

Success Story: Cooperative Controls Company

Markets Served
Motor Control

"The foundation of our success as a systems integrator is based on our ability to give our customers easy to use, cost effective tools like Motor Insight that will enable them to get real-time information about the health of their systems so they can immediately respond to situations that could escalate into major failures and result in costly downtime and repairs."

Systems Integrators Gain Competitive Advantage With Eaton's Motor Insight™

Location:

Louisville, KY

Problem:

Customer needed a protection solution for their motor control panels that was flexible, quick to install, and easy to interpret

Solution:

Motor Insight provided the flexibility in installation, communications capabilities, and easy-to-understand interface—satisfying critical needs of the customer

Results:

Cooperative Controls, with the help of Motor Insight, was able to develop even better motor control pump solutions for its customers

Contact Information

Those interested in learning more about this success are encouraged to contact Eaton sales engineer Scott Stofer (ScottAStofer@Eaton.com). For more information on Motor Insight, contact Eaton product manager Adam Krug (AdamWKrug@Eaton.com).

At the heart of a systems integrator's success is its ability to differentiate its product offering. A growing number of integrators are leveraging the features and benefits of Eaton's Motor Insight overload and monitoring relay to enhance their ability to save end users money, help them predict failures and dramatically reduce process downtime.

Systems integrators like Cooperative Controls Company, LLC, Louisville, KY, are recognizing that Motor Insight is a highly configurable motor, load and line protection device. Since it enables the company to offer customers diagnostics and flexible communications that save energy, optimize maintenance schedules and configure greater system protection, end users reduce overall costs and downtime.

Flexibility

Cooperative Controls Director of Sales and Engineering Kevin Reece explains, "Motor Insight's capabilities enable us to develop systems for a variety of industries. We can package them in Distributed Motor Control Panel (MCP) enclosures and mount them directly on the machine, pump, fan, or conveyor, as a distributed MCP, and have just a 480-volt and a communications drop, which reduces the cost of field wiring considerably. Single, dual, or multiple motors can be pre-wired on the machine from the factory and communicate to the customers host Programmable Logic Controller (PLC) via the communications drop.

"We can also build a complete plant or process motor control panel (MCP) with everything in one large enclosure on a bus bar system and then have that communicating to the PLC. Motor Insight reduces the amount of panel fabrication labor and material because everything is wired locally at the starter with one communication line back to the PLC."

With Motor Insight's snap-in communications modules, the unit can be used with Modbus,

DeviceNet™, PROFIBUS or Ethernet IP protocols and unlike competitive devices, users can use the communications module and remote display at the same time. Our customers demand the PLC products we build, and Motor Insight is compatible with most all major PLC's.

Real-Time Information

With Motor Insight's ability to provide real-time information, users can have a solution for motor, load, and line protection with monitoring capabilities. Advanced diagnostics allow for quick and accurate identification of the root source of a motor, pump or power quality fault, which reduces troubleshooting time and the loss of productivity. Diagnostic capabilities also reduce repeat faults that can occur from misdiagnosis.

Reece notes, "With real-time information, our customers increase their profitability with greater process uptime and throughput. Our customers also reduce costs per repair and energy consumption while extending equipment life. Motor Insight gives us the ability to provide customers with those business-critical benefits."

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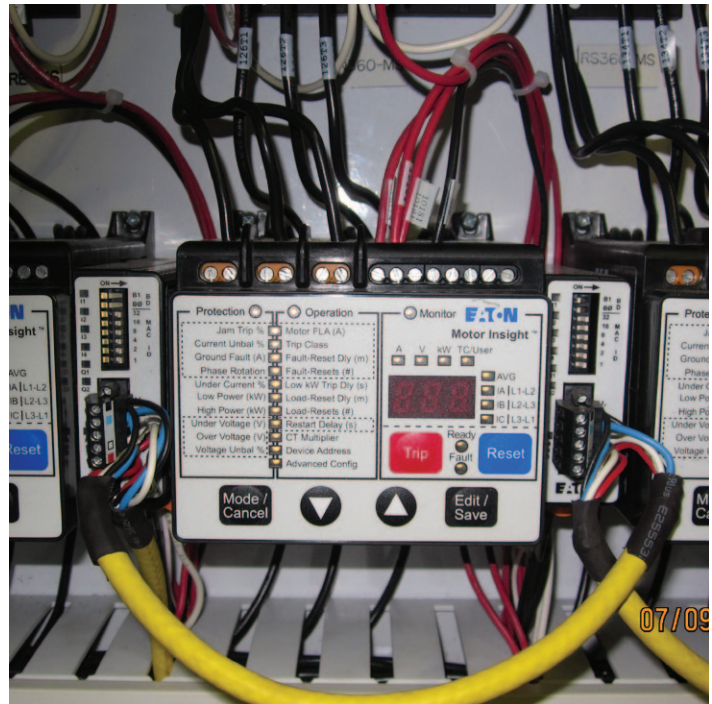
Prevent Failure

Reece reports, "By using Motor Insight, we can give our customers the ability to better understand the dynamics of their systems by providing the information they need to keep motors running at their highest possible potential.

"Customers know that motor overload can lead to excessive production downtime and safety issues and recognize the critical need to protect their motors. With the Motor Insight overload relay, users have advanced monitoring capabilities, ground fault detection and communications capabilities in addition to motor protection in a single compact, easy to use, reliable device. Customers know that they have the resources to predict failures, which significantly reduce their costs and downtime."

Ease of Use

Reece states, "Since we work with an array of industries, we know that it is essential for overload and monitoring relays to be easy to use to ensure that the customer's personnel can gain the maximum advantage from them. As we have trained our customers on the Motor Insight, we have seen them quickly become efficient and comfortable with reading fault codes and troubleshooting fault codes. Motor Insight enables them to more precisely diagnose and correct problems because the settings are easy to understand.



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