

ABB Components'

Newsletter

Information to ABB Components' customers

May 2000

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eBusiness at the Hannover Fair

At the Hannover Fair, March 20-25, ABB Components presented the first part of their e-CRM project. This makes it possible for our customers to order bushings from our Quick Shop assortment, with interactive guidance. The final goal is to have a personalized login for each customer with their products, prices, and delivery terms.

For further information, please contact Jan Einarsson, jan.einarsson@se.abb.com. ■



The electronic motor-drive mechanism

The new electronic motor-drive mechanism type BE is developed in cooperation with a number of power utilities and OEMs, carefully selected to reflect the needs of all types of markets and environments. The design is based on experience from electronics in transformers since the eighties as well as reliable ABB technology. ■



Modularized design provides

- More functions and indicators in standard version
- Short lead times
- Easy to order

Prepared for condition monitoring

High reliability

- Well proven ABB technology
- Tested in extremely harsh environments
- Few moving parts

Maintenance friendly

- No additional training required
- Easy access in the cabinet

New generation - familiar interfaces

- Standard interfaces that comply with all existing equipment



Road show success!

ABB Components' road show container has become a real success!

The container, which is filled with products from ABB Components, gives our customers an opportunity to have demonstrations and training in their own back yard.

Since 1997 the container has been on tour all over the world. Road shows and customer training on site have been performed in Poland, U.K., Spain, Australia, Malaysia, Vietnam and Thailand. Next destination is China... ■



The container being lifted off the transporter.



The road show visiting Malaysia.



The interior of the container.



Demonstration in Vietnam.



Customer training in Thailand.



Customer training on site in Malaysia.