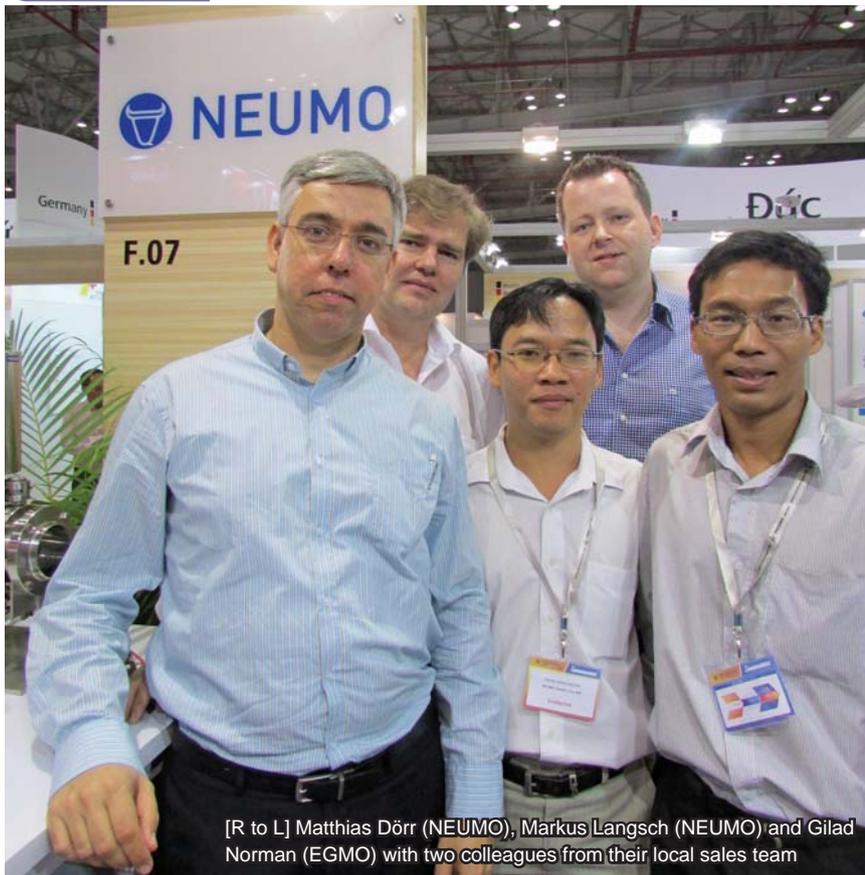


## NEUMO



[R to L] Matthias Dörr (NEUMO), Markus Langsch (NEUMO) and Gilad Norman (EGMO) with two colleagues from their local sales team

## NEUMO, the one-stop quality shop

By Nurhuda Syed

“Every place there’s stainless steel, NEUMO Ehrenberg Group will be there.” That is NEUMO’s promise for any industry in need of a high quality stainless steel system. Founded in Knittlingen, Germany in 1947, NEUMO manufactures and supplies stainless steel fittings, tubes, valves and different equipment for a variety of industries, including food & beverage, chemical and pharmaceuticals. NEUMO is the parent company of the NEUMO Ehrenberg Group, which also counts RIEGER, AWH, Damstahl and EGMO as members of the privately owned and globally operating group.

### Developing Vietnam

Counting Vietnam as their biggest market in the Asia Pacific region, they have never failed to attend any exhibitions there – especially Propak Vietnam. NEUMO Ehrenberg Group has also committed a large amount of time and effort into supporting the Vietnam market.

With its valve specialist, RIEGER, the NEUMO Group recently sponsored a project to establish high quality standards in the F&B industry in Vietnam – the German Vietnamese Technology Academy (GVTA). A training centre was built at the University of Ho Chi Minh City for the GVTA, which has a new

laboratory that houses state-of-the-art processing technology.

The Academy will educate and train 2,000 to 4,000 Bachelor and Master graduates each year to improve the technical capabilities of Vietnam’s F&B manufacturers.

“Vietnam is a growing market with a lot of potential,” said Gilad Norman, Marketing & Sales Manager at EGMO. Matthias Dörr, Sales Director for Flow Components at NEUMO, also added that, “Vietnam’s development is moving very fast and we have taken part in this process successfully for more than 10 years already with a strong and very experienced local sales team.”

### Providing quality, internationally

“There’s a lot of competition from Asian manufacturers, but most of them are quite young [as compared to German ones]. Asian companies are ambitious, and they might have the financial capabilities too, but they lack the experience and network, and need the time to build their reputation in the industry,” said Markus Langsch, Business Development Manager Asia, NEUMO. NEUMO’s extensive amount of experience, though, has allowed it to maintain “a high quality for our products”.

A big percentage of NEUMO’s customers are internationally known brands who “don’t take risks with the quality of their products. They go for the best quality, and want the best material and the safest production processes,” shared Langsch. NEUMO’s customer base of international companies is thus evidence of their ability to provide a consistently high standard of service and products.

“NEUMO Ehrenberg Group is unique – we provide the complete package.” NEUMO provides an extensive range of high precision and durable products for the entire production line that will ensure the fulfilment of its promise to all their customers, no matter where they’re based. **FBA**