

## Case note

# Agricultural equipment maker GSI gets a smooth start in Hungary, with help from ABB



When agricultural equipment maker GSI decided to open a manufacturing facility in Hungary, ABB ensured the company had access to its preferred Dodge® mechanical power transmission products.

### GSI Group

GSI Group is a world-class manufacturer of agricultural equipment for grain storage, material handling, and conditioning and drying. It is also a supplier of swine and poultry production equipment. The Group has been owned by agricultural equipment maker AGCO since 2011.

### The challenge

GSI has relied on Dodge® mechanical power transmission products in North America for about 15 years and prefers the brand due to the rugged and reliable design of its products. GSI also values Dodge products for their superior sealing systems and unique shaft attachments.

When the company decided to open a manufacturing facility in Hungary in 2014, it needed help to source its preferred components.

### The solution

ABB Hungary was able to supply GSI with the help it needed. Not only could ABB supply GSI with a wide variety of motors, but it could also offer Dodge gearing, bearings, and pulleys.

Dániel Németh, lead design engineer for GSI Europe, Africa and the Middle East, says the ability to work with one company



ABB supplies GSI with a wide variety of motors, Dodge gearing, bearings, and pulleys.

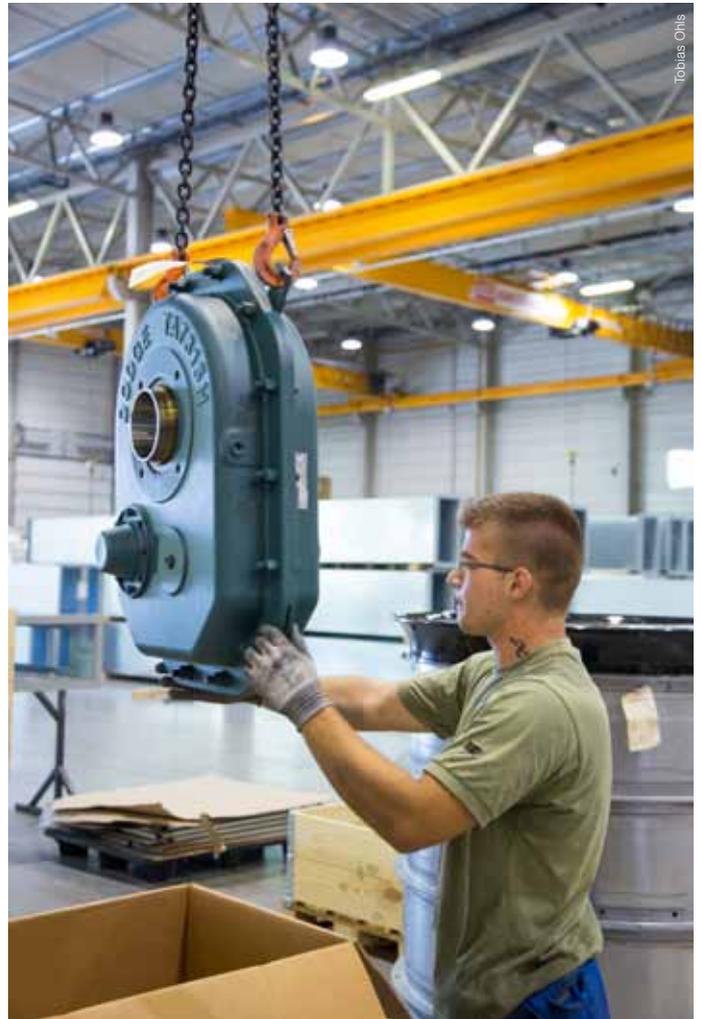
to get such a broad range of products has been a real advantage. “On the commercial side as well as the agricultural side, it’s really important to have custom-made equipment, and by offering both a full line of motors and mechanical products, ABB can absolutely help us fulfill this requirement,” he says. “It allows us to cherry pick just the right size, style, speed and power, so we can fully comply with customer requirements.”

#### Customer benefits

Zoltán Németh, plant manager of GSI’s Hungarian operations, says having quick access to Dodge products from ABB makes a big difference. “Being able to work with one company for all our key products means we can shorten our lead time, easily track orders, better manage our stock, and most importantly, better serve our customers.”

The close relationship with ABB has helped GSI to meet the growing demand for equipment that meets European ATEX directives for use in explosive environments. (Grain dust poses a well-known risk of explosion.) “As we supply more and more equipment to the European market, there’s a growing demand to be able to supply high-efficiency motors as well as ATEX-certified motors, reducers and bearings,” says Daniel Németh. “Fortunately, ABB can supply all of these products to us.”

Dániel Németh says he also appreciates the local technical support, including hands-on installation instruction, as well as in-depth product training. “ABB experts are happy to come to our plant to provide training,” he says. “It is very important for an engineer to understand the product in the smallest detail.”



By partnering with ABB, the GSI Hungary facility was able to locally source their preferred Dodge brand of mechanical power transmission products, including this Torque-Arm II shaft mount gear reducer.

For more information please contact:

[www.abb.com/motors&generators](http://www.abb.com/motors&generators)

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