

ABB landed contract for 543 transmitters to be installed at leading high-tech enterprise in China



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Nantong Acetic Acid
Chemical Co., Ltd. plant

The company

Nantong Acetic Acid Chemical Co., Ltd. is a Chinese national high-tech enterprise. Its predecessor is Nantong Acetic Acid Chemical Factory, which was founded in 1959. They focus on four main products categories including food and feed additives, pharmaceutical and pesticide intermediates, dye and pigment intermediates, and organic chemical raw materials. The industries they focus on are the encouraged industries in the "Catalog for Guiding Industrial Structural Adjustment of China".

The contract

Nantong Acetic Acid Chemical Co. is a key ABB customer, during 2016 they ordered a total of 543 pieces, which included a new product line project, upgrade, and spare units.

The contract included the following ABB pressure transmitters:

- 14 Model 266DSH
- 386 Model 266HSH
- 1 Model 266NSH
- 104 Model 266DRH
- 38 Model 266DDH

Actually, more than 1500 pieces pressure products were ordered by this customer starting from 2008.

Winning factors

According to Melody-HaiMei Ding, IAMA technical support, the three main reasons why ABB was successful in winning the bid, was firstly because of the excellent long term relationship ABB has with the customer, as well as technical performance of our products and our competitive price.

The technical performance of the pressure transmitters which was a deciding factor for the customer included:

- Better stability of welded remote seal compared to competitor's
- Better accuracy of remote seal
- More competitive price of remote seal with alloy-C and tantalum diaphragm.

As always, ABB's fast and effective communication and ability to provide expert advice from the factory in a timely manner was one of the most important factors, which allowed us to rise above the competition.

Another important factor is the excellent trust and strong relationship ABB has with the customer, which has been built on the success of past projects, where previously installed pressure transmitters are still fully operational, without any report of technical issues (corrosion, instrument failure).

For more information, contact:

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266 pressure transmitter
with seals