

## Success Story: Brock Solutions

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OEM

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# Eaton's **XT** IEC Contactor Enables Brock Solutions To Meet Ship's Space Constraints and Reduce Cost

#### Location:

Kitchener, Ontario, Canada

#### Problem:

Ship's extreme space constraints

#### Solution:

**XT** IEC Power Line

#### Results:

Cost saving solution

#### Contact Information

Readers who may have similar application challenges and would like to discuss this sales success are invited to call Vladimir Gagachev at 905-631-4226.

Brock Solutions learned that Eaton's **XT** IEC contactor, unlike a competitor's offering, could be incorporated directly into a soft starter for a 1000 hp 480V bow thruster to meet the space constraints on a 673-foot-long naval ship.

Eaton Sales Representative Ron Grigsby explains, "Since Brock Solutions is an engineering solutions company specializing in the design, building and implementation of controls and automation systems, Lorne Gould, Product Manager—Control Products, and I determined that the company would benefit from a visit with our Industrial Control Solutions demo trailer.

"The company was particularly interested in our ability to provide small footprint products with a high current rating. Although Brock Solutions

had been using a competitor's products, it had become dissatisfied with the company's ability to provide products and technical assistance, as well as its inability to mount its product within a soft starter."

Brock Solutions' Kedric Foster reports, "We were able to incorporate the Eaton contactor, which is 30 percent smaller than competitors' offerings, directly into the soft starter for increased space and cost savings. This was particularly important for this application because we needed to build a split cabinet design as the cabinets are actually disassembled into two sections on site allowing them to fit below the deck on the ship. Without this capability, major plumbing and construction costs would be added to the project for retrofitting the ship with a larger entrance door for below deck access.

"This is a cost and space saving solution. If we had used the competitor's offering, we would have had to mount the contactor in the bottom of the breaker cabinet, which would

have required additional bus work.

"On normal applications, we see a space savings of typically one cabinet size on enclosed soft starters with bypass. For example, a 400 hp 600V soft starter in a Type 12 cabinet with bypass would typically be installed in a 48 x 36 x 16-inch cabinet, with the integrated design, we are able to construct in a 36 x 30 x 16-inch cabinet.

"By using Eaton's **XT** IEC contactor for this application, there is an estimated savings of \$2,000 per installation for the soft starter alone."

Grigsby notes, "In addition to the product's size and capabilities, there are a number of other factors that contributed to this win. The relationships Eaton individuals have with the customer, cost effective pricing, the distributor's willingness to invest in inventory to ensure local product availability, and Eaton's commitment to providing technical assistance, were all essential ingredients."

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