



Online PLC Training

Train for PLCs at your own pace in the comfort of your own home!

Industrial Automation

Market drivers, challenges & growth strategies. Call 877GoFrost

Ads by Google

Back to: [Home Page](#) > [Automation News](#) > [News By Company](#) > [ABB](#)

Print | Email

August 2005 News

ABB Results-Driven Power Control Roadshow Makes Stop in Chicago

CHICAGO, August 2005 . . . More than 100 customers visited the ABB Low Voltage Products Roadshow this week for a close-up look at drives, controls, instrumentation and process automation solutions on exhibit. The Roadshow, "Results-Driven Power Control," is making stops in key regional markets to make it easy for customers and channel partners to gather at accessible sites.

The shows bring face-to-face these customers with the product experts on the more than 15 ABB product lines on exhibit at each show. And the channel partners and industrial distributors are on hand, too, to introduce prospects to the wide array of industrial power control solutions now offered through a single point of sales contact. "It's literally seeing 'ABB's global products available locally anywhere in the world' at work," notes Steven Jones, the ABB event coordinator of the Roadshows.

Workshops that offer customers practical, technical know-how for applying automation solutions to processes are in high demand from Roadshow attendees. These workshops include such topics as:

- Drives and motor sizing made easy
- Prevent costly downtime using three-phase voltage monitors
- Eliminate confusion in motor starting
- Energy savings and free drives
- Yoga for your motors
- Systrumentation: Integrated Control and Instrumentation

"The workshops are scheduled back-to-back, so customers can compact a lot of learning into a day," according to Steve Goble, director of marketing for ABB Inc., Low Voltage Products & Systems (controls). We also schedule them to repeat morning and afternoon, which gives visitors a chance to get a lot of information, even if they can only spend a half day at the event."

Internal and External Learning

In addition to Customer Day, ABB factory personnel, and the regional vice president and district sales managers who comprise the sales team working with ABB sales partners - manufacturer's representatives and distributors - also attend Channel Partner Day (day 1).

The combination of both internal education of partners and external education of customers to the availability of more solutions is gaining momentum with each Roadshow. "Distributors tell us again and again that they want to bring even more customers to the next show," said Cliff Cole, director of marketing, ABB Inc., Low Voltage Drives. "Seeing the products working in demonstrations at these shows is very compelling."

Additional U.S. Roadshows are planned this year for Portland (October 4-5), Indianapolis (November 1-2); and, in 2006, the show travels to Southern California.

ABB Inc., Automation Technologies, Low-Voltage Drives, is the world's largest manufacturer of electrical motors and drives (www.abb-drives.com). And ABB Inc., Automation Technologies, Low-Voltage Products & Systems is a leading manufacturer and supplier of controls products (www.abb-control.com). ABB Low-Voltage Products now offers both drives and controls products from a single point of sales contact.

ABB (www.abb.com) is a leader in power and automation technologies that enable utility and industrial



Site Sponsored Link

[Introduction to Fieldbus](#)

Free online courses make learning fieldbus easy and convenient - 24/7.

www.PlantWebUniversity.com

Site Sponsored Link

[Free SCADA Software Evaluation](#)

CitectSCADA enables customers to increase return on assets by delivering highly scalable, reliable control and monitoring systems.

www.citect.com

Ads by Google

[Automation Controls](#)

[Industrial Automation](#)

[Automation System](#)

[Plant Automation](#)

[Instrumentation](#)

customers to improve performance while lowering environmental impact. The ABB Group of companies operates in around 100 countries and employs about 115,000 people.

[Subscribe](#) | [Home](#) | [About Us](#) | [Advertising](#) | [Site Map](#) | [Contact Us](#) | [Cart & Checkout](#)

NOTICE: Your use of *Automation.com* constitutes your agreement to the [Legal Notices, Policies, Terms, and Conditions](#) governing its use. You should review these terms before proceeding.

Copyright © 2000- 2005 Automation.com - automation.com, automationtechies.com, automationtechies, automationtechie, and Member-Match are all trade and service marks of Automation Resources, Inc. All Rights Reserved.

Site Powered by [Intrcomm Technology's](#) SMC.



Online PLC Training

Train for PLCs at your own pace in the comfort of your own home!

Industrial Automation

Market drivers, challenges & growth strategies. Call 877GoFrost

Ads by Google

Back to: [Home Page](#) > [Automation News](#) > [News By Company](#) > [ABB](#)

Print | Email

August 2005 News

ABB Results-Driven Power Control Roadshow Makes Stop in Chicago

CHICAGO, August 2005 . . . More than 100 customers visited the ABB Low Voltage Products Roadshow this week for a close-up look at drives, controls, instrumentation and process automation solutions on exhibit. The Roadshow, "Results-Driven Power Control," is making stops in key regional markets to make it easy for customers and channel partners to gather at accessible sites.

The shows bring face-to-face these customers with the product experts on the more than 15 ABB product lines on exhibit at each show. And the channel partners and industrial distributors are on hand, too, to introduce prospects to the wide array of industrial power control solutions now offered through a single point of sales contact. "It's literally seeing 'ABB's global products available locally anywhere in the world' at work," notes Steven Jones, the ABB event coordinator of the Roadshows.

Workshops that offer customers practical, technical know-how for applying automation solutions to processes are in high demand from Roadshow attendees. These workshops include such topics as:

- Drives and motor sizing made easy
- Prevent costly downtime using three-phase voltage monitors
- Eliminate confusion in motor starting
- Energy savings and free drives
- Yoga for your motors
- Systrumentation: Integrated Control and Instrumentation

"The workshops are scheduled back-to-back, so customers can compact a lot of learning into a day," according to Steve Goble, director of marketing for ABB Inc., Low Voltage Products & Systems (controls). We also schedule them to repeat morning and afternoon, which gives visitors a chance to get a lot of information, even if they can only spend a half day at the event."

Internal and External Learning

In addition to Customer Day, ABB factory personnel, and the regional vice president and district sales managers who comprise the sales team working with ABB sales partners - manufacturer's representatives and distributors - also attend Channel Partner Day (day 1).

The combination of both internal education of partners and external education of customers to the availability of more solutions is gaining momentum with each Roadshow. "Distributors tell us again and again that they want to bring even more customers to the next show," said Cliff Cole, director of marketing, ABB Inc., Low Voltage Drives. "Seeing the products working in demonstrations at these shows is very compelling."

Additional U.S. Roadshows are planned this year for Portland (October 4-5), Indianapolis (November 1-2); and, in 2006, the show travels to Southern California.

ABB Inc., Automation Technologies, Low-Voltage Drives, is the world's largest manufacturer of electrical motors and drives (www.abb-drives.com). And ABB Inc., Automation Technologies, Low-Voltage Products & Systems is a leading manufacturer and supplier of controls products (www.abb-control.com). ABB Low-Voltage Products now offers both drives and controls products from a single point of sales contact.

ABB (www.abb.com) is a leader in power and automation technologies that enable utility and industrial



Site Sponsored Link

[Introduction to Fieldbus](#)

Free online courses make learning fieldbus easy and convenient - 24/7.

www.PlantWebUniversity.com

Site Sponsored Link

[Free SCADA Software Evaluation](#)

CitectSCADA enables customers to increase return on assets by delivering highly scalable, reliable control and monitoring systems.

www.citect.com

Ads by Google

[Automation Controls](#)

[Industrial Automation](#)

[Automation System](#)

[Plant Automation](#)

[Instrumentation](#)

customers to improve performance while lowering environmental impact. The ABB Group of companies operates in around 100 countries and employs about 115,000 people.

[Subscribe](#) | [Home](#) | [About Us](#) | [Advertising](#) | [Site Map](#) | [Contact Us](#) | [Cart & Checkout](#)

NOTICE: Your use of *Automation.com* constitutes your agreement to the [Legal Notices, Policies, Terms, and Conditions](#) governing its use. You should review these terms before proceeding.

Copyright © 2000- 2005 Automation.com - automation.com, automationtechies.com, automationtechies, automationtechie, and Member-Match are all trade and service marks of Automation Resources, Inc. All Rights Reserved.

Site Powered by [Intrcomm Technology's](#) SMC.