

ABP Induction closes contract with Jiangsu Hiquai in China for 2 FS type induction furnaces

High operational safety and environmental aspects were crucial for the order

ABP Induction has completed an order for two FS-type induction furnaces with Jiangsu Hiquai Machinery Technology Co., Ltd. in China. With this deal, the Dortmund-based company has prevailed against the fierce competition in this market segment. The decisive factor in acquiring the contract was the advanced, intelligent technology of the ABP system, which offers customers major potential for energy savings and environmental protection.

The two induction furnace plants with TWIN-POWER® energy supply will be delivered and commissioned within the next few weeks. What was important to ABP: to maintain the customer relationship that has existed since 2015. The representatives from Jiangsu Hiquai obtained detailed information about the ABP portfolio, in particular about the further improved safety and environmental performance. The customer is convinced that ABP systems provide the best production and considerable economic advantages; the closing of the order in September 2019 was the logical consequence of this.

The services that the customer values, in contrast to the market competitors, are the operational safety features and the advanced technology, especially with regard to the TWIN-POWER® technology. This makes it possible for customers to carry out melting with one furnace, while at the same time sintering or holding with the other furnace. The benefit: The ABP customer benefits from a higher degree of converter utilization, lower maintenance and investment costs, and ultimately also protects the environment. This is ensured by the ABP PRODAPT® melt processor, which calculates the energy requirement on the basis of the furnace content and enables effective control of the energy supply for melting and holding operation.

"The order was important to position us as an absolutely competitive competitor in the fiercely contested market. We are pleased to have been awarded the contract and to be ahead of our competitors," explains Andy Jiang, responsible for ABP in the Chinese market.

About ABP Induction

ABP is a leading manufacturer of induction furnaces and systems for inductive melting and holding for the metal and metalworking industries. ABP is an expert in melting, casting, holding and heating iron, steel and non-ferrous metals with design, production, assembly and services for foundries, forges and steelworks. The ABP Induction Group with more than 400 employees operates companies in the USA, Mexico, Sweden, Germany, South Africa, Russia, India, Thailand and China. It is represented by service and sales partners in most of the world's industrialized nations.

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