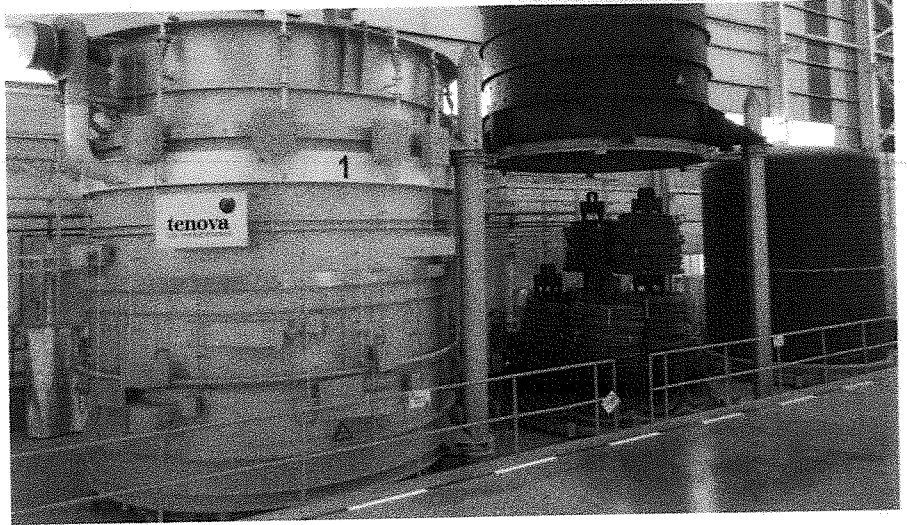


## LOI Thermprocess sells bell-type furnaces in China

Right at the beginning of 2017, Tenova LOI Thermprocess GmbH from Essen, Germany, and its Chinese subsidiary company Tenova LOI Thermprocess (Tianjin) Co. Ltd. received an order for a wire annealing plant from a Chinese wire manufacturer from the province Jiangsu. The order comprises the delivery of a bell-type furnace plant with two annealing bases, two heating hoods and one Jet-cooling hood. The HPH (High Performance Hydrogen) bell-type furnace also works with hydrogen as annealing atmosphere and has per base an usable diameter of 4,200 mm and a charging height of 3,500 mm. Thus, an average batch weight of 28 t steel wire per annealing base can be achieved. Not only hot rolled wire coils but also drawn wire coils shall be annealed. The start of production for the new annealing plant is late fall of 2017.

With this order, LOI, a company of



the Tenova Group, could prevail against national and local competitors in a difficult market environment in China. The client, the company STM Kunshan Cheng Tongming Metal Co. Ltd. from Kunshan City in the province Jiangsu, already

operates a bell-type furnace plant which was, however, supplied by a competitor of Tenova LOI. With this new customer acquisition, Tenova LOI could emphasize its position in bell-type annealing of wire coils by means of its HPH technology.

## SecoWarwick India moves to another operating facility

SecoWarwick is pleased to announce that SecoWarwick Allied Pvt. Ltd. is relocating to a new operating facility in Mahape, Navi Mumbai, India. To better serve its customer base in India, SecoWarwick relocated its operations to a new production, assembly and test equipment facility. With dynamic business development, SecoWarwick to improve its production capability, capacity and efficiency decided to relocate to a more suitable industrial park, with respect to logistics and supply chain in close proximity of local vendors and subcontractors.

The new facility houses sales and marketing departments, design, workshop, service along with the senior management to serve SecoWarwick's clients in India. It provides a great opportunity to improve the company's production efficiency with engineering, production and quality control team in a single location. With the current orders in hand and

many upcoming ones, consolidating manufacturing and corporate office in one location will streamline production processes and create boundless opportunities to deliver an exceptional standard of service to customers.

"SecoWarwick's goal is to deliver high quality solutions to our customers by having the process of design to dispatch under one roof. In doing so, we optimize our processes in project management, vendor development and quality control. We see a significant growth of opportunities in the long term and continuously develop our operational capabilities to ensure our competitive advantage," states Sławomir Woźniak, Managing Director of SecoWarwick India.

SecoWarwick has been present in India for many years and has successfully designed and manufactured a wide range of heat treatment equipment installations. In 2008, a joint venture was formed with Allied Consulting

Engineers Pvt. Ltd. (India) and the company was then named SecoWarwick Allied Pvt. Ltd. In 2013, SecoWarwick S.A acquired a majority stake in the company. As an integral member of the SecoWarwick Group, SecoWarwick Allied Pvt. Ltd. shares engineering expertise and provides local manufacturing services for SecoWarwick Group equipment in India. With facilities in the USA, Europe, India and China, SecoWarwick creates E2E heat treatment solutions that provide the best value to customers in terms of timing, availability, pricing and quality.

The company is 100 % committed to provide all of its customers in India with the most efficient, technologically innovative and reliable equipment available globally. Along with the relocation of the manufacturing facility in India, SecoWarwick will continue its legacy of making innovative and revolutionary products.