

# Eaton Cylinders Selected for Vietnam Dam Project

## Customer

Thao Long Dam Project

## Markets Served

Civil Projects, Off Shore, Marine

*"A key reason for our success was our constant followup during a three-year period. This included traveling all the way from Singapore to Danang Province and Ho Chi Minh City in Vietnam, a distance of nearly 1,500 miles, to make contractor presentations."*

*Chiann Chiann Lee, Marketing Executive, Eaton Singapore*

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## Background

With the assistance of products from Eaton, a dam in Central Vietnam is effectively regulating saltwater intrusion during dry weather and maintaining river transport.

Eaton's Hydraulics business developed custom, Hydrowa®-brand cylinders for the Thao Long Dam Project. Started in 1998, the project encompassed the construction of a 600-meter-wide, anti-salinity dam downstream of an existing, rudimentary dam, which is located upstream of the Perfume River mouth at Thao Long River.

The new dam allows for accurate management of saltwater flow and provides locks and 13 radial gates for boat

transit. The gates are hydraulically powered with the help of Hydrowa cylinders supplied by Eaton Hydraulics' Singapore operation.

Specified for total immersed operation, the cylinders incorporate 250-mm (10-inch) bores, 140-mm (5.5-inch) rods, and 4,800-mm (189-inch) strokes, with backup limit switches and cushions.

## Challenge

Eaton's involvement with the Thao Long Dam Project took many twists and turns, as the dam's design and requirements dramatically changed and development work was split into two phases with different subcontractors. Along the way, Eaton was one of several leading manufacturers

vying for the cylinder business.

## Solution

Eaton's persistence in staying close at hand throughout the project made the Singapore operation one of two final contenders and eventually the business winner for both project phases.

"A key reason for our success was our constant followup during a three-year period," said Chiann Chiann Lee, marketing executive.

"This included traveling all the way from Singapore to Danang Province and Ho Chi Minh City in Vietnam, a distance of nearly 1,500 miles, to make contractor presentations."

## Results

Eaton's involvement received top praise, Lee added.

"We eventually were told our customer support was unmatched by the competition."

Lee credits the business win to close partnership with the project integrator and strong support from Eaton Hydrowa colleagues in Japan.



*Radial gates across Vietnam's Thao Long River operate efficiently with the help of Eaton Hydrowa cylinders.*

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