ball valves simply aren't ready for this kind of requirements. Their plastic seals would fail. Metal seated ball valves don't have this problem. However, most metal seated ball valves are not available for high pressures and also not available for smooth operation. Now, AS-Schneider is entering this Metal Seated Ball Valve arena with the new KM Series.

When developing the new KM Series AS-Schneider uses the latest surface and material knowledge combined with comprehensive engineering know-how. The result is a ball valve with zero leakage even under extreme operating conditions with respect to working pressure and temperature – even though a smooth operation is provided.

Features

- Seat and Ball Surfaces coated with Hardalloy and Carbide compounds
- 'Dissolution' Ball Valve Design and novel axial bearing washer at the stem - for smooth operation (even at high working pressures)
- Double Sealing System in fugitive emission bonnet consisting of premium-quality graphite sealing rings
- Blow-Out Proof Stem
- Can be locked in opened and closed position
- Oval Handle can be dismantled during operation
- Even non-wetted parts are made of 316 stainless steel for operation in corrosive environments
- PN 420 | Class 2,500 | 6,092 psi
- Working Temperature: -29°C to 450°C
- Seat leakage: ANSI / FCI 70-2 Class V
- Ball Bore Size: Ø 10 mm
- Body Material: 1.4401 / 316 or 1.0460 / A105
- Materials comply to NACE MR 0175 / MR0103 / ISO 15156
- Ball Valve meets requirements of TA-Luft (leak rate $< 4,6 \times 10^{-6}$ mbar x l/s)
- Fire Safe tested according to ISO 10497 and API 607
- Design Basis: ISO 17292, ASME B16.34, MESC SPE 77/170, MESC SPE 77/110





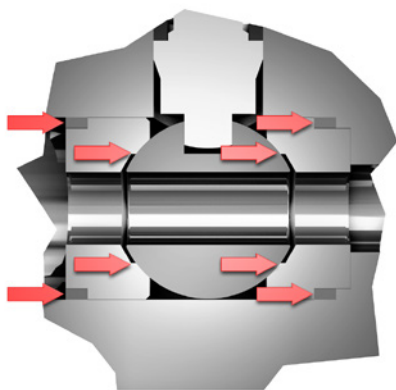
Best tightness performance with maximum comfort

Large forces are required to preserve the tightness between ball and ball seats and the tightness between ball seats and valve body. These forces are often applied by a screw connector or when assembling the ball valve body (for example a three piece body).

In a conventional design, the transmission of force of the ball seat to valve body sealing is being effected directly by the ball, so as the pressure increases, the actuation torque also rises significantly. The maximum operating pressure of metal seated ball valves from most manufacturers is thus about 100 bar - because this is the limit that still permits actuation of the valve.

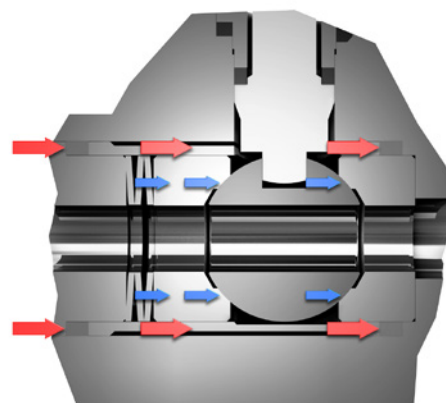
With the 'Dissolution' Ball Valve Design, AS-Schneider has introduced an innovative solution. This design, already registered for a patent, offers an optimum distribution of forces and loads in the valve, so they are only present where they are actually needed. The ball valve can thus be actuated without problems even under pressure up to 420 bar.

Conventional Ball Valve Design



The forces required to maintain the tightness are stressing all components - even the ball and seats. The operating torque is thus very high.

Innovative 'Dissolution' Ball Valve Design



The forces needed to maintain the tightness between ball seat and valve body are only directed onto the corresponding graphite seal rings. The ball is only spring-loaded, which ensure a low, defined, minimum pressure off the balls on the ball seat. A smooth operation is the consequence.

The new catalogue quartet

Product news, information and application examples

We've reworked our catalogue. From the earlier ten rubrics and an overall catalogue of a total of 130 pages, we have now created four individual catalogues, divided into:

- Gauge Valves and Pressure Gauge Accessories
- F Series Manifolds and Multi-Way Cocks
- Needle Type Globe Valves and Accessories
- E Series Valves and Manifolds

All four catalogues not only provide the technical basics but also explain working principles and show example applications. You can find many helpful details about the product selection quickly and easily – presented for everyday work. Items that were not in demand have been removed from the offering, while many new items have been included.

The four catalogues are directly available on our website under "Downloads" as PDF file or can be requested online free of charge at www.as-schneider.com.

Order now free of charge at
www.as-schneider.com



Improved and simplified

E Series reworked

The new E Series available starting in 2014!

While reworking our old catalogue, we also entirely reworked our E Series. In addition to including new variants, the main goal was improving the product quality at the same cost - and we succeeded. The next-generation valve head units available starting in 2014 have the following advantages:

- Better functionality using the Non-rotating Needle Design: The valves are significantly easier to actuate and improved in terms of leakage rates
- All Non-wetted Parts in 316 stainless steel
- Our T Bar Handle is replaced by an investment casting part with an ergonomic design and a built-in square. In the future the set screw just needs to hold the handle, and no longer needs to transmit force

- The Individual Components of the valve head unit have been standardized
- The Standard Options Graphite Packing, Valves for Oxygen Service, Valves for Gas Applications with FKM O-Ring Stem Seal and PCTFE Soft Tip, and Valves with TA-Luft Option will be color coded in the future, and no longer marked at the bonnet as they have been in the past

The E Series has been categorized and new ordering information defined, so that our customers and we can generate new part numbers more easily in the future.

Standard Bonnet Design

T Bar Handle

With Ergonomic Design
Operating options are Anti-Tamper features or a Stainless Steel Handwheel.

Valve Stem

Stem with cold rolled threads for high strength and smooth operation.

Needle Seal

Standard: PTFE or Graphite Packing
Options: O-Ring or Bellows Sealed

Needle

Non-rotating Needle for smooth operation and minimum wear of sealing elements.

Back Seat

Metal to Metal secondary needle seal and therefore the needle is anti-blowout / non-removable – for your safety.

Needle Tip

Choices of Needle Tip Materials such as Stellite, and Soft Tips like PCTFE and POM.

Valve Seat

Metal seated (integral type) and Soft seated ETFE and PEEK.



Colour Coded Dust Cap

For operating thread protection:

Isolate	Blau
Vent/Test	Rot
Equalize	Grün

Colour Coded Options

Following options are also colour coded below dust cap:

Oxygen Service	White
Graphite Packing	Black
FKM O-ring Stem Seal with PCTFE Soft Tip	Orange
TA-Luft Option	Magenta

Lock Pin

Eliminates unauthorized removal of the bonnet assembly.

Bonnet

Metal to Metal Seal to Valve Body.

Traceability of Materials

All AS-Schneider E Series Valves and Manifolds have material traceability. A unique code is stamped on all valve bodies linking them with their material and chemical analysis certificates.

AS-Schneider is expanding in the Far East metropolis

AS-Schneider Asia-Pacific Pte. Ltd

970 Toa Payoh North, #02-12/14/15
Singapore 318992
Singapore

Tel: +65 62 51 39 00

Fax: +65 62 51 39 90

Internet: www.as-schneider.sg

E-Mail: office@as-schneider.sg

The AS-Schneider Asia-Pacific Pte. Ltd. is expanding. Therefore, the Singapore subsidiary has moved into larger premises. In addition to sales and warehouse, assembly will be integrated into the facility.

AS-Schneider Asia-Pacific has been part of the Swabians' global network since 2011 – with great success: The company currently employs seven people in the Far East metropolis. The small but highly motivated and qualified team has doubled sales since being established.

Quickly outgrowing the original 80 square meters of office space, they moved into new premises with a total of 270 square meters on July 1. The extra space will mainly be used to accommodate the warehouse and the newly added assembly department.

The decision to offer assembly on-site in the future was made after intensive customer discussions and will lead to faster response times. In many large projects, the time factor plays an important role – for an idle nuclear power plant, for example, every hour of downtime represents a financial loss.

Over a hundred valves a day will be assembled directly on-site in Singapore in the future. "Flexibility and speed are clear competitive advantages," says Tim Kohler, Managing Director of AS-Schneider Asia-Pacific.

Tim Kohler anticipates that the new assembly offering will boost sales even further – with a positive side effect for the company's headquarters in Nordheim (Germany): "The increased need for components will increase production at our plants in Germany." Tim Kohler is sure of it.





Contract awarded for new project

AS-Schneider involved in the Gulfstream Project -
Volume of several million US dollars

AS-Schneider has once again received a contract for a significant project: We will be delivering the "installation hardware" for the DOW Gulfstream Project in the United States.

The Gulfstream Project will see the construction of one of the largest ethylene plants in the world in Freeport, Texas. Dow Chemical plans to have all construction work completed by 2017 and production started – with a planned capacity of 1.5 million tons per year. It will be possible to use both ethane and propane as the raw material.

The "main EPC" responsible for planning, procurement, and execution of construction and installation work is Fluor Corporation in Houston. That company is thus also the contact and contractual partner of AS-Schneider. Represented on six continents with more than 40,000 employees, Fluor has of course already implemented many complex and challenging project over its more than 100 years of tradition, earning it notice and recognition. We are looking forward to working with this well-regarded company.

The "installation hardware" we will be providing Fluor includes a combination of valves such as ball valves, shut-off valves and manifolds, pipeline parts, gaskets, screws, and flushing rings in different materials.

The scope of investment for this order amounts over several million US dollars. But the volume isn't the only thing that makes this new order significant for the production of AS-Schneider in Nordheim, Germany. Collaboration with a well-known and well-respected partner like Fluor is especially important for the newest subsidiary of the Nordheim family-owned company, AS-Schneider America, founded just this year in Houston. The new order will act as a prestige project to help the subsidiary gain a stronger foothold in the States and win the trust of new, important customers.

Incidentally, Houston has a number of advantages to offer as a location: No other state in the US transports more oil. Houston is also considered the world's leading center for accessories for oil transport, and as an outstanding basis for future contacts with Latin America.

We are looking forward now to the challenges that will come with the DOW Gulfstream Project – and we're sure we can handle them. Project competence plays a large role in the award of contracts of this size. That we have that competence is something we've proved many times over in the past. The latest example: The Sadara Project in Saudi Arabia – with an order value of about five million Euros, this was the largest project in our company's history.



AS-Schneider America, Inc.

17421 Village Green Dr
Houston, TX 77040
United States of America

Mobile +1 515 779 1727

Internet: www.as-schneider.com

E-Mail: t.loschiavo@as-schneider.com

AS-Schneider is preparing to conquer the American market. In mid-year, the new subsidiary AS-Schneider America, Inc. was founded in Houston, Texas. The new subsidiary has been managed by Tácio Loschiavo since August 1. Tácio Loschiavo, 48 years old, Bachelor of Mechanical Engineering, Master of Business Administration (MBA), and SPI Solution Selling certified, has 25 years of career experience. Among other things, at Emerson he was Senior Director for the Latin American region and was Global Vice President at the CCC Compressor Controls Corporation.

AS-Schneider in Texas

FOCUS editorial: *Mr. Loschiavo, what was the crucial factor in your decision to start at AS-Schneider?*

Tácio Loschiavo: The challenge! I have lots of experience in starting up businesses in different areas of the world – but I'd never had the opportunity to do so in the United States. Starting up a business in the USA would be the ultimate challenge and I am very excited with the opportunity.

FOCUS editorial: *What was important for the specific decision to select Houston as the location for the first subsidiary in the USA?*

Tácio Loschiavo: Houston has become the center of excellence for the oil and gas industry. Many headquarters for the main EPC players, OEMs, equipment manufacturers, service companies and the major oil and gas companies are located in this area. The oil and gas industry is a main focus for AS-Schneider. Our penetration and growth strategy for the region is to gain customer's trust and loyalty by providing products at a superior quality and an outstanding service level. Therefore being close to our customers will be key to execute on the strategy. Furthermore, Houston is an international hub and you can fly in and out easily to pretty much everywhere in the world.

FOCUS editorial: *How much potential does this region have, and what does this mean for our headquarters in Nordheim?*

Tácio Loschiavo: It is very difficult at the moment to express the potential of this region in numbers. The opportunities here are huge – but so is the competition. We will have to compete with well-established companies in a very dynamic, very demanding environment. That will put us under a lot of pressure and it won't just be a great challenge

for our team in the United States, but also for headquarters in Nordheim, who will be supporting us in the background.

FOCUS editorial: *What will your first steps be?*

Tácio Loschiavo: First, I will be concentrating on building a powerful team that is capable of meeting or exceeding the expectations people have for us. Then we will move on to building up a distribution network and the acquisition of new customers.

FOCUS editorial: *How does the outlook for the future appear?*

Tácio Loschiavo: Well, the future for AS-Schneider America seems very bright. I am very excited, dreaming big and the region offers great opportunities. I feel very confident that AS Schneider will become a major player in the American market in the next couple of years.



Tácio Loschiavo
Vice President Sales



Encounter between partners

Partner Meeting in Nordheim

From all around the world, guests arrived in Nordheim in October: AS-Schneider had invited them to a Partner Meeting. 37 participants from 20 countries took AS-Schneider up on the invitation, and came to our headquarters in the Swabian town of Nordheim for a two-day encounter.

"Change isn't just senseless acceleration, but rather an increasing level of design awareness about the world." This quote by the well-known futurist and publicist Matthias Horx was taken as the slogan for the Partner Meeting.

The continually changing requirements of the market offer opportunities and risks at the same time. Creativity is in demand, optimum structures and customer-oriented action, if we want to master the challenges of the future successfully – goals that can only be achieved internationally by means of a highly professional network.

AS-Schneider is represented in different parts of the world by our own sales staff on-site. In addition to our own team and subsidiaries, though, we have also been able to count on reliable partners around the world for decades. Strengthening that network and continuing to build it was the intent of the Partner Meeting held on October 10 and 11.

Getting to know our headquarters and our new product innovations were important items on the agenda. But the focus was also on the exchange of experience, thoughts about new application possibilities, and self-critical considerations. And always center stage: An eye on the needs of our customers – what desires are there, where do we need to find new solutions, how can our service be optimized even further?

The different points of view and ideas of the participants, who came from Japan, Thailand, Russia, Norway, and many other countries, brought us interesting input and valuable suggestions.

But not just in a technical sense, but also at the human level, the Partner Meeting turned out to be a benefit to all involved. A benefit that will surely also work to the advantage of our customers.



**Armaturenfabrik Franz Schneider
GmbH + Co. KG**

Bahnhofplatz 12 | 74226 Nordheim
Deutschland / Germany

Tel: +49 7133 101-0

Fax: +49 71 33 101-148



www.as-schneider.com



AS-Schneider Asia-Pacific Pte. Ltd.

970 Toa Payoh North, #02-12/14/15
Singapore 318992

Tel: +65 6251 3900

Fax: +65 6251 3990



www.as-schneider.sg



**Armaturenfabrik Franz Schneider
SRL**

Str. Mihai Viteazu, Nr. 327i | 507085 Harman
Jud. Braşov | Romania

Tel: +40 368 41 40 25

Fax: +40 368 41 40 26



www.as-schneider.ro



AS-Schneider Middle East FZE

P.O. Box 18749 | Dubai
United Arab Emirates

Tel: +971 4 880 85 75

Fax: +971 4 880 85 76



www.as-schneider.ae



AS-Schneider America, Inc.

17421 Village Green Dr | Houston, TX 77040
United States of America

Tel: +1 515 779 1727



www.as-schneider.com

Impressum:

Contact:

Armaturenfabrik Franz Schneider
GmbH + Co. KG
Bahnhofplatz 12 | 74226 Nordheim | Germany
Tel. +49 (0) 7133 101-187
E-Mail: a.kinstler@as-schneider.com

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