

# ABB Components' Newsletter

Information to ABB Components' customers

February 1998

Dear customer,

Welcome to the third issue of the ABB Components' Newsletter! It has been very much delayed due to other priorities, but "better late than never..."

In this Newsletter I focus on the new tap-changer selection program, COMPAS, which has been released in version 1.2 recently. Hopefully it will be of much help for the transformer designers!

Other topics are for example the production of our promotion video, and a list of major activities during 1998.

Your feedback is valuable to us, so get in touch!

*Catharina Malmberg*

## ABB Components' Newsletter

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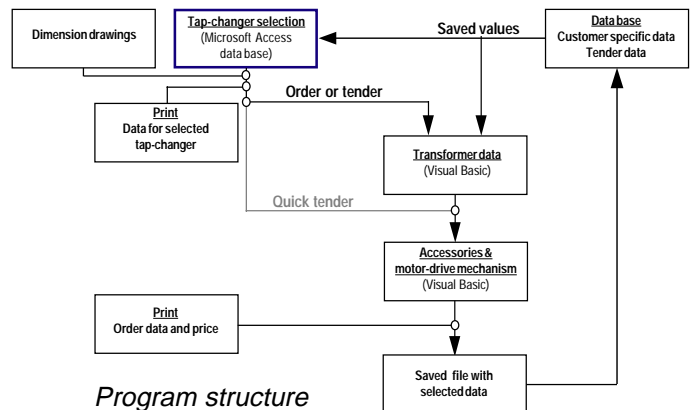
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## Tap-Changer Selection Program - COMPAS

An easier way of choosing tap-changers has been a wish from our customers for quite some time, and the question has been brought up at several product seminars. Now we can present the solution: COMPAS!



Program structure

COMPAS is a new tap-changer selection program, which will help the transformer designers to select the correct tap-changer. The program will not only select the tap-changer automatically, it will also provide data and dimensions, as well as price and delivery information. COMPAS can provide 22.000 solutions!

Connected to the selection program there is a database with dimension drawings, connection diagrams, and later on, circuit diagrams and product catalogues.

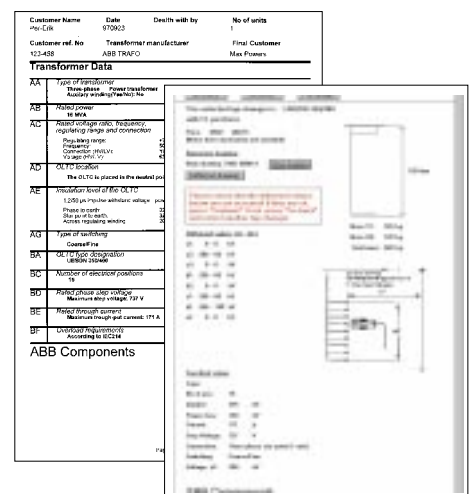
Early in 1997 the first version, COMPAS 1.1, was sent out to 21 selected customers, as a first step of the introduction. Recently we released COMPAS 1.2, which has been distributed to a larger number of customers on a CD ROM.

For those of you that have access to the TFO Information database in Lotus Notes, we will create a database for all known faults and also for new versions of the program.

If you have any questions regarding COMPAS, please contact **Bengt-Olof Stenestam**, tel +46 240 78 34 14, fax +46 240 800 78 or Lotus Notes: Bengt-Olof Stenestam/SECOM/ABB. ■



Start panel in COMPAS.



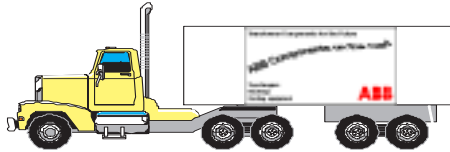
Ordering data sheet and printed data.

**ABB**

## Road-Show in Poland

In May 1997 **Mats Carlsson** and **Ove Bodin** from the Marketing & Sales Department visited Poland in order to present ABB Components' products. They travelled with a container, equipped with some tap-changers and bushings.

- The interest was very good and the tour was much appreciated, said Mats Carlsson. We visited Lodz, Lublin, Wroclaw and Bydgoszcz and had over a hundred visitors during the two weeks. This has been somewhat of an experiment - to visit the customers instead of letting them visit us.

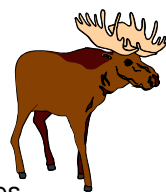


We are now planning for similar tours both in Europe and in Asia (see program below). ■

## Major Activities 1998

If you have any questions regarding these events, please let us know!

<b>Week 10 Ludvika, Sweden</b>	Hands-on service training, tap-changers and bushings
<b>Week 12 Ludvika, Sweden</b>	Hands-on service training, tap-changers and bushings
<b>March Pretoria, South Africa</b>	Inauguration of ABB Components' Service Centre at ABB Powertech
<b>March</b>	Road-show, France and Belgium
<b>April</b>	Road-show, Turkey
<b>April Hannover, Germany</b>	Hannover Fair
<b>May</b>	Road-show, Spain
<b>June 3-5 Ludvika, Sweden</b>	Product seminar for utilities all around the world
<b>June 9-11 Ludvika, Sweden</b>	Service centre specialist training
<b>June</b>	Road-show, Great Britain
<b>June 23-26 Ludvika and Säfsen, Sweden</b>	Product seminar for sales representatives
<b>June 22-28 Lisbon, Portugal</b>	EXPO 98. Participation in ABB Power Transmission Seminars with Dynamic Voltage Regulation
<b>Week 38 Ludvika, Sweden</b>	Hands-on service training, tap-changers and bushings
<b>September</b>	Road-show, Malaysia
<b>Week 40 Ludvika, Sweden</b>	Hands-on service training, tap-changers and bushings
<b>October</b>	Road-show, Thailand

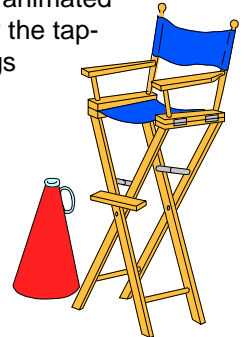


## New Promotion Video

Just before the summer vacation ABB Components invited all the employees to a film premiere: "ABB Components - Your choice is simple!".

The new promotion video will be shown to visitors to ABB Components as well as used at visits to customers and suppliers. Since the target group is very large, the film is adapted to different levels of technical knowledge. The film describes the company and its operation and presents examples from its range of products. The cassette is divided into two parts: a corporate presentation and a product presentation. The introduction of the film is a computer animated description of how the tap-changers, bushings and cooling equipment work when mounted on the transformer

The original language of the film is Swedish, but it is also translated into English, German, French, Spanish, Portuguese and Chinese. It will be available for the most common video systems PAL, SECAM and NTSC. ■



## After Sales Support



From June 1, 1997, the Marketing & Sales Department has re-organized and still more force will be put to the after sales market.

The ambition within the whole ABB Group is to put the customer in focus. "With this re-organization we hope to be able to widen the after sales work," says Peter Olsson, who has been appointed new Manager for After Sales Support. "We will also continue to establish certificated service centres over the world, and educate local personnel."

You will find the After Sales Support Department on their own page on Internet: <http://www.abb.se/com/after-s.html>. ■