



## Advantage Customer Testimonial Engineering Manager – Energy Switchgear

**“Advantage Industrial Automation gives us the product, technical and emergency solutions we need.”**

“As an Energy Switchgear Company, we manufacture paralleling switchgear and automatic transfer switches to provide power applications in commercial and industrial plants and utility and power generation facilities. As Engineering Manager, I’ve been directly involved in our operations work with Advantage Industrial Automation (AIA) for about three years. The company’s relationship dates back about 10 years.

Advantage does multiple project work with us, and usually it’s highly customized. It seems like as soon as we finish one project with AIA another one surfaces, because we are trying to stay as close to the cutting edge as we can or pushing a standard product to its maximum potential. The driving force is our desire to separate ourselves from our competition, either through pricing structure or hardware and software redesign to customize it to our needs.

The length of time we’ve worked with AIA and the frequency of our project work testifies to how much we like and trust them and their work. They know how to get the most out of the products that we buy from them. What’s especially important is how closely they’ll work with product manufacturers to modify equipment to the specifications we need.

We need to get something that’s not an off-the-shelf product. AIA is really good at working with these kinds of challenges because they have the technical talent to help us get the most out of the hardware and software we use in these one-of-a-kind applications. I know they’ll be there when we need help in doing these projects.

***AIA’s service? Well, on a scale of one to 10, they’re certainly a 10. They’re first rate at solving problems and finding solutions to fit our requirements.*** The training we’ve had from them is just as good and also customized for us.

In the end, what counts is that our project expectations are fulfilled. For instance, with our PLC work, we wanted a standard platform, an improved costing position and a proprietary branded part. We got all three. That’s how it is with Advantage. While I can’t put a dollar figure on what we’ll save, I know it will be a financial plus because there are fewer piece parts involved and we’ll be moving from multiple platforms to a common platform for all our needs.

Bottom line? These people are a pleasure to work with.”