

# sirius

## POWER CONTROL

Contactors  
Thermal Overloads  
Solid State Overloads  
Motor Starter Protectors  
Control Relays  
Combination Starters  
Reversing Starters

**SIEMENS**

## SIRIUS Market Information

### Why should you sell SIRIUS components?

- Modular designed for switching, protecting, and starting loads.
- Comprised of modular, standard components, which fit together.
- Motor starter protectors (MSPs), contactors, soft starters, and overload relays may be simply combined. The complete power range of up to 500 HP/ 600 V (250 kW/400 V) is covered by just six widths and seven frame sizes.
- The ability to snap assemblies on to mounting rails also saves a lot of installation time.
- Pre-assembled and pre-wired combination starters are available.

### Identifying Applications

The most common application in industrial plants and systems today is a constant speed 3 phase motor. These motors can be started and protected by SIRIUS Components.

- A Motor Starter Protector (MSP) can be used to manually start a motor as well as protected it.
- A Contactor can be used to remotely switch which in turn can be used to start a motor.
- An Overload is used to protect the motor when a load gets too large for the motor to withstand.

### Generating Customer Interest

Several key drivers can be used to generate customer interest. Advantages of the system are:

- Modular Design and Assembly - Everything ergonomically fits together and can be combined as required
- Versions and Sizes – Cost effective and flexible using just seven compact frame sizes
- Wide range of accessories for each component – MSPs, Contactors, Overloads and Pre-Wired Assemblies
- Space Saving Design – Resulting from a minimal width and side-by-side mounting up to 60C
- Fast Assembly – Quick assembly, wiring, and commissioning
- Service – Extremely long reliable service life with low maintenance
- Available, Certified, and accepted World Wide

### Common Objections

The most common objection heard is the customer is currently using a competitor's product. Competitive comparisons are available for most competitors. Contact your business developer or control specialist.

Also, competitive comparisons can be found on the Mission Control CDs and/or Sitescape.



# POWER CONTROLS



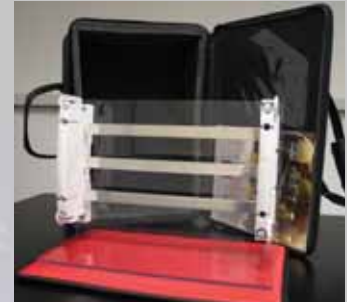
## SIRIUS Demo Case



DCS3R-98 Small frame SIRIUS demo case\*



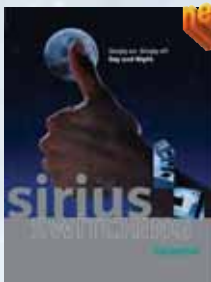
Get a Sirius Small frame demo case with product for promoting the product to ten new customers or converting three target accounts. Limited to two cases per distributor.



DCFB-04 FastBus demo case\*

\*Contact your Business Developer or Control Specialist for details

## Literature



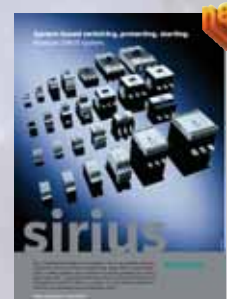
**Overview of SIRIUS Contactors Brochure**  
Order #: PWBR-A460P-1005



**Overview of SIRIUS Starters Brochure**  
Order #: PWBR-A480P-1005



**Overview of SIRIUS Motor Protection Brochure**  
Order #: PWBR-A470P-1005



**SIRIUS Family Poster**  
Order #: GCPB-10000-1004



**SIRIUS Contactors and Overload Relays Brochure**  
Order #: PWBR-10070-0398



**SIRIUS Motor Starter Protectors Brochure**  
Order #: PWBR-10060-0398



**SIRIUS Solid State Controls Product Guide**  
Order #: CPDP-SSRAC-0805



**Fast Bus Brochure**  
Order #: GCBR-07000-0404



**SIRIUS Starter Assembly Guide Counter Mat**  
Order #: PWCM-00500-0106



**Contactor & Control Relay Selection Guide Counter Mat**  
Order #: PWCM-00501-0106

Available from Banta : <https://sea.siem.banta.com/OrderManagement>

### Literature Menu

Sirius NEMA Contactors  
SIRIUS Safety Contactors and Relays  
Sirius Spring Loaded Terminals

E2001-A790-P302-X-4A  
CPCS-01000-0305  
PWBR-A830P-0904

Available from Banta : <https://sea.siem.banta.com/OrderManagement>

### ■ Step 2000 Control Book

Training in electronic form

To download the Step book electronically:

<http://www.sea.siemens.com/step/downloads.html>



### ■ White Papers

- Sirius Contactors in Extreme Temperatures
- MSP Applications Guide

Both can be found on Sitescape:

<https://cpps.eps.siemens.com/irj/portal/na/login?target=/global01/home&view=na>

Or Contact your Business Developer or Control Specialist

### ■ SIRIUS Controls

**Website – Product Information:**

[http://www.sea.siemens.com/controls/prod\\_ref/CNpref2.html](http://www.sea.siemens.com/controls/prod_ref/CNpref2.html)

**Sielect On-line Product Selection and Resource Tool:**

<http://sielect.sea.siemens.com>

**Sirius Controls on Sitescape – Manuals and Sales Tools:**

<https://cpps.eps.siemens.com/irj/portal/na/login?target=/global-01/home&view=na>

Sielect Website



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