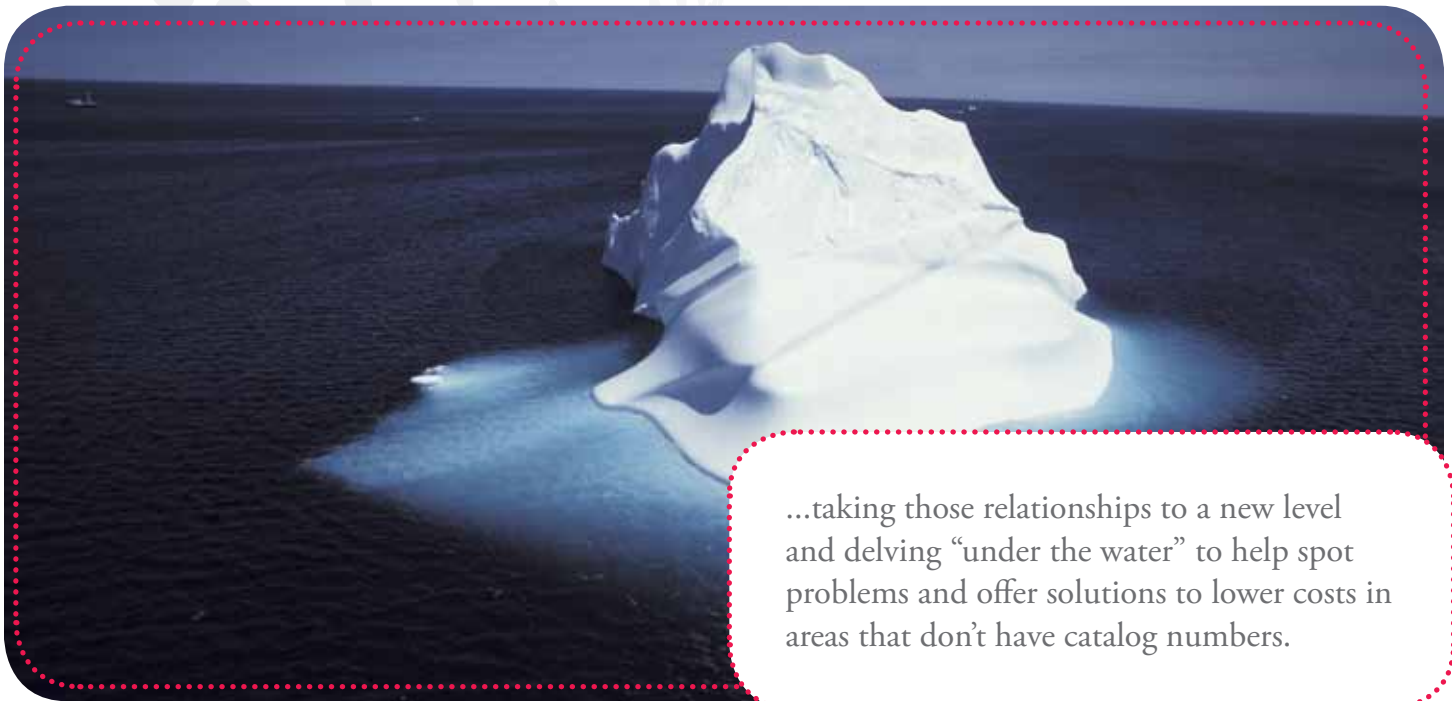


# INTEGRATED SERVICES DIVISION

## COMMON SOLUTION DELIVERABLES

- Assessment Services
- Condition Monitoring
- Asset Management Services
- Safety, Network & Security Services
- Energy Optimization Services
- Training Services
- On-site Support Services
- Repair Services & Renewal Parts



...taking those relationships to a new level and delving “under the water” to help spot problems and offer solutions to lower costs in areas that don’t have catalog numbers.

## BEYOND PRODUCTS

Winkle Electric’s Integrated Services Division exists to provide solutions that go far beyond providing top-quality products. Winkle Electric is committed to “being an integral part of our customers’ success”. We are invested in our clients’ long-term success. We equate your costs to an iceberg. The part that is showing is the most easily seen and often times the easiest to remedy—your material costs. This is a critical part of your success and we work with customers on a daily basis to ensure that they are purchasing state-of-the-art products at “best of class” pricing levels.

For many of our customers we are taking those relationships to a new level and delving “under the water” to help spot problems

and offer solutions to lower costs in areas that don’t have catalog numbers.

Our scope includes anything you can think of related to the purchase, design, implementation, use, maintenance and retirement of a project or process. We refer to this as the total cost of ownership (TCO). We collaborate with your team to identify possible areas for improvement.

Once this assessment is complete, our Integrated Services Division lays out a plan of action to maximize your return on net assets. We will also work with you to provide a detailed strategy should any problems arise.



WINKLE ELECTRIC COMPANY, INC.

[www.winkle.com](http://www.winkle.com)

## OUR MISSION

TO BE AN INTEGRAL PART OF OUR CUSTOMERS' SUCCESS BY EXPERTLY MATCHING OUR DISTINCT COMPETENCIES WITH THEIR UNIQUE OPPORTUNITIES AND CHALLENGES.

### PREDICT, PREVENT, REACT

Winkle's Integrated Services Division takes a three-pronged approach to maximizing your profits.

At the **predictive** level, we examine every aspect of production. We ensure that all personnel and equipment issues are addressed, while working to predict potential failures and optimize scheduling of planned downtime, labor and materials.

From the **preventative** standpoint, we provide asset management services, implementation of safety programs, network evaluation and a security plan. Training programs are implemented to maximize the productivity of your most valuable asset—personnel.

In the **reactionary** mode, we assist with on-site support services, including callout services, start-up planning and even embedded engineers. Repair services and renewal parts also fall in this reactionary mode, ensuring that if and when problems do arise, they are dealt with quickly and efficiently.

With this approach, Winkle can optimize your day-to-day operations while providing solutions for issues as they arise.



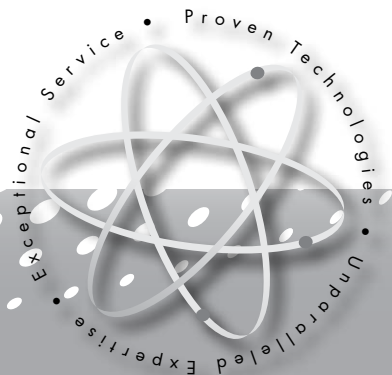
INTEGRATED SERVICES DIVISION

“I wanted to drop you a note to say how helpful the Winkle team has been to our company on the XYZ project. Your team has run the extra yard to provide solutions while saving us dollars in areas we would not have seen... we look forward to working with Winkle on future projects.”

» Tom Doland, *Lean Beam Inc.*

### THE TOTAL PACKAGE

Winkle Electric's Integrated Services Division is complemented by our three other divisions, Electrical Supply, High-Tech Automation and Custom Controls. Together, our four divisions stand ready to recommend and implement the solutions you need, just when you need them most.



## CONTACT US

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