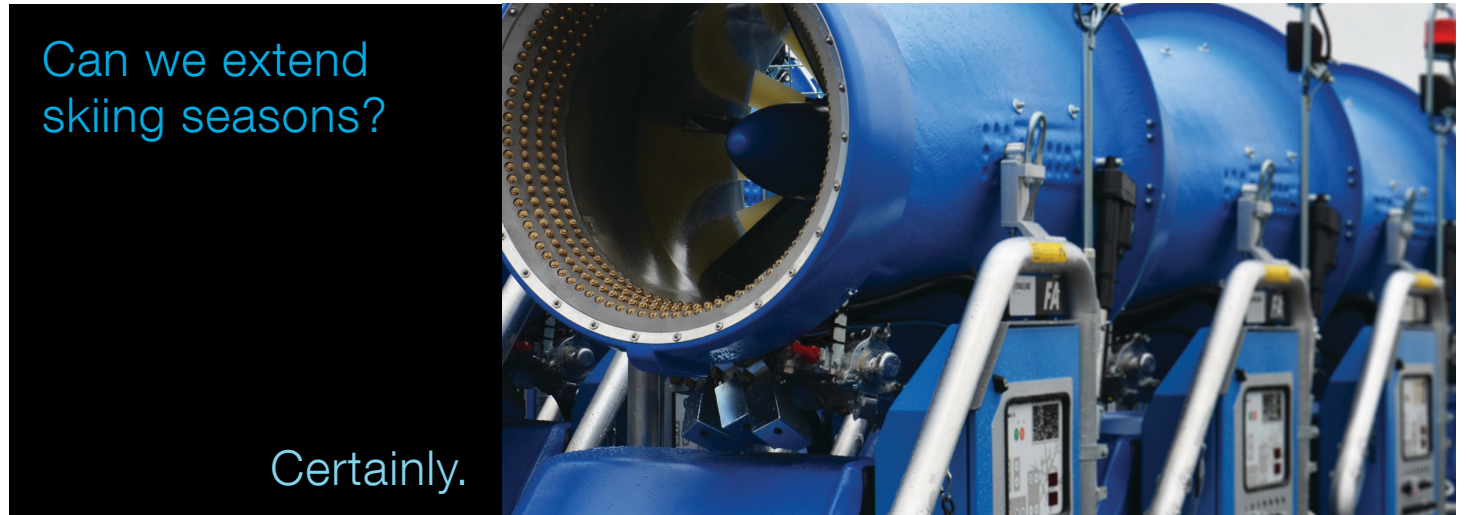




# Case study DemacLenko

# DemacLenko. Extending the season.



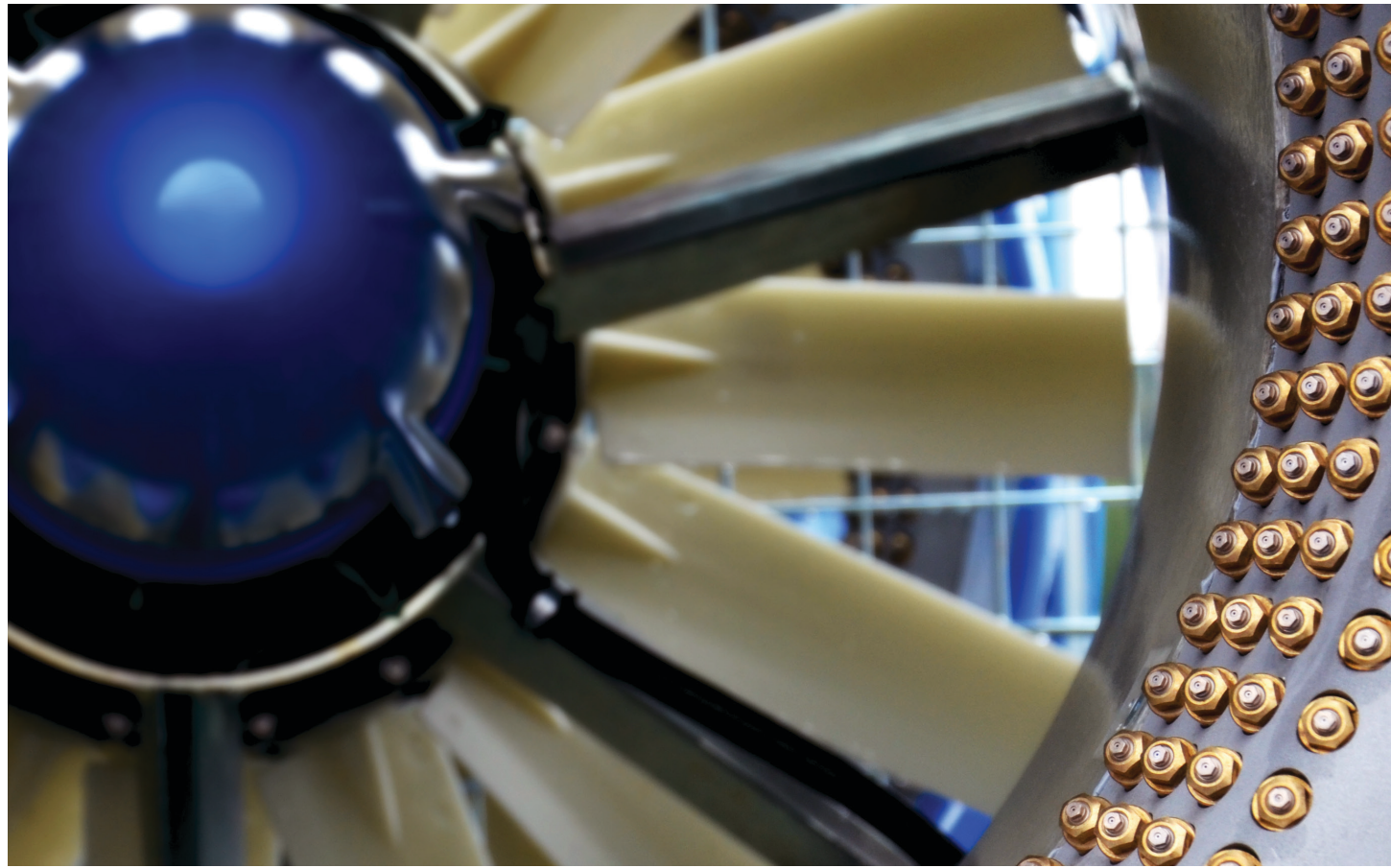
## The client

Many major ski resorts in Europe, North America and Asia rely on DemacLenko's distinctively blue colored products to keep their slopes snow-covered, whatever the weather. The company offers complete turnkey snow-management solutions, from master plan, infrastructure, pump stations and water storage to start-up and maintenance. Its high capacity snow fans can generate no less than 105 m<sup>3</sup> of snow an hour. Unless suddenly deprived of electrical power, of course...

## The challenge

This was happening all too often at Sweden's Funäsdal Ski Resort. Of course, winter conditions impose severe demands on snowmaking equipment, in the form of high humidity, low temperatures and constant vibration. Furthermore, at Funäsdal, the extreme length of some cables led to voltage fluctuations, causing stoppages and costly downtime, when conventional installed contactors welded shut. What to do?

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## The ABB solution

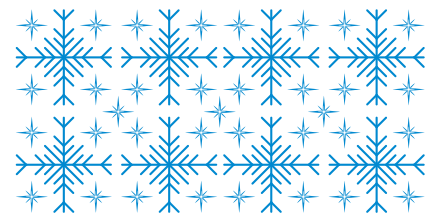
DemacLenko turned to ABB for help. The solution was simple and effective: a switch from conventional contactor technology to ABB's advanced-technology AF contactors. The benefits were immediate. Contactor failure arising from these voltage fluctuations was virtually eliminated, while the overall quality of the product has impressed DemacLenko, proving effective against the vibrations and icy conditions, saving time and money on servicing and administration. An additional benefit is a complete range of motor starting equipment from a single manufacturer, simplifying service and streamlining assembly.

Offering both AC and DC compatibility in a single product featuring 50 Hz and 60 Hz functionality, the AF contactor can be used anywhere in the world. A wider control voltage range and more distinct pull-in and pull-out values ensure stable operation even when handed voltage fluctuations.

**To stay cool, you need Control.**

# 105M<sup>3</sup> /hour

That is how much snow a DemacLenko snow fan can produce.



# Contact us

## **ABB France**

### **Low voltage Products Division**

10, rue Ampère Z.I. - B.P. 114  
F-69685 Chassieu cedex / France

## **ABB STOTZ-KONTAKT GmbH**

Eppelheimer Straße 82  
D-69123 Heidelberg / Germany

## **ABB**

### **Control Products**

Low Voltage Products  
SE-721 61 VÄSTERÅS, Sweden  
Telephone +46 21 32 07 00  
Telefax +46 21 12 60 01

[www.abb.com/connecttocontrol](http://www.abb.com/connecttocontrol)

[www.abb.com/lowvoltage](http://www.abb.com/lowvoltage)

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