



Case study ADL & Free Tech

ADL & Free Tech. Making room for profit.

Can we slim
inventory
and slash
administration?

Certainly.



The client

Good news for OEMs in the HVAC (Heating Ventilation and Air-Conditioning) sector in Russia, one of our key markets. Attempting to keep pace with rapid growth, they have been battling its consequences: swollen inventories and expanding administration costs. This was the challenge facing ADL and Free Tech, two Moscow-based suppliers to the HVAC sector.

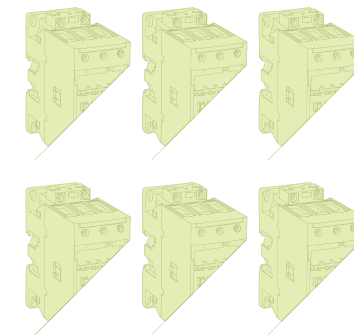
The challenge

As the Russian HVAC market grew, companies like ADL and Free Tech had to boost stocks to bursting to satisfy demand. And more clients with varying needs meant still more products on the shelves. This made it increasingly difficult to meet 48-hour delivery deadlines. And increased inventory meant higher administrative costs. To continue to successfully service their enlarged client base, ADL and Free Tech had to resolve the challenge of their swelling inventories. ABB had the solution: the AF contactor.



60%

ADL and Free Tech managed to reduce their dedicated contactor inventory by as much as 60% by choosing AF.



The ABB solution

Offering a comprehensive range and comprising the latest motor-control technology from the world's leading automation and power company, AF contactors define a new industry standard. Designed for both AC and DC, the AF contactor handles a significantly broader voltage range than conventional contactors. Thanks to its electronically controlled coil – no additional surge suppressor needed – a single contactor handles 100V-250V. It supports both 50Hz and 60Hz grids.

In 2011, by switching to ABB AF contactors, ADL and Free Tech were able to slash their dedicated contactor inventories by no less than 60% – and related administrative costs by 40%. Meeting tight delivery schedules is no longer a problem, ensuring these companies stay at the forefront of Russia's fast growing HVAC market.

The AF range offers multiple benefits. Years of research and development have enabled ABB to cut the number of product variants by 90% – while still offering a contactor for every application. Fluctuating or non-standard voltages pose no problem.

To ensure flexibility, you need Control.

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

www.abb.com/lowvoltage

1SFC101017L0201