



Press Information

Sandvik and Tenaris sign new five-year strategic alliance agreement

Sandvik and Tenaris have signed a new five-year strategic alliance agreement on the exclusive joint supply of corrosion resistant alloy OCTG materials and technology to the oil and gas industry. By this agreement Sandvik and Tenaris look to build on an already long established and successful alliance that goes back over a decade.

“This strategic alliance will facilitate closer cooperation on future innovations targeting the most demanding applications in the market. Together, our research and development capability will be unmatched in the industry allowing us to develop and offer unique solutions for the most challenging operational environments faced by our customers. With our combined technologies we set the industry standard,” said Michael Andersson, Head of the Tube Product Area of Sandvik.

The prospect of bringing together the companies' high-end technologies – with Sandvik's corrosion resistant alloy tubes and TenarisHydril premium connections with Dopeless® technology – will bring many benefits including a complete offer for the market. This is particularly true in the most challenging oil and gas exploration and production environments, such as High Pressure/High Temperature and deep water, where harsh conditions call for safe operational material solutions while reducing environmental impact.

“We look forward to building significantly on our joint offering and capabilities as a result of this renewal of our strategic alliance,” said Sebastián Salenave, Sales Manager of Tenaris.

“The product portfolios of our companies complement each other perfectly and together we can reach every location with our extensive global network supporting oil and gas exploration and production worldwide,” he added.

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Sandvik Group

Sandvik is a global industrial group with advanced products and world-leading positions in selected areas – tools for metal cutting, equipment and tools for the mining and construction industries, stainless materials, special alloys, metallic and ceramic resistance materials as well as process systems. In 2013 the Group had about 47,000 employees and representation in 130 countries, with annual sales of about 87,000 million SEK.

Tenaris

Tenaris is a leading global manufacturer and supplier of steel pipe products and related services for the world’s energy industry and other industrial applications. Our customers include most of the world’s leading oil and gas companies as well as engineering companies engaged in constructing oil and gas gathering, transportation, processing and power generation facilities. We operate an integrated worldwide network of steel pipe manufacturing, research, finishing and service facilities with industrial operations in the Americas, Europe, the Middle East, Asia and Africa and a direct presence in most major oil and gas markets.

For further information:

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