



Press Release
29th October 2008

Eland goes the extra mile for Bus Customers

Great service comes from acting on, not just listening to customer comments. That's the message from Eland Cables following the recent arrival of Profibus DP and PA to its ever-increasing product portfolio.

Interest in the Profibus range has grown over the last few years as contractors have looked to improve the efficiency of their industrial installations. One Profibus Cable can do the job of multicore and multipair cables by transferring data from different devices down a single pair cable. Profibus DP – available in PVC and LSZH versions – is designed to transport data at speed to and from field devices in automation networks. Profibus PA, on the other hand, is used in instrumentation – an intrinsically safe blue version is available (PVC only).

Eland hopes these Field Bus cables will help customers continue to reduce wiring and operating costs in industrial automation and instrumentation systems. 'We are always looking for ways to best meet the needs of our customers,' says Eland's Business Development Manager Simon Cunningham. 'Introducing DP and PA alongside our existing stock profile demonstrates an ongoing commitment to providing high quality solutions for industrial applications. And with Profinet (industrial ethernet cable) available in stock from late December – not to mention plans to expand the range over time – there's a lot more to come.'

Philip Brown, Managing Director at Eland Cables adds: 'Our dedicated cable sourcing and bespoke design services mean customers know they can come to Eland Cables for all their cable needs – including all types of Field Bus Cables. We act on feedback from our customers, however, and stock cables that will make a difference to their businesses. That's what being a fast, flexible and reliable one-stop-shop for cable is all about.'

The Field Bus cables are being sold alongside Eland's already comprehensive range of CY (PVC and LSZH), SY (PVC) and YY (PVC and LSZH) Control Cables. Detailed technical specification sheets for all its industrial cables are available to download on the company's comprehensive and searchable website www.eland.co.uk. For more information, or to place an order, please contact the sales team on 020 7241 8787 or sales@eland.co.uk.

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Notes for Editors

1) Information on Eland's extensive stock profile is available to view at www.eland.co.uk.

2) About Eland Cables:

- Established in 1975.
- International supplier of [electrical cables](#) and [cable accessories](#).
- Eland's commercial headquarters is located in North London, supporting an outlying sales force covering the UK, Ireland and Continental Europe and worldwide.
- First-class stockholding facility is based in Doncaster, North East England.
- Included in the 'Sunday Times Best Companies to Work For' in 2007 and 2008.
- Achieved ISO 14001 Environmental Management accreditation in May 2008



Contact information:

Name: Jackie Scully – Projects Editor

Direct line: 020 7241 8749

Email: jscully@eland.co.uk

Address: Eland Cables, 120 Highgate Studios, 53 79 Highgate Road, London NW5 1TL

Main telephone: 020 7241 8787

Website: www.eland.co.uk