

ABB and Turner enter a vendor-partner agreement

(For new construction and retrofit projects, the partnership streamlines and centralizes access to facilities equipment like variable frequency drives)

NEW BERLIN, Wis., January, 2004 . . . Turner Logistics, LLC, a division and procurement arm of Turner Construction, and ABB Inc., the leading motor drives supplier to the U.S. HVAC industry, have signed a vendor-partner agreement. ABB, as part of Turner's retrofit and new-construction services program, will provide adjustable-speed drives (ranging from 3 to 500 horsepower) for a full spectrum of HVAC applications that include air-handling units, fans, pumps, chillers and compressors. The host of educational facilities, hospitals and other institutions that access Turner Construction's turnkey services will have access to the drives products and services that ABB provides.

"This is a tremendous synergy of two companies committed to domestic *and* international growth," according to John Frieders, supply chain manager of electrical products at Turner Logistics. "What helps make Turner's full-project-completion offer (which includes all construction, facilities equipment, and service -- to institutional customers) a success, is people. Over time, Turner has assembled industry professionals that include mechanical and electrical engineers who understand the process for equipment purchasing, installation, and technical interface."

One stop – for vendor and for customer

"It's a single stop, from a vendor's point of view, too," said Todd Wimmer, HVAC sales manager – Eastern Region, ABB Automation Technologies, Drives. "We supply the drives in one stop to Turner, and their customers, in turn, get a completed new facility -- ready to use."

The ABB Commercial Drives Group has been working closely with Turner Logistics, LLC for some months throughout 2003. "We have been coordinating the supply of ABB variable frequency drives for a number of HVAC/building projects all across the United States. All of us here within the group continue to be delighted with the launch and early success of this budding business partnership," said Wimmer. "So we all felt the timing is good, now, to announce the agreement."

ABB's Commercial Drives Group highlighted a number of additional benefits the manufacturer finds in working alongside Turner Logistics:

Provide Project Details -- Turner Logistics' local Logistics Managers provide ABB local sales offices clear *and* concise access to the details of a project. Logistics Managers' involvement on a job enables the sales team to be more effective in making sure that the best solution – product/system specification – is provided to a building owner. This makes both ABB and Turner more valuable to the marketplace, and end users/customers, specifically.

Offers Access to New Customers -- Turner Logistics has given ABB access to new customers. A recent example includes presentation of a proposal to Merck and Company. With Turner's assistance, ABB provided Merck a "Value Engineered" solution. Everyone in the process won: Turner provided value to Merck by coordinating equipment effectively; ABB gained a new customer; and Merck received excellent overall value at a competitive cost.



Care about Project Specification -- Project specifications are a priority, a philosophy and way of doing business that both companies value.

Streamline Timeline and Process -- The Turner/ABB partnership facilitates an extremely timely process. "Specification and submittal reviews are streamlined, which allows us to manage our production schedules more effectively," Wimmer noted. "The end result is that our common client gets their products earlier and the project is completed *early or on time*."

In addition to the drives, ABB will offer Turner global service and technical support, local access to full-service distributors for complete pre- and post-sale assistance, *and* onsite and factory training for start-up and troubleshooting the motor controllers.

Turner Logistics (www.turnerlogistics.com) is a specialized group of technical experts whose construction-purchasing and expediting skills are based on a foundation of equipment purchasing for Turner Construction. This insight is further backed by Turner's 100 years of procurement in the construction industry. Turner's volume exceeded \$7 billion in 2003 and will reach \$7.5 billion in 2004. Most major construction projects can benefit from pre-purchasing of long lead-time equipment and materials. Turner Logistics' primary equipment product lines are associated with critical Bio-Pharmaceutical, Aviation, Sports, Education, Healthcare, Laboratory, Hospital, Medical, Commercial, e-Technology equipment.

Working with the project team, Turner Logistics provides assistance in assessing all aspects of a project to identify elements that can benefit from pre-purchasing, thus protecting the project budget and schedule. The construction purchasing background of our staff enables Logistics to tackle any specified item that becomes a critical purchase – critical not only in terms of project schedule, but also in terms of project budget and product selection. Turner can assist in purchasing mechanical/electrical equipment, light fixtures, refrigeration equipment, material handling systems, kitchen equipment, and other various items that should be considered for early reward during the pre-construction period.

Turner staff works hand in hand with the project team, the client, the architectural / mechanical / electrical engineers, and the design team to assess the potential value, to solidify and streamline the project schedule, and to develop the pre-purchase strategy.

Turner Logistics offers the Best Solution – The Best Selection, Best Schedule and Control, Best Savings, and the Best Service.

ABB Inc., Automation Technologies, Drives, is the #1 drives supplier to the U.S. HVAC market, and has connected more than 60,000 drives to building automation systems. In the USA, ABB, New Berlin, Wisconsin, supplies a complete line of energy-efficient electric drives and motors to HVAC and commercial customers through an integrated channel of sales representatives and distributors. Products manufactured include AC and DC variable speed drives from fractional to 400 horsepower. HVAC single-motor drive applications include exhaust fans, fume hoods, re-circulation pumps, condenser fans; multiple-motor applications include multi-cell cooling towers, paralleled chilled water, and booster pump systems (<http://www.abb-drives.com>). For information on the new ACH550 drives, specifically, see <http://abb-drives.info/ach550/>

ABB (www.abb.com) is a leader in power and automation technologies that enables utility and industry customers to improve performance while lowering environmental impact. The ABB Group of companies operates in around 100 countries and employs about 120,000 people. The company's U.S. operations employ about 9,500 in manufacturing and other facilities in 40 states.



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