



We were pleased with Eaton's ability to provide a complete solution. The company had the engineering capability and the products that enabled us to meet the harsh climate environment application and concerns, the space limitations and was cost effectively."
Serge Humbert, Project Manager,
Programming and Automation
Design

Eaton's Complete Solution Capability Earns Premier Tech Aqua's Business

Location:

Quebec, Canada

Problem:

Need for cost effective pump control using limited space

Solution:

Eaton **XT** IEC products, control components and engineering capability

Results:

Enclosure saved space, reduced setup and installation time

Contact Information

Readers who may have similar application challenges and would like to discuss this sales success are invited to call Denis Poirier at 613-267-8167.

Premier Tech Aqua (PTA) learned that Eaton could provide a cost and space saving pump control solution for their specialized needs. Being able to meet the critical Delivery date on the customized equipment designed for the harsher North American climate, PTA awarded Eaton the business over its current supplier. When Eaton Canada launched its MOEM Vertical Market Segment Strategic Action program, an initiative designed to help Eaton introduce its capabilities to new customers, Eaton sales representative Stephane Gignac called on Premier Tech Aqua to explain how Eaton's products and services could be of value.

Eaton's Enclosed Control Centre Team Leader Denis Poirier reports, "Stephane learned that Premier Tech Aqua, which provides wastewater treatment solutions for residential, commercial, communal, municipal and industrial applications, needed

a pump control system for an aerated lagoon system it was providing to Lafleche Environmental.

"Premier Tech explained that the current system design and implementation required six to twelve months from quoting to delivery, and in this case it was not acceptable. Eaton, on the other hand, determined that it could source the parts and deliver the equipment in seven weeks.

"Additionally, since the system had been designed with significant space limitations, PTA needed controls that could fit into the existing configuration. Although our Quebec Satellite plant was at capacity, our Perth Enclosed Control Centre was available to quote and produce the system."

Eaton's solution included the **XT** IEC line of contactors and 25 starters with the C396 electronic overload, **XB** terminal blocks, and control relays.

Poirier notes, "We were able to provide a complete system combining Eaton controls and a PLC in one enclosure,

thus reducing wall space requirements, as well as accelerate installation time. Our low power device consumption and our **XT** component sizes enabled us to use a smaller enclosure. In addition, our **XB** knife switch terminals gave us the ability to build a manual bypass circuit in case of an emergency."

PTA's Serge Humbert states, "We were pleased with Eaton's ability to provide a complete solution. The company had the engineering capability and products that enabled us to meet the space limitations quickly and cost effectively."

Poirier remarks, "Eaton's ability to demonstrate its complete solution capability has already resulted in Premier Tech Aqua awarding us additional business opportunities. With Eaton's engineering capability and ISO certified manufacturing plant, we are able to address customer-specific needs like, environment specific application, and concerns, specialized control equipment, space limitations, critical delivery times, and repeatable construction."



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