



Case study Distributor

Distributor. Meeting delivery times.

Can we boost productivity by slimming inventory?

Certainly.



The client

Success can pose its own challenges. More clients mean more inventory. More inventory means more complex logistics. And complex logistics can slow deliveries. Major electrical goods distributors must stock, distribute and keep track of huge inventories of components, including tens of thousands of contactors. Severe demands are placed on space and logistics systems, to maintain fast and efficient distribution.

The challenge

For electronics distributors, efficient and speedy delivery is crucial. Success brings expansion, a dramatic increase in the client base and an exponential rise in orders. Good news, of course – but a challenge too. Multiple contactor variants mean increased administration, more complex logistics and an expanded inventory. In turn, these multiple variants need additional accessories, further expanding the same inventory. Delivery efficiency can be threatened as stock items proliferate. ABB's AF contactors help solve the problem.

The ABB solution

The AF contactor's electronically controlled coil enables it to function across a much broader voltage range, in both 50 Hz and 60 Hz grids. Both AC and DC compatible, it also features a built-in surge suppressor. Combining so many features in a single contactor, the AF range is not only technically superior – it radically reduces the number of contactor variants required – by up to 90%. We've gone from complete voltage coverage with 45 coils to just four with the AF contactor range. This benefits distributors as well as end-users, by lowering administrative and logistic costs. An expanding client base no longer involves the threat of a grossly inflated (and more costly) inventory. No need to stock products for non-standard voltages any more: AF technology handles them all – with only four coils.

The electronically controlled coil and comprehensive range puts AF contactors in a class of their own – a class to suit every client's needs.

To make space, you need Control.

Contact us

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