

SAMSON COMPANIES COMBINE THEIR EXPERTISE

LEUSCH and PFEIFFER Join Forces in SAM LOOP Initiative



PFEIFFER (left) and LEUSCH (right) will work more closely together.

Photos: **SAM LOOP**

Niederrhein, Germany (1 June 2021) – SAMSON LEUSCH and SAMSON PFEIFFER are to work even more closely together as members of the SAMSON group. Both valve manufacturers located in the Lower Rhine region of Germany will combine their expertise and competencies starting mid-2021. The companies are joining forces under the **SAM LOOP** brand to jointly penetrate the market. 'SAM' stands for SAMSON, the Frankfurt-based parent company which the Neuss-based LEUSCH joined in 2003 and the Kempen-based PFEIFFER joined in 1995. The infinity symbol sits between 'L' for LEUSCH and 'P' for PFEIFFER and represents the huge market potential as well as the potential that both traditional companies have to offer.

LEUSCH and PFEIFFER have already worked side by side for years. Their growth has been driven through mutual input and trust. Mr. Thomas Leusch,

SAM LOOP is jointly run by the SAMSON companies LEUSCH and PFEIFFER. The Center of Competence for control and shut-off butterfly valves provides worldwide support to customers to select and size butterfly valves for their specific applications:

- LEUSCH and PFEIFFER together have almost one-hundred years' experience in the development and manufacture of process and control butterfly valves.
- Over 300 employees are dedicated to serving customers.
- Around 50 engineers and technicians strive to continually improve our products.
- We manufacture to the highest standards:
At our facilities of around 40,000 m², we manufacture on average 45,000 valves per year in first-rate quality.
- We have annual production capacities amounting to 100 million euro available to serve our customers.

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powered by SAMSON LEUSCH & PFEIFFER

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whose father Mr. Jacob Leusch founded the eponymous company, comments: "The close cooperation benefits both companies to an equal extent and was the logical next step following our long-standing working relationship." SAMSON PFEIFFER CEO Mr. Marcus Miertz adds: "Our product portfolios are a perfect match. The collaboration will allow us to increase our performance and makes us more flexible."

Mr. Thomas Leusch and Mr. Marcus Miertz are convinced that the strengths that each company has to offer will be boosted and any weak points eliminated through the synergy effects. Mr. Thomas Leusch looks forward to the new opportunities that the **SAM LOOP** cooperation will bring. He is confident that it will secure the future of the Neuss site and allow LEUSCH to continue its fifty years' tradition of manufacturing. Mr. Marcus Miertz is also positive. His company PFEIFFER was founded by Horst Pfeiffer in 1974 in the very same year that LEUSCH was founded just 40 kilometers away.

Both companies, international players in the rotary valve market, remain independent business units, but profit from each other's expertise. While SAMSON LEUSCH is well established in the market for control and shut-off butterfly valves with high pressure ratings and large valve sizes, the main business of SAMSON PFEIFFER is in high-quality ball valves, butterfly valves and globe valves with or without PTFE and PFA linings as well as pigging and sampling valves. Furthermore, PFEIFFER's range of metal butterfly valves perfectly complements the butterfly valve range offered by LEUSCH. They already collaborated to jointly develop products.

Both companies stand for German engineering and are focusing on state-of-the-art technology, development and innovation. **SAM LOOP** represents a dynamic business organization especially where variety and quality of industrial butterfly valves are concerned.

Mr. Thomas Leusch lists the advantages: "The **SAM LOOP** cooperation gives us the opportunity to double our share in the rotary valve market. This will make SAMSON LEUSCH more interesting for customers in the chemical industry, whereas SAMSON PFEIFFER expects the same benefit for the oil and gas

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business. Both cooperation partners will be able to directly react to specific customer requirements, which will also have a positive impact on pricing.

"We are securing future jobs in both companies by combining our competencies and developing a clear vision for the future," stresses Mr. Thomas Leusch. As part of the **SAM LOOP** cooperation, plans are already being made to extend the site in Neuss.

Synergy also means eliminating unnecessary some processes and streamlining business operations, for example the same EPR system installed at both companies. But the cooperation also involves working closer together in areas, such as automation, purchasing, production and sales.

Mr. Leusch and Mr. Miertz are certain that customers will profit from a whole range of benefits. Besides more flexibility, product variety and expertise, decisive factors include the single point of contact, shorter processing times and the single-source supply. Mr. Leusch adds: "What's more, the **SAM LOOP** cooperation increases potential savings and makes us immediately more competitive."

#samloop #leusch #pfeiffer #samson #valves #industrie #chemical #oil #gas #neuss #kempen #niederrhein #germany

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Available photos



LEUSCH headquartered in Neuss (left) and PFEIFFER in Kempen will work even closer together in the future.



The managers Marcus Miertz (left) and Thomas Leusch have agreed a closer alliance between the companies PFEIFFER and LEUSCH.

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