

Complete Automation On the Move

In mid-February, **Winkle Electric** and **Rockwell Automation** will join forces to host **Complete Automation - On the Move**. These exciting two-day events will feature an outstanding variety of exhibits, many "hands-on" lab sessions, and several technical presentations... all designed to address the automation challenges of the new millennium.

If your organization is seeking automation-related solutions to help build a better bottom line, don't miss your chance to attend this event.

Attendees will enjoy complimentary lunches, and there are no fees for any of the lab sessions. For your convenience, we're offering attendees the following choices of dates and locations.

City: Pittsburgh, PA

Dates: February 11th & 12th

Hours: 8:00am - 4:30pm

Location: Radisson Hotel Green Tree

Online Registration:

www.RockwellAutomation.com/pittsburgh

Contact: Barb (724) 873-7787

City: Cleveland, OH

Dates: February 19th & 20th

Hours: 8:00am - 4:30pm

Location: Rockwell Automation

Mayfield Heights, OH

Online Registration:

www.RockwellAutomation.com/cleveland

Contact: Cindy (440) 746-4792

Or, visit www.winkle.com and hit the "events" link on the home page for additional information. Space for these events is limited, so please sign up soon. See you there!



Above - Winkle Electric participants Nick Shirilla and Matt Colla stand proudly beside the Rockwell Automation No. 21 car (driven by Jeff Green) bearing the name of their trips sponsor.

Sign Up to Qualify for the Ultimate NASCAR Experience... Hosted by Winkle Electric!

In each of the last two years, Winkle Electric has hosted qualified customers on a four-day, three-night NASCAR trip to Charlotte, North Carolina.

The good news... we're doing it all again for 2003!

We are currently putting the final touches on this year's trip. Attendees can expect the following (and probably much more):

- Round-trip transportation in a private luxury motorcoach, including food and beverages
- Private accommodations at the Holiday Inn - Concorde, NC; just five minutes from the track
- Welcome events Friday morning
- Terrace Box seats for both the Busch and NASCAR Cup races
- All ground transportation

Contact your Winkle sales representative to see how you can qualify for this exciting opportunity.

We're hoping you'll be joining us for the trip!



Winkle

Winkle Electric Company, Inc.
1900 Hubbard Road
Youngstown, Ohio 44503-6014

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Winkle

WINKLE ELECTRIC COMPANY INC.

Current EVENTS

January/February 2003

In this issue...

- Featured Products from... *Rockwell Automation, Hoffman, and Cooper Wiring Devices*
- Complete the crossword inside to win a *Rockwell Racing Sweatshirt!!*
 - 2 New Product Lines: *American Polywater and Brad Harrison*
- Customer Service Star... *Brian Vennetti*
 - *TECH Corner... FAQs about Arc-Fault Circuit Interrupters*

Winkle Electric Introduces... Two New Product Lines

American Polywater Corporation

Winkle Electric is proud to announce that it has been named a distributor for the Polywater® line of lubricants, cleaners, and other specialty chemicals. Polywater® is best known (especially in the telecom and power utility industries) for its line of unique, water-based cable-pulling lubricants. Among the company's other product lines are cable cleaners, contact cleaners, fiberglass wax and buffing kits, penetrating oils, MRO aerosols, and virtually every type of electrical lubricant related product imaginable.

For additional information about Polywater® products, please contact your Winkle Electric sales representative.

contact us!

A summary of addresses, phone numbers, and fax numbers for our existing locations:

Erie • 4727 Pittsburgh Avenue • Erie, Pennsylvania 16509
Phone: 814-838-1900 • Fax: 814-838-1975

Meadville • Phone: 814-724-5177 • Fax: 814-724-5186

Another manufacturer now represented by Winkle Electric is Brad Harrison®... **Brad Harrison®** one of the world's leading manufacturers of quick disconnect connectors,

multi-port interconnection systems, and sensor actuator bus systems. An essential part of the Woodhead Connectivity product line, Brad Harrison® products are known for superior performance and reliability.

The Brad Harrison® line of customizable connector systems (for both passive and network-based applications) are easy to use and are backed and supported by the industry's only product-specific specification software for AutoCAD® users.

Seneca • PO Box 505 • 224 S. Main Street, Suite 216
Seneca, Pennsylvania 16346
Phone: 814-678-5303 • Fax: 814-678-5304

Youngstown • PO Box 6014 • 1900 Hubbard Road
Youngstown, Ohio 44503-6014
Phone: 330-744-5303 • Fax: 330-744-1635

TECH CORNER

FAQs... about AFCIs

What is an AFCI?

AFCI is an acronym for Arc-Fault Circuit Interrupter, which is a device intended to mitigate the effects of arcing faults by de-energizing the circuit when an arc fault is detected.

In other words, an AFCI is a circuit board which, when it detects an arc, activates a solenoid to trip the breaker.

What causes an arc fault?

Arc faults are often caused by worn electrical insulation, damaged wire, misapplied or damaged cords, or loose electrical connections. The chances of arcing grow as a building ages. Driving nails (or drilling) into walls can penetrate electrical wires, triggering conditions that lead to arcing.

Why is arc detection needed?

Arcing faults generally go undetected for an extended time and can reach high temperatures (5000°F) at low current levels. According to the Consumer Product Safety Review, problems in home wiring, like arcing and sparking, are associated with more than 40,000 home fires each year. These fires claim over 350 lives and injure 1,400 victims annually. The bottom line... AFCIs do more than traditional circuit breakers to prevent electric-related fires.

Winkle Electric carries the full line of Siemens® brand AFCIs. For additional information, please contact your sales representative or visit our web site.

NEW PRODUCTS - Below are brief announcements about new products available from Winkle Electric.

Our web site (www.winkle.com) contains more details about these and other new products.

Just follow the links labeled *New Products*, *Products by Category*, and/or *Solutions by Manufacturer*.

Rockwell Automation VersaView™ Industrial Computers and Monitors

When Rockwell decided to introduce the next generation of industrial computers and monitors, here's what they had in mind...

- Help customers better manage ever-changing computer technology
- Keep products rugged, while still offering a cost-effective solution
- Make it easier for customers to select and apply computer & monitor solutions

The Result Rockwell recently introduced VersaView™, a brand new family of industrial computer and monitor solutions.

Management of Technology VersaView™ offers a "system approach" to keeping up with changes. Specify a VersaView™ catalog number today, and you're guaranteed the latest industrial solution available. Buy the same catalog number two years from now, and Rockwell will have already upgraded the solution to reflect the latest enhancements in technology.

Rugged, Cost-Effective, and Easy to Configure VersaView™ products offer the quality you've come to expect from Rockwell (a division of Allen-Bradley). And, they're prepackaged with the options you need for virtually any industrial application.



Hoffman Watershed™ ENCLOSURES

STAINLESS STEEL ENCLOSURES for
Washdown ENVIRONMENTS

Winkle Electric and Hoffman Enclosures now offer a wide variety of Watershed™ products and services tailored to meet the needs of the pharmaceutical, food and beverage, and packaging industries.

The sanitation practices of these industries require what's known as a **washdown** environment.

Certain challenges arise when electrical systems and equipment are part of such a production environment. The unique sloped top of the Hoffman line of Watershed™ enclosures was developed to address these



challenges... which had, until now, required expensive custom-made solutions.

For complete Watershed™ descriptions and specs, visit www.winkle.com or contact your sales representative.

GFCI RECEPTACLES by COOPER Wiring Devices Your One Solution

Winkle Electric now carries an entirely redesigned line of GFCI (Ground Fault Circuit Interrupter) Receptacles from Cooper Wiring Devices. Cooper's XGF-series meets all new UL (Underwriter's Laboratory) 943 safety standards (which took effect January 1, 2003)... while offering a broader range of protective features than ever before.

The new circuit design performs a test that prevents the device from being reset in the event of reversed line-load wiring. In the past, any reverse-wired GFCI could go undetected. The new XGF-series also contains a built-in indicator light for positive identification of a ground fault occurrence. Larger, easier to use reset buttons have also been included in the new design.

For more information, visit our web site or contact your Winkle sales representative.



Winkle Customer Service

STAR

Meet Brian Vennetti



Among the newer members of the Winkle Electric team is Brian Vennetti, the company's Corporate Controller. Vennetti, a YSU graduate and a CPA, was most recently a Senior Accountant with Hill, Barth, and King. He and his wife (of just over 18 months), Michelle, reside in Boardman.

When asked what he likes most about working at Winkle Electric, Vennetti... without hesitating at all... said "the family atmosphere." He went on to say, "everyone supports everyone else, and tries to find something positive about every situation. I honestly look forward to coming to work most mornings," he concluded.

Win a ROCKWELL RACING SHIRT from Winkle

Visit www.winkle.com to find the information needed to correctly complete the crossword puzzle below. Then fax or mail this page to Bob Conger by March 1st, 2003. Of all the correctly completed submissions one will be drawn before March 15th, 2003.

Fax...

Fax submissions to
Bob Conger at
330-744-1635

Mail...

Mail submissions to
Bob Conger
Winkle Electric
P.O. Box 6014
Youngstown, Ohio 44501-6014

Across...

1. Brother, _____ Winkle, formed the JB Winkle Company.
4. Robert Conger is Winkle's Vice President of _____.
7. Winkle's Custom Control Division believes firmly in taking customers from concept to _____.
10. In the September Issue of *Current Events*, Winkle featured its Erie opening entitled, "Night at the _____."

Down...

2. Rockwell Automation's *Complete Automation on the Move* Seminars are located in Pittsburgh & _____.
3. On the Winkle website, customers can find transformer part numbers and their Sola/Hevi-Duty cross by selecting the _____ Cross Reference Guide link.
5. Winkle supplies fuse products by _____.
6. This past August, Winkle and _____ hosted Powerflex and Drive Seminars.
8. Winkle supplies testing equipment by _____.
9. Winkle has recently supplied Panduit's _____ Raceway systems for two local school projects.

