

# Largest valves inventory in Africa

**A**R CONTROLS, a leading importer and manufacturer of internationally-recognised valves and instrumentation, says it has the largest product inventory of any similar company in Africa.

Director Julien van Niekerk said, "We carry a huge inventory. There is not another valve supplier on the continent with a similar stockholding." This was largely due to the fact that the company also specialises in stainless steel products for erosive and corrosive applications in a range of industries.

Apart from its extensive product range, said Van Niekerk, what gives AR Controls an edge in this highly-competitive market is its combination of technical expertise, aftermarket service and support, and regular site visits.

"We have established close working relationships with many of our customers and suppliers over the

years, which continues to be an important focus for us in securing repeat business. It is the visibility and recognition of our brand that continues to give us such a good name in the industry."

It is this combination of stockholding and infrastructure that has seen AR Controls enjoy rapid growth and expansion in recent years. "We are positioned ideally to capitalise on any opportunity, and aim to increase our market share and footprint significantly."

This includes a strong focus on niche markets in Africa, Australia, Europe, North America, and South America. "Our international expansion is



made possible due to our dual role as both a manufacturer and a stocking distributor," Van Niekerk said. It is also due to excellent supply-chain management that AR Controls is able to leverage itself globally.

From concentric, double offset and triple offset butterfly valves to general and severe-service ball Valves, non-return valves, linear knife gate valve products, and associated actuation and controls, AR Controls offers complete turnkey solutions for the African mining industry.

Van Niekerk attributes the significant customer loyalty that AR Controls enjoys to its ethical business and management practices, which includes a strong corporate social responsibility element and community involvement, together with health and safety and environmental awareness, such as reducing its carbon footprint.

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