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Pneumatrol determined to grow internationally



Ryan Wang and Andy Nash

As a key part of its business development strategy, Pneumatrol Limited, a North West based specialist manufacturer of pneumatic control products for use within both hazardous and safe area environments, has recently finalised an agreement with Shenzhen Auto-Valve Controls Company Ltd. to bring its products to the Chinese market.

For over 50 years Pneumatrol has developed the technical and manufacturing expertise together with the market knowledge necessary to meet the demands of the Process, Rail, Energy and Industrial market sectors.

Shenzhen Auto-Valve Controls Company Ltd. was founded in 2005, with strong expertise within the automatic valve control industry. The company is dedicated to providing first class products and solutions to its customers. A flexible approach and superb customer service are the key elements of its corporate strategy. Auto-Valve has gained a great reputation by successfully serving the Natural Gas, Power and Petrochemical sectors in China.

At a time of contraction for many businesses, Pneumatrol has decided to take on new challenges by growing into further international markets.

Andy Nash, Sales Director of Pneumatrol, commented: *'Following a strategic review of the business in 2013, we have elected to develop our business further into the Chinese market which has significant potential for our products especially within the Process and Energy sectors. We design and manufacture a wide range of pneumatic and electro-pneumatic products – standard and bespoke – to meet our customers' requirements. Growing export sales into China, is a very important part of our business strategy and I have great confidence in this new joint venture.'*

Ryan Wang, Managing Director of Auto-Valve Controls Co Ltd. also added: *'British products have a great reputation in China, not only because of its solid build quality, but also the advanced industry standards. We are delighted that Pneumatrol has chosen Auto-Valve Controls as its strategic partner for the Chinese market and we look forward to a very successful ongoing business relationship.'*

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