

# EA Elautomation

## Increasing the flexibility of panel builders



### The client

The panel builder EA Elautomation manufactures in both Lithuania and Sweden and does business in Northern Europe. The company is specialized in designing and building custom-made panels that meets the high demands of their customers. To succeed within this market segment, EA Elautomation has to always stay as flexible as possible in order to deliver the panel solutions that their customers ask for. When looking for products to integrate in their panels they have the same requirement of high flexibility on their suppliers' products.

### The challenge

Since EA Elautomation has the need and the know-how to stay flexible as a panel builder they have been an important customer reference for ABB in the development of new products for control cabinets. When EA Elautomation experienced that customers more often than not came with last minute changes for the panel functionality in ongoing projects, they turned to an old partner with known competence to find a solution. Of course ABB was happy to be of service.

### The ABB solution

The introduction to ABB's pilot devices became the answer to EA Elautomation's question. A product in which their feedback had been part of the development. In particular the easy installation and flexible concept of the modular range was something that EA Elautomation appreciated. When the customer asks for a last minute change, the ability to swap between a normally closed circuit to a normally open circuit without having to change the actual pilot device or the whole door makes the difference between being flexible and inflexible.

In the words of one of EA's own engineers:

"ABB's pilot devices have the advantage of being flexible thanks to the snap-on single contact blocks. They make it easy to manufacture a special solution when needed."

ABB is very pleased to have been able to establish such a good cooperation with EA Elautomation.



### Flexible and easy to install

*"ABB's pilot devices has an advantage in the flexibility of the snap-on single contact block. It's easy to manufacture a special solution with them."*

# Contact us

**ABB AB Electrification Products**  
**Protection and connection**  
SE-721 61 VÄSTERÅS, Sweden

[www.abb.com/lowvoltage](http://www.abb.com/lowvoltage)  
<http://new.abb.com/low-voltage/products/pilot-devices>

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