

A personalised response to local needs for pipes and fittings

IN ITS TWO Italy-based manufacturing plants Tecniinox and Petrol Raccord, Raccortubi Group produces seamless and welded fittings from ½” to 56” using both cold- and hot-forming methods. The availability of raw material is extensive, ranging from stainless steel to duplex, superduplex, 6MO, nickel alloys, and the latest introduction of titanium. Thanks to its high level of expertise, an increasing part of production is dedicated to special / customised fittings including flow and barred tees, Y pieces, laterals, manifolds and headers, with welded elbows in two halves being recently introduced in the regular manufacturing schedule, aiming at further developing the offer Raccortubi can guarantee to its customers.

Raccortubi Middle East’s stock in Dubai is constantly replenished according to the specific requests of the local market, enabling the company to efficiently personalise its offer in a sensitive and responsive way, both from production and from stock. The Group, in fact, is also an important stockholder of pipes, tubes, flanges, forgings and bars, in any stainless steel and special alloys including titanium Gr 2.

Nickel alloys 625 UNS N06625 and 825 UNS N08825 constitute an important part of Raccortubi’s warehouse, with the following technical specifications:

- ASTM B444 for 625 pipes
- ASTM B423 for 825 pipes
- ASTM B366 for fittings and flanges

With such material availability, Raccortubi is able to provide the most complete packages for extremely critical applications, where quality means performance and reliability even under extreme conditions.



Ex-stock material is already fully tested and certified in accordance with the major industry requirements and NORSOK specifications, meaning that customers can receive high-quality piping solutions to short timescales.

To ensure its strong commitment to quality, Raccortubi Group is also a representative of the Fight Fake Products initiative by SAAC (Steel Alliance Against Counterfeiting), to combat the illegal practice of branding uncertified goods with approved manufacturers’ names.

EnerMech and Khudairi Group come together to revitalise Iraq’s oil and gas industry

ENERMECH HAS LAUNCHED a joint venture with the Khudairi Group in Iraq to target both the re-emerging oil and gas and large infrastructure sectors. The JV is expected to generate US\$20m-plus turnover within a short period.

The downstream energy and infrastructure rejuvenation along with new investment in capital projects makes Iraq a key target market for the international engineering services specialist, which plans to roll out all of its services and to invest in new equipment in both Basra and Erbil.

EnerMech’s Middle East general manager Chris Barker will lead the new enterprise, reporting to John Guy, regional director for EnerMech Middle East, Asia and Caspian, and Mohammed Khudairi, director for the Khudairi Group.

Guy said, “There are a large number of opportunities in Iraq’s oil and gas sector as well as in large capital projects in the infrastructure sector, and working with Khudairi Group, which has long-established relationships with the major operators, will leverage benefits for both

companies.

“We share the same ethics and business values and believe that the joint venture can evolve in to a US\$20m plus per annum enterprise within three to five years. We are in the process of tendering for a significant number of work scopes and are already seeing substantial traction.”

Headquartered in Aberdeen, EnerMech employs more than 2,500 people across the UK, Europe, the Caspian and Middle East, Asia, Australia and the Americas.

Germany’s AS-Schneider partners with Saudi Arabia’s Binzagr

INDUSTRIAL VALVES SPECIALIST AS-Schneider has signed a cooperation agreement with the Saudi Arabian production and sales company Binzagr. According to the Germany-based company, the joint venture is a crucial step for the manufacturer to tap into Saudi Arabia as a new market. Through this cooperation, local customers can now access the high-quality products and competent service of AS-Schneider even faster and more extensively.

The Binzagr factory is an internationally operating production and sales company, founded originally as a trade partner of the Saudi Arabian Oil Company (Saudi Aramco). Today, Binzagr is the kingdom’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 manufactures industrial valve and manifold technology specifically for use in the oil and gas industry. “We are the first provider of instrumentation in Saudi Arabia,” said 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.”

However, the Saudi market is not completely new to AS-Schneider: the company has already supplied approximately 15,000 measuring assemblies and valves to the Sadara chemical plant of the Dow Chemical Company and Saudi Aramco in the industrial city of Jubail. With a total value of approximately US\$10.98mn, it was the largest order in the company’s history. 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 comply with the strict requirements of the ISO FE and thus have the highest tightness class.”

The cooperation with the local partner also ensures short delivery times, as well as flexible and competent technical support. “If necessary, our experts and all spare parts can be delivered to the customer in the shortest time,” Kummer explained.