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Dear Customer and Business Partner,

You might be surprised why EMG wishes to improve its customer communication by a newsletter just now? Don't we have to cope with more than enough papers or means of communication every day?

The answer is "Yes" and "No". "Yes" in terms of the fact that EMG is well known as a supplier of high quality strip guiding systems and the name EMG is self-explanatory in this regard. "No" in view of the innovations, which EMG has launched just in the last few years in the field of quality assurance systems. The experience and results to be used thereof were only known in detail by a restricted number of customers. Moreover, information about important further developments in the field of strip guiding systems are difficult to circulate by one-to-one approaches when the fundamental possibilities of new developments are largely unknown. This newsletter concentrates on news from the domain of quality assurance systems, i.e. the automatic online roughness and materials testing as well as high-precision width measurement and strip stabilization. The following issues will be completed by actual topics of strip guiding systems. The Internet will be the communication medium in principle. A complete printable version is available at the linked web page.

Any further inquiries, requests, criticisms, comments? Please send a short e-mail to: sales@emg-automation.com. We are looking forward to any input and try to make the newsletter as short and informative as possible.

Best Regards,

EMG Automation GmbH

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Electro-magnetic strip stabilization eMASS: promising results for reducing the zinc consumption and optimising the material output on CGLs

The zinc prices have doubled in the past 12 months. Besides the zinc coating thickness (problem: Zinc overcoating) the material output of hot-dip galvanizing lines is at the same time an essential criterion for market success and delivery effectiveness. Based on these initial conditions EMG has developed and tested in cooperation with ThyssenKrupp Steel AG an operational system for the electro-magnetic stabilization of steel strip directly above the air knives, at the exit of the zinc or aluminium pot of hot-dip galvanizing lines. The system design has meanwhile been optimised for the standard use – in combination with common air knives – thus makes the use in conventional hot-dip galvanizing lines possible. The results achieved so far show an amortization of the investment within a period of 6 – 9 months depending on the material output of the line and the specific zinc coating thickness.



IMPOC measurement at 900 m/min – High-Speed IMPOC opens up new application fields

The production of ferromagnetic strip steel with guaranteed customer specific mechanical properties is an essential prerequisite to compete in today's global steel markets.

The traditional method of destructive material testing takes samples at the beginning and the end of the coil and is thus not able to ensure a given quality along the length of the coil.

Another item is the cost-intensive manual effort for the destructive materials testing.

The magneto-inductive online measuring system IMPOC of EMG overcomes these limitations. IMPOC delivers continuous and reliable values for the yield point and tensile strength over the whole length of the strip and is already in daily use at many steel manufacturers worldwide. It helps to considerably reduce the costs for the destructive testing.

To extent the application range of the system significantly, the development cooperation with the Institute of Applied Physics in Minsk, Belarus, has been extended. The High-Speed IMPOC or its abbreviation "HS IMPOC" enables the online measurement of the mechanical properties (yield point and tensile strength) for production lines with a high strip speed (up to 900 mpm)

This opens up new application areas such as inspection lines and continuous annealing lines. A first prototype has successfully completed a two-month test run at EKO Stahl (Arcelor) in Eisenhüttenstadt.



Joint Venture – EMG Beijing

As from January 1, 2006 EMG Automation GmbH has established a Joint Venture (JV) together with its Chinese business partner Fremont Technology Co.

This JV trades under the name of EMG Automation (Beijing) Ltd. in Beijing.

The main focus of this business is on sales, service and customer training on products and technical solutions of EMG's Automation GmbH business unit Servo-Technique Metal.

With this decision we can even better attend to our Chinese customers and partners on site, are able to give them expert advice and support. Our European customers who are providing the Chinese market with equipment for new plants should also benefit from this decision.

Thereby we have laid the foundations for our successful business activities on the Chinese market in future.

With its strip guiding systems and quality assurance systems, EMG Automation GmbH is the market leader worldwide, especially on the Chinese market.



EMG: The ST-QS sales and service team: Competence in QS-Systems

The increasing penetration of the steel and metals industry with Quality Assurance Systems such as high-precision width measurements, SORM 3plus, IMPOC and eMASS require custom-tailored solutions, consultancy and after-sales service. Furthermore, the experienced system user wants a more profound analysis and processing of the quality data, in order to be able to introduce measures for optimising the production process and the quality guided material flow as well as for preventing any production problems.

This demand resulted in the establishment of EMG's sales and service team ST-QS at the beginning of 2006. Under the direction of Dr Irle and Mr Jordan (Sales) the team is made up of experts for the different scopes of work and combines technical and product know-how. Experienced project engineers of EMG as well as experts from different areas of the quality assurance form the core team.



Project services and consultation

By using a quality assurance system during production, the possibilities offered by evaluating the recorded data have not been utilized completely, quality grading is just the first step. This is the opportunity where ST-QS's specialised staff apply specific

analysis, realise special quality protocols/logs (e.g. the linkage to user-specific quality databases) up to more extensive projects, such as the closed-loop control of skin pass mills based on roughness and material properties.



Integrated projects

Important for us is that the customer gets the project and advisory skills from one single source. For this purpose EMG does not only supply the systems and provide the services, but if requested, also necessary special designs or tailor-made adjustments. We give top priority to the solution of our customer's problem. Let's face this challenge!

Contact

EMG's ST-QS team is looking forward to your questions and suggestions that can also go beyond the current range of products.

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As before and in addition, EMG's key account managers and sales agencies in the respective country will be at your disposal for any questions or advisory services at any time!

Miscellaneous

Events / Places to meet:

Stahl [Steel] 2006, in Düsseldorf, EMG Speech on Quality Assurance Systems in cooperation with ThyssenKrupp Steel AG, by Jürgen Koch

Additional information:

- Presentations regarding SORM3plus, IMPOC, eMASS (German/English)
- New technical specifications for SORM 3plus and IMPOC (German/English)
- Service packages SORM3plus, IMPOC (German/English)

Available on request.

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