

Endress+Hauser establishes two new sales centers

Instrumentation and automation specialist strengthens market presence
in the United Arab Emirates and Algeria

With new sales centers Endress+Hauser will open up further important growth markets in the Middle East and Northern Africa. In early 2014 the Swiss Group established subsidiaries in the United Arab Emirates and in Algeria.

For two decades Endress+Hauser has been represented in the United Arab Emirates (UAE) by the local representative Descon Automation Control Systems. Two years ago Endress+Hauser also started a successful venture with Descon's local partner in Abu Dhabi. To optimize customer support on the Arabian Peninsula, the measurement engineering specialist now integrates Descon's Endress+Hauser business into its own sales organization.

Endress+Hauser will now operate in the market with two offices at locations in Abu Dhabi (around 20 employees) and in Dubai (around 30 employees). Heavy investments in oil & gas, and in developing the public infrastructure (saltwater desalination plants, water storage, power stations), have opened up a strong market for high-grade measurement engineering and automation solutions. The new sales center is also equipped with resources for services, engineering and project management.

The Managing Director of Endress+Hauser's sales center in the UAE will be Jens Winkelmann. The 47-year-old graduate engineer in measurement and control engineering has over 16 years' experience with Endress+Hauser, for the past five years working in Dubai.

Dedicated sales center in Algeria

Endress+Hauser also has opened a new sales center in Algeria. From offices in Algiers, a team of five lead by Managing Director Chafik Amriou will take care of customers, particularly in the oil & gas industry. Endress+Hauser expects its growing business in Algeria to gain additional momentum. Symes, Endress+Hauser's long-time representative located in Annaba, will continue to serve particular customers in the eastern region of Algeria.

The Endress+Hauser Group

Endress+Hauser is a global leader in measurement instrumentation, services and solutions for industrial process engineering. The Group employs more than 10,000 personnel across the globe, generating net sales of 1.7 billion euros in 2012.

Structure

With dedicated sales centers and a strong network of partners, Endress+Hauser guarantees competent worldwide support. Our production centers in 11 countries meet customers' needs and requirements quickly and effectively. The Group is managed and coordinated by a holding company in Reinach, Switzerland. As a successful family-owned business, Endress+Hauser is set for continued independence and self-reliance.

Products

Endress+Hauser provides sensors, instruments, systems and services for level, flow, pressure and temperature measurement as well as analytics and data acquisition. The company supports customers with automation engineering, logistics and IT services and solutions. Our products set standards in quality and technology.

Industries

We work closely with the chemical, petrochemical, food & beverage, oil & gas, water & wastewater, power & energy, life science, primaries & metal, renewable energies, pulp & paper and shipbuilding industries. Endress+Hauser supports its customers in optimizing their processes in terms of reliability, safety, economic efficiency and environmental impact.

History

Founded in 1953 by Georg H Endress and Ludwig Hauser, Endress+Hauser has been solely owned by the Endress family since 1975. The Group has developed from a specialist in level measurement to a provider of complete solutions for industrial measuring technology and automation, with constant expansion into new territories and markets.

For further information, please visit www.press.endress.com or www.endress.com

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