

Technical note

Optimize logistics



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ABB is one of the biggest manufacturers of low-voltage products in the world and has a global and local presence through its extensive production and distribution network. This guarantees satisfying support and fast deliveries. Being important customers, ABB paid close attention to the distributor's and OEM's requests when developing its new product range.

A problem expressed was the difficulty to meet the varying client needs. Different network voltages and applications required different type of contactors and accessories which in turn led to raised administration costs and overstocked inventories.

Only four coils

A key aspect when developing the AF range was to simplify the logistic process for distributors and global OEM's through reducing product variants. ABB has with the new product range managed to reduce the number of product variants by as much as 90% and now meets all major network voltages with only four coil types. This has been done thanks to its wide voltage range, AC/DC and 50/60 Hz support. Large parts of the range now also has common accessories, like the AF09-AF96, primarily focused on motor starting, all sharing the same accessories.

Built-in surge suppressor

With conventional contactor technology it is recommended to use an external surge suppressor, an accessory that could cost as much as half the contactor itself. With the AF technology the surges are handled by the contactor itself and the surge never reaches the control circuit. Neither the surge suppressor nor the actual surge has to be considered anymore. One less product in stock and one less complication to worry about.

What does this mean?

What this product range and the AF technology has shown is that the reduction in products, while it still provides increased functionality, has helped our customers reduce their inventory needed for contactors and accessories as well as lowered their administration costs. Less article numbers means faster turnovers and fewer products stuck on the shelves. Meeting delivery times becomes easier and serving a wider range of clients, in different locations and with different applications, a possibility. Simply put, the AF contactor enables you to do more – with less.

For more information please contact:

www.abb.com/lowvoltage

www.abb.com/connecttocontrol

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