

Press release

July 22, 2013

AS-Schneider scores in the Middle East

AS-Schneider has just won two large contracts for projects in Saudi Arabia and Qatar. The orders are important to the family-owned company in Nordheim not only for their volume, but also as strategically significant prestige items for the Middle East market.

It will be among the largest power plants in the world, the project Ras Al Khair in the kingdom of Saudi Arabia, equipped with twelve gas turbines, six steam turbines, and 18 generators – and quality valves from AS-Schneider. The order received by AS-Schneider includes delivery of different shut-off valves and valve blocks.

The second large order came from the neighboring Emirate of Qatar. Industrial valves will be supplied for use in oil and gas conveying systems. The order volume for both large projects is about a million Euros.

The Nordheim company has a great deal of experience when it comes to the implementation of this kind of large international projects – the list of references is long and extends from nuclear power plants in Mexico to conventional power plants in South Africa and chemical plants in China. In projects like these, safety always plays a significant role. AS-Schneider stands apart in this aspect as well: The company has important certifications and approvals valid in the Middle East, including LUKOIL Mideast, Occidental, and ZADCO.

Winning the contracts for these projects strengthens the position of the Nordheim valve manufacturer in the Middle East, represented by their own subsidiary in Dubai. Especially the Saudi Arabian region has great economic significance and is an attractive power plant market – the country has the world's largest petroleum reserves and the fourth-largest reserves of natural gas. The population of Saudi Arabia is estimated to increase from 28 million to 40 million in this decade alone. An annual increase in electrical power demand of eight percent is therefore anticipated.

The AS-Schneider subsidiary in Dubai has thus once again proved valuable and effective – thanks to its extreme closeness to customers, short response times, and the competent personal oversight they can bring to the implementation of individual projects. Knowledge of local markets can be combined with AS-Schneider's worldwide quality expectations to support customer requirements.

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

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