INTRODUCTION OF
PRE-ENGINEERED CHP PLANTS
INTO THE NORTH AMERICAN MARKET

AB ENERGY USA, LLC
WWW.GRUPPOAB.COM

Jan Buijk – VP Sales
Jan.Buijk@gruppoab.com
OUR MISSION
CREATING HIGH EFFICIENCY, RELIABLE AND SUSTAINABLE COGENERATION AND DISTRIBUTED POWER SOLUTIONS. THIS IS OUR JOB, THIS IS OUR ETHIC.
MOre thAn 300 vIdeos On bOArd
CASE hIstOrIes And best PrACtICes frOM ALL Over the WOrLd
MORE THAN 300 VIDEOS ON BOARD
12 TOPICS
Internet connection is needed
AB IS A LEADER IN COGENERATION.
WE ENGINEER, MANUFACTURE, INSTALL AND MAINTAIN
TOP QUALITY CHP SOLUTIONS
Angelo Baronchelli founded the company in 1981. The first cogeneration plant was established in 1992. An international start-up entry in Spain occurred in 2007. In 2010, a new industrial complex and new engineering complex were added. The acquisition of KWE Poland took place in 2013, followed by the entry into Austria, Brazil, Netherlands, Canada, and France with the Greenhouse market (GPN) in 2014. The entry into the UK, Germany, USA, and Israel occurred in 2015. The company expanded its reach to Russia and Turkey in 2014.
OUR PEOPLE


*ENGINEERING 110  PRODUCTION 70  SERVICE 200  OTHERS 190

228 313 341 460 520 570

MISSION & VALUES

FACT & FIGURES

HISTORY

WE ARE

OUR FACILITIES

OUR POSITIONING

OUR CLIENTS

WEB CHANNELS

ABOUT US
Over 900 engineered and manufactured systems

About 1300 MW installed
1. Decision is made to proceed with CHP Project
2. An engineering firm is hired to design the project
3. Engineering firm collects technical and price information from engine distributors, heat recovery manufacturers, switchgear suppliers, other BOP system suppliers etc.
4. Information is used to develop a system design and write a bid specification
5. Tender documents are issued for equipment supply
6. Tender documents are issued for mechanical, electrical and civil installation work
7. Contracts are awarded to successful (low bid) equipment suppliers and installation contractors
1. Equipment is typically offered through traditional engine distributor.

2. Often selects lowest cost equipment that meets the intent of the specifications.

3. If successful in winning the tender process, supply a collection of materials to the job site in the hope that the installation will be designed right and equipment will be installed right.

4. Provide drawings and technical information describing the equipment offered for the engineering firm to finalize the plant design.

5. Show up when the installation is complete for start up and commissioning of the plant.

6. Offer ongoing service, typically for the prime mover only.
1. Critical design and installation details are often overlooked by either the engine distributor, engineering firm or the installation contractor

2. Examples are:
   1. Undersized ventilation systems
   2. Undersized heat exchangers and radiators
   3. Undersized piping, pumps, thermostatic control valves etc.
   4. Incorrect air flow through engine room
   5. Interference with service space required for equipment maintenance
   6. Lack of lifting points required for equipment maintenance and overhauls
   7. BOP equipment not compatible with prime mover
HOW THE TECHNOLOGY AND GO TO MARKET APPROACH HAS EVOLVED

CHP plant is treated as a product that delivers power, heat, and sometimes cooling, the way an airplane is considered a product or a car is considered a product.

Building on 30 years of experience and system optimization we deliver, offload and assemble the complete CHP plant and provide our customers with 3 connection points:

1. Gas inlet at enclosure wall
2. Hot water and/or steam at enclosure wall
3. Electrical at generator breaker terminals
Right now, AB is the global leader in its field: each year the AB industrial units can roll out up to 300 systems fully engineered and manufactured internally.
THE ENGINEERING HUB IS AB’S CROWNING ACHIEVEMENT: 110 ENGINEERS AND RESEARCHERS WORK HERE, THE GLOBAL THINK-TANK FOR COGENERATION SYSTEMS.
ROBOT STATION
FOLDING, CUTTING, AND WELDING SHEET METAL AT THE ROBOT STATION TO ENSURE FAST AND ACCURATE EXECUTION.
The largest area worldwide entirely dedicated to the industrial production of cogeneration systems.
OVER 70 NEW ENGINES OF VARIOUS SIZES AND TYPES.
NATURAL GAS

INDUSTRIES:
- Manufacturing
  - Beverage
  - Ceramic and Bricks
  - Chemical
  - Dairy
  - Food
  - Metallurgy
  - Paper Mills
  - Pharmaceutical
  - Plastics
  - Textile
- Commercial
  - Data Centres
  - District Cooling
  - District Heating
  - Hospital
  - Hotels
  - Shopping Mall
- Greenhouse

BIOGAS

INDUSTRIES:
- Agriculture
- Animal Waste
- Landfill
- WWTP (Waste Water Treatment Plant)

SPECIAL GAS

INDUSTRIES:
- Coal Mine
- Oil extraction (APG)
- Syngas
700 CUSTOMERS, SOME OF THEM ARE:

- Amadori
- Benetton
- BNL Gruppo Banca
- Buitoni
- Cargill
- Coca-Cola
- Colesan
- Conserve Italia
- EDF
- Eridania
- Esselunga
- Ferrero
- Galbani
- Garda plast
- Gassino
- Granarolo
- Gruppo Cremonini
- Hera"
- Ideal
- Ildorf
- Kraft
- Lactalis
- Latteria Sorexina
- Lindt
- MAPEI
- Martini
- Menz Gasser
- Mukki
- Nestle
- Novartis
- Orogel
- Peroni
- Perugina
- Petrom
- Pfizer
- Rummo
- Spumador
- Trafor Flerta
- Magna
- Wienerberger
IS THE INDUSTRIAL COGENERATION SOLUTION, CONCEIVED AND DEVELOPED ENTIRELY IN AB.
1. FREE AREA FOR ENGINE EXTRACTION
2. AIR OUTLET
3. OIL SKID
4. NATURAL GAS TRAIN
5. ENGINE
6. ELECTRICAL CONTROL PANEL
7. SCADA CONTROL SYSTEM
8. SURGE ARRESTER
9. AIR PRE-HEATING SYSTEM
10. FREE AREA FOR GENERATOR EXTRACTION
**COMAX® ADVANTAGES**

- **Fast and Smooth**
  - In Site Installation and Start-Up

- **Can Be Relocated**

- **Flexible**

- **Scalable**

- **Available**
BLUE RIDGE GREENHOUSE – ALBION, NEW YORK - 2.4 MW
BLUE RIDGE GREENHOUSE – ALBION, NEW YORK - 2.4 MW
POLYCON (Magna) - GUELPH, 8 MW - Steam Heat Recovery
MAZEPPE - ALBERTA
16.5 MW
MAZEPPA - ALBERTA
16.5 MW
OUR SERVICE MAKES THE DIFFERENCE.
More than 190 field service technicians

24h call-out service
AB SERVICE'S CONTROL ROOM MONITORS AND SUPERVISES PLANTS INSTALLED THROUGHOUT THE WORLD.
800 PLANTS MONITORED.
At the moment, the remote control covers in online more than **800** chp systems.

AB Service has a competence centre and back office to optimize communication with users.
THE AB MONITORING SYSTEM: SUPERVISION AND CONTROL

AB Scada System remotable

AB Plant Status online monitoring
## ASSISTANCE
- Technical Assistance
- Field Assistance
- 36 Hour Reaction Time
- Remote Control by ABPS (AB Plant Status)
- Fast Supply Spare Parts
- MSA (Material Stream Agreement)

## MSA (Material Stream Agreement)

## PREVENTIVE MAINTENANCE
- Labour for Preventive Maintenance
- Corrective Maintenance (Labour + Spare Parts with Limitation)

## PREVENTIVE AND CORRECTIVE

## AB PROTECTION PLAN
- Extended Additional Predictive
- Guaranteed Availability > 90% Each Years
AB Energy USA, LLC

www.gruppoab.com

Jan Buijk – VP Sales
Jan.buijk@gruppoab.com