

The Pulse of Power

Newsletter from ABB Power Technologies, Components

Volume 28, December 2004

A few words from the Managing Director...

The year 2004 will soon be ending and it will be the best year ever in the companies history. I would like to thank all of our customers, new and old ones, for choosing ABB as your supplier of bushings and tap-changers. Our goal is to be your best alternative when you compare price, quality, on-time delivery and service. Our production continue to increase year-by-year, and this year we have seen a drastic increase in tap-changers. The very high order intake in combination with our intense work to build up our production capacity have not always come up to your expectations. Nevertheless, in every single case we have done our utmost to meet your needs. I thank you for your understanding, convinced that we will be able to provide an improved service from the beginning of 2005. Please remember to use our reservation system. This will give us a much better possibility to quickly adapt our capacity and to meet your requested delivery time.

We continue to invest a lot in R&D activities which means that new advanced products with higher customer value will be available in the near future.

I am looking forward to working together with you all and I would like to take this opportunity to wish you all a Very Merry Christmas and a Happy New Year!

Lars Nilsson

Group Vice President

Head of Business Unit Insulation and Components



Our growing family of dry bushings

The quantifiable costs savings for the user is resulting in a growing interest for the dry bushing technology and ABB is preparing itself to meet an increasing demand. The most recent example is our coming line of bushings intended for immersed oil-SF₆ service.

The bushings are of the Resin Impregnated Paper (RIP) type and ranges from 170 kV / 2500 A through to 550 kV/ 1600 A, and complies with the latest revisions of both IEC 60137 and IEC 61639.

Complete technical information will be found in the applicable technical guide.

It is worth looking into the advantages that resin impregnated paper (RIP) technology has to offer:

- The serious weight reduction of 30 - 50 % when compared to corresponding oil impregnated bushings means that the design and cost of the transformer tank itself is reduced.
- The transportation costs are reduced and the following installation phase is also quicker, cheaper and safer.
- Due to the fact that no oil is contained there is no need to have an expansion volume, meaning that no mounting restrictions or waiting time before energizing applies.
- Of course, the implementation of RIP bushings means that the oil level does not have to be regularly checked and the question of taking oil samples does not arise.
- RIP bushings do not contain any oil and therefore eliminates any possibility of oil leaks and offers a higher fire resistance as RIP proves to be self-extinguishing meaning that a transformer fire will not be maintained or propagated.
- Due to the reduced weight there is a significant ability to withstand earthquakes, which is a point worth considering in many parts of the world.

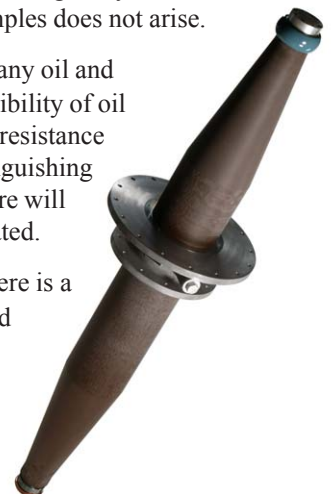


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Improved Service from Components' After Sales Department

Following the increasing sales for Components' there is a corresponding increase in the demand for After Sales Services. To meet this demand the staff at the After Sales Department has been increased with three persons during 2004:

Jan-Eric Wrethag joined us in March. Jan-Eric came from BAU Transformers where his last occupation was the design of control cubicles for transformers. Jan-Eric will mainly prepare quotations for bushing and OLTC spares.



Olavi Anttila joined us in September. Olavi, who is one of our most experienced OLTC fitters will increase our capacity for training in our Training Centre as well as on-site training.



Jerry Sundberg is the latest newcomer who joined us from December. Also Jerry is an in-house recruitment and his latest occupation has been order design for OLTCs. Jerry will also be engaged in the preparation of quotations of bushing and OLTC spares.



The first words that comes to mind when talking about After Sales are perhaps spare parts. The sales of spare parts is indeed an important part of our activities, but by no means the only one. Just to mention a few

- Training of end customers and transformer manufacturers. This training can be conducted in our local training center as well as at a customer's site anywhere in the world.
- Retrofit equipment. We can offer a wide range of retrofit OLTCs and bushings and should we not have a prepared design we are always open to discuss the preparation of a customized solution.
- Warranty claims. Should any of our customers not be satisfied with our delivery this claim will be handled by us.
- Trouble shooting. In spite of our comprehensive documentation for installing and handling our equipment, it is inevitable that questions concerning the function and handling of complex equipment will arise. Also here the After Sales department play an important role as a "Help Desk" for the customers.

To handle these tasks we are today a group of 11 persons, including the latest recruitments. The entire After Sales team is presented in the photo below.



Back row from left to right: Magnus Hermansson, Jerry Sundberg, Elisabeth Wegner, Hans Ilar, Sven-Erik Jansson, Jan-Eric Wrethag, Ove Bodin, Olavi Anttila and Håkan Håkansson. Front row: Sten Andersson and Peter Olsson.