



**GIFA 2019**  
ALL THE HIGHLIGHTS  
FROM DUESSELDORF

**ACQUISITION**  
MHI AND PRIMETALS  
ACQUIRE ABP

**MYABP**  
THIS IS HOW THE NEW  
SOLUTION WORKS

## Introduction

Here it is, the first issue of ABP News.

With this newsletter, we would like to keep you up to date on the latest events within our company. This issue deals with the current sale of ABP to MHI and Primetals, and provides a detailed review of our successful exhibition at the GIFA 2019 trade fair.

In each issue, we would also like to present new solutions and products – in this issue, we are starting with the new MyABP portal which we be rolling out in the next few months. This newsletter format thrives on interaction – so if you have any ideas for an article or suggestions for improvements, we kindly invite you to contact the editorial team directly – you can find their contact details on the last page.

Lastly, I would also like to take this opportunity to invite you to follow ABP's social media channels and interact/share news there. We are now on Twitter, LinkedIn, YouTube and Facebook.

*Kind regards,  
Till Schreiter, CEO*



# ABP now belongs to MHI and Primetals

## Mitsubishi Heavy Industries (MHI) and Primetals Technologies acquire ABP Induction Systems from CM Acquisitions

**Henceforth, our business activities will be conducted in close cooperation with and under the leadership of Primetals Technologies. Following the approval of the relevant authorities, this step will take effect on September 1 2019.**

ABP will supply Primetals Technologies with special induction heating equipment for continuous strip production.

**„The portfolio is an outstanding fit“**

„ABP's induction heaters are one of the most important elements of continuous belt production, which is one of the main processes that Primetals Technologies is involved in. As ABP will be joining the MHI group, and as such will have the opportunity to build close business ties with said group, we will be able to develop and offer even more advanced technologies to our customers.

With the acquisition of ABP, we are combining our expertise in the field of induction heating and related activities with our expertise as a global partner for engineering, plant construction, lifecycle services and digitization in the metals industry," explains Satoru Iijima, Chairman of the Board and CEO of Primetals Technologies. „ABP's proven

portfolio and know-how will be an invaluable addition to our wide range of customer equipment, in particular mini mills and long rolling mills, predominantly in emerging markets as well as continuous strip production“.

**„Close cooperation opens up further growth potential“**

Till Schreiter, CEO of ABP, adds: „ABP's state-of-the-art induction equipment and technology-oriented culture fit perfectly with the existing portfolio of our two new shareholders. ABP's close relationship with MHI and Primetals Technologies will enable it to develop further growth potential and thus, contribute to the success of all these companies.“

With MHI and Primetals Technologies, ABP has access to resources worldwide that improve ABP's global market presence, provide opportunities to develop new areas of business and, on top of that, to drive digitization. „This ensures long-term stability for our business locations, employees and customers,“ said Schreiter.

ABP will become a part of the MHI Group, belonging to Mitsubishi Heavy Industries America, Inc. based in Houston, Texas and Primetals Technologies USA LLC, Alpharetta, Georgia.



# GIFA 2019 – All the highlights

Participation in Duesseldorf was a great success – excellent turnout at the booth

**An oversized laptop replica with a projection screen of over 40 square meters, interactive areas for virtual and augmented reality, plus the latest versions of the current production systems from the ABP portfolio: ABP made a lasting impression on the trade fair's visitors with its stand at the GIFA, the world's largest trade fair for foundry technology. They were particularly impressed with the innovative approach to digitization and virtualization in the field of foundry technology. One very important factor was the international team of ABP employees.**

People. Technology. Success. – this is the motto that ABP and its staff have ascribed to themselves. People work for and with people, they develop and work with the latest technology. And they do so to help ABP customers and partners achieve the greatest possible success. At GIFA/METEC/THERMPROCESS 2019, ABP revealed what customers can expect in the near future: „We demonstrated what is possible in plant engineering today. It's all about the combination of high-end equipment for melting, casting and heating with the latest digital developments of the Internet of Things. We are not doing this purely for our own sake, but because our customers actually benefit from this,“ says CEO Till Schreiter, summing up the very positive outcome of the trade fair: „The feedback we received was very positive regarding the systems we exhibited and the innovative digitization on offer with MyABP. Our dedicated team at the trade fair not only presented our solutions to the audience, but also gave them the opportunity to



try them out live in many areas – for example in the virtual and augmented reality areas. Our exhibition stand concept really paid off“. A lot was already done in advance. In order to optimally showcase ABP, everyone pulled together in the run-up to the major trade fair – thus providing a solid basis on which our activities at the fair could then be established. „I would like to thank the team and all those involved for their great commitment and intensive efforts - ABP presented itself as a strong brand backed by outstanding employees“.

**Responses to GIFA can be found on the following two pages and at [gifa.abpinduction.com](http://gifa.abpinduction.com).**

# Impressions from the ABP booth

Involvement at GIFA from all perspectives – Our team’s many points of interaction

The ABP booth at GIFA 2019 had an impact – not only because of the huge screen, but also because of the many interactive areas and the systems exhibited.

The booth offered several opportunities to take a step back in order to speak with customers and visitors in a more private setting – this was very well received. The highlight was, of course, the oversized screen (which also served as the reception area), where new photos and videos were shown every day.



# The GIFA team in action

International team cooperating seamlessly at the trade fair

ABP was represented by an international team at GIFA - which only takes place every four years - and this international approach truly paid off. This enabled ABP to respond very well to the very broad international audience - many visitors readily appreciated the fact that they could converse in their own language.

„The entire team did a great job, whether it was in preparation for the event or at the fair itself. We can be proud of what we did. We were able to capitalize on our strong trade fair presence, resulting in many new business contacts - and also in new orders“, CEO Till Schreiter summed up. On this page, you will find some expressions of the team ‚in action‘.



The screenshot displays the MyABP portal interface. At the top, there are navigation tabs: 'Asset Monitoring' (selected), 'Tickets', 'Service Milestones', 'Technicians', and 'Trainings'. A user profile for 'Arielle Ballistreri' is visible in the top right. The main content area shows 'Workstation 1 / Furnace - IFM' and a detailed view for 'Furnace - IFM'. Key metrics are displayed: 'Total Devices: 3', 'Uptime: 178h', 'Time to Failure: 24h', and 'OEE: 47%'. The state is marked as 'Critical'. Below this, there is a 'Device List' table with columns for 'Device Type', 'Manufacturer', and 'Year of Const.', along with 'Edit' and 'Delete' buttons for each entry.

| Device Type | Manufacturer | Year of Const. |               |
|-------------|--------------|----------------|---------------|
| PLC         | Lenze        | 2010           | Edit   Delete |
| Coil        | ABP          | 2010           | Edit   Delete |
| Inverter    | ABP          | 2010           | Edit   Delete |

# This is how MyABP works

Portal consolidates all key information on the furnace system for customers

Foundry 4.0 and digitization are buzzwords that, nowadays, play a role in every industry – including in those of our customers. And rightly so - because the opportunities afforded by networking offer invaluable potential when it

comes to raising productivity to an unprecedented level. ABP has developed the MyABP portal for this very purpose - it supports our customers in raising this potential. This article provides a detailed explanation of what

**MyABP is all about.**

## This is MyABP

ABP's new entrance portal becomes a digital platform for our customers for their plants, employees and processes. In order to meet needs such as cost reduction, quality assurance and improvement, CO2 reduction and energy saving, occupational safety and plant availability, we have completely redesigned our ABP service solutions and integrated them into MyABP.

This means MyABP becomes a personal information and maintenance assistant for melting and heating plants for customers from ABP as well as from other manufacturers - available anytime and anywhere. Our platform is an open system for all processes and machines in your foundry - be it melting plant, sanding machinery or molding plant. Upstream and downstream processes can be easily



integrated into the platform. Here, customers can find all documents relating to their plants, from product descriptions and drawings to maintenance manuals and service reports.

**Data security and data protection**

Of course, data security and data protection are important issues in this respect. Customers can rest assured: The system does not snoop around in their data, but only learns what customers want it to learn. However: MyABP understands the data provided and can provide direct support. And it allows ABP-Support to see the system through the eyes of the customer. Augmented Reality makes this possible.

The principle works like this: If there is a deviation in production, either ABP apps or the customer opens a service ticket. If solving the problem requires support, help is available to the customer via the MyABP portal. The central tool for this is Augmented Reality: This technology enables our ABP experts to see what customers see. Key information is directly visible because all information from

the call is automatically stored in the ticket.

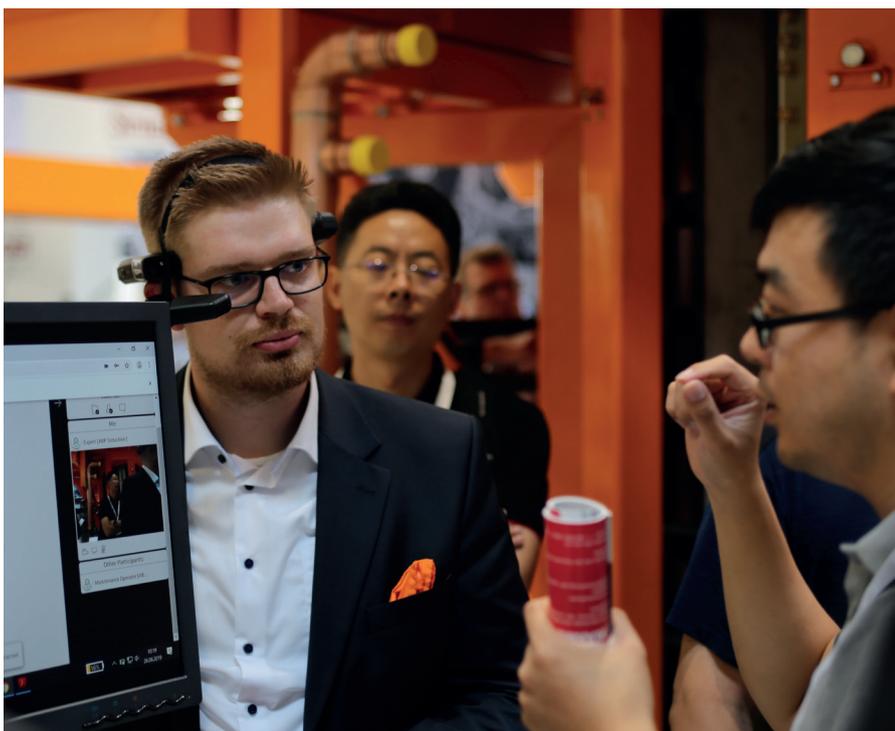
The ABP technician also helps, for example, to identify the right spare part if the system has to be serviced. Our ABP expert can virtually go through various settings on the system with the customer in order to rule out any operating errors. They can assist employees in performing simple tasks that can lead to a solution to the problem. And: Our ABP service is available extremely quickly as long wait-times for a service appointment or technician availability are no longer an issue. This is also good for the environment: Avoiding long emergency service trips also reduces CO2 emissions and protects the environment.

**Time is no longer an issue**

Time is no longer an issue. The solution is directly available: without major downtimes, without waiting times for the service appointment and at a reasonable price. The advantages are that response times are reduced, customers can benefit from the experience of our experts without travel costs and can

**Key facts: What I need to know about MyABP**

- MyABP is an online platform open to all ABP customers
- Here, customers can digitally enter and manage their entire plant inventory - for all manufacturers
- Customers can view and retrieve all relevant data on the ABP machinery and systems in use
- Via MyABP, customers can use virtual online training courses to simulate, for example, an emergency on a digital twin of the real plant
- Augmented Reality allows ABP service technicians to assist customers without having to be on site
- MyABP offers fast response times, reduced travel effort and protects the environment when service is required



find documentation of all services and solutions in one place. ABP is therefore ideally positioned for quick troubleshooting and proper maintenance.

And it has additional value for the future: This creates a database of knowledge with service protocols, problem solutions and much more. Customers therefore have access to the knowledge of our worldwide service team and the opportunity to receive round-the-clock support. They can subsequently make use of error analysis to develop new recommendations for action, maintenance orders and training courses. All this is managed centrally via MyABP – customers always have the system status with all available services right in sight.



## Good business: The latest business deals

CV. KARYA HIDUP SENTOSA  
(QUICK)

Client: CV. Karya Hidup  
Sentosa (Quick)

Country: Indonesia

Product: 2 x FS 30, 2.450  
kW/250 Hz TWIN-POWER<sup>R</sup>

SUEZ CANAL  
AUTHORITY (SCA)

Client: Suez Canal  
Authority (SCA)

Country: Egypt

Product: 2 x FS 20, 750  
kW/TWIN-POWER<sup>R</sup>

TATA STEEL

Client: TATA STEEL

Country: The Netherlands

Product: ERS 2 - 920 kW

PRIMETALS

Client: PRIMETALS

Austria for Fujian

Country: China

Product: TSH 10 OPEX

## Colleagues at ABP: Do you know Feramus?

Feramus Aksu works for ABP in the field of coil construction and repair in Dortmund. He appreciates the versatility of his work: „Work is always interesting; and through my assembly activities, I get to know the customer first hand, which is always very nice“. If you would like to find out more about your colleagues at ABP, take a look at [www.abpinduction.com](http://www.abpinduction.com) - under „PEOPLE“, where we introduce many of our employees from all over the world.

## Update for the ABP website

A lot has happened on the ABP website in the last few days: Many new sections have been added, in particular detailed information on C3 - ABP's range of services, and on MyABP with the many new service solutions that have been developed over the past few months. Soon the ‚News‘ section will be expanded and will be regularly updated with news about ABP.

## Imprint

**ABP editorial staff:** Robin Czarnetzki, Markus Fournell, Ulrike Szymura, Dr. Marco Rische (verantw.)

**Realisation:** Michael Braun (Medienhaus Waltrop)

**suggestions, contributions and questions** to [ulrike.szymura@abpinduction.com](mailto:ulrike.szymura@abpinduction.com)

## The virtual technician in Brazil

The trade magazine „Gießerei Praxis“ reports on a presentation at GIFA 2019 given by our CTO Marco Rische and Marcus Forunell, Vice President Global Service and digital products. They presented on the way in which ABP switched its customer service to hybrid IoT services. This article deals with the challenge of having to deal with long distances to the customer. Instead of struggling with time-consuming travel, ABP Induction Systems has invested in a digital portal that will be used to track all customer concerns. There, each customer can log into an individual area and make use of ABP services. You can read the full article here: <http://bit.ly/2Pt9pTA>