

NEW PRODUCT LINE...



Automation and Network Solutions by
HIRSCHMANN ELECTRONICS

Winkle Electric now represents the Automation and Network Solutions Division of Hirschmann Electronics (a multinational manufacturer of automation and network solutions hardware and software), which consists of two business units.

The Industrial Networking Business Unit provides a broad line of industrial ethernet products; including hubs, switches (unmanaged & managed), transceivers, network management software, and a complete line of fiber interface products.

Hirschmann was one of the early pioneers of ethernet... and now specializes in factory, process, and transportation automation applications.

The company has embraced the new fast ethernet and gigabit ethernet standards, and has upgraded their managed switch capabilities to include IGMP Snooping for multicast filtering and VLAN support for increasing network efficiency and security.

Hirschmann's Industrial Connector Business Unit has been a pioneer of industrial connector products for over seven decades... from the alligator clip in 1951 to today's comprehensive line of standard and custom industrial cordsets and field installable connectors (including E-Series, Fixcon-Series, GDM-Series, G-Series, CA/CM-Series, NR-Series, ST-Series, MAS/MAK Series, and Test and Measurement).

For complete details, please contact your Winkle Electric sales representative.



AB **Allen-Bradley** Bulletin 800F Push Buttons

This time-saving product line (available in both plastic and metal) offers quick selection, superior design and variety, and fast mounting.

Superior Quality Design - The 800F line meets the most demanding performance specifications... with state-of-the art solid modeling techniques and finite element analysis... all optimized for durability and safe performance.

Product Flexibility - 800F push buttons combine *any* operator with *any* back-of-panel component, and are available (variety of latch and contact block choices) in an almost limitless variety of colors, styles, and sizes. Available accessories include legend plates, replacement caps and lenses, grounding kits, and anti-rotation washers.

Time and Cost Savings - Simple assembly and easy, one-person mounting/removal make the 800F line superior in terms of both time and cost savings. Among the line's productivity-related features are anti-rotation tabs, rotating collars, and snap down color-coded contact blocks.

Worldwide Acceptability - 800F push buttons are UL Listed, CSA Rated, CE Marked, Third Party Approved: KEMA, and RoHS Directive compliant.

Reliable Application Solutions - The 800F line features QuadCONNECT™ contacts which feature spanners with four "fingers" on each side for great low-voltage performance. A self-monitoring contact block enhances E-stop reliability by monitoring its own installation. If contact blocks separate from the E-stop operators, they open the circuit and automatically shut the process down.

The 800F line is now available at Winkle Electric. Call your sales representative for additional information.



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WINKLE ELECTRIC COMPANY INC.



Aero-Motive® Balancers & Tool Support

It's a simple fact. Make a job easier to do, and it can be done better, faster, and for a longer period of time.

Balancers and Tool Support Systems by Aero-Motive improve the productivity of light assembly, packaging, and many other shop floor workers by keeping tools out of the way when they're not needed.

Balancers allow workstations to be organized more efficiently... by ensuring that tools are always in the right place. They protect the tools they suspend from accidental (and often expensive) drops (which, all too often, damage other tools on the way to the shop floor).

For more information regarding Aero-Motive Balancers and Tool Support products, please contact your Winkle sales representative.

LOCATIONS

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Current Events

In this issue...

- Featured Products from... *Allen-Bradley, American Polywater, Hoffman, and Siemens*
- Customer Service Star *Mark Krasinski*
- TECH Corner... *What is a Safety Relay?*
 - New Product Line... *Automation & Network Solutions Division of Hirschmann Electronics*

What is Safety Relay?

Today's machine safety requirements are stricter (and more complicated) than ever. Shaped by requirements like the European Union Directive, OSHA, and ANSI; safety regulations and standards continue to "raise the bar" on the level of acceptability. That is why OEM's and users alike are assessing levels of risk and implementing safety-related devices to guard against safety hazards.

Safety relays play a critical role in meeting these requirements. Typical safety relay applications include emergency stop and gate interlock circuits. Unlike traditional control relays, safety relays offer the following key characteristics:

- An internal circuit that will allow power to be removed from a load even if an internal contact welds. This circuit is redundant and self-monitoring.
- Monitors fault in the safety relay itself, as well as in input and output devices.

• They use positive guided technology. Relays of this type have contacts that are mechanically connected, so that if an N.O. contact remains closed, an N.C. contact can't re-close. Also, if an N.C. contact fails to open upon energizing the relay, the N.O. contacts will not close.

Safety relays typically replace the relay (often a master control relay) that interfaces between input devices and contactors or starters.

For more information, or to get assistance in applying safety relays, please contact your Winkle sales representative today!

TECH CORNER

Customer Service **STAR** Meet Mark Krasinski

As a recent addition to the Winkle Electric "family", Mark Krasinski, an Inside Sales Representative based in Erie, was asked to share his thoughts about his first 18 months with the company... "Each day presents a different, unique set of challenges to tackle and customer's problems to solve," said Krasinski. "This may not be a challenge as such, but each and every day there is something brand new to be learned," he added. And with over 25 years of experience in distribution, Krasinski still enjoys his work.

In his free time, Mark enjoys playing the guitar and mandolin in several music groups. His other interests include golf, bowling, and time with his family.

Krasinski has been married to wife (Julie) for over 25 years. They have two sons, Ben and Dan (who presently attend Penn State University).



2004 Training and Seminars at Winkle

The Integrated Services Division of Winkle Electric is currently working on a training/seminar schedule for 2004. Because of the popularity and speed in which classes often fill up, Winkle is putting together a first quarter calendar for easy planning. If there are topics you'd be interested in seeing implemented, please contact Bob Carson, Integrated Services Division Manager.

N E W P R O D U C T S

Below (*and at right*) are brief announcements about new products available from Winkle Electric Company. Our web site, www.winkle.com, features further details about these and other new products. Follow the links labeled *New Products*, *Products by Category*, and/or *Solutions by Manufacturer*.



Grime-Away Multipurpose Cleaning Wipes

- Grime-Away™ wipes are heavy duty towelettes, pre-moistened with a multipurpose cleaning solution.
- Grime-Away™ moisturizes and softens hands, while cleaning tools and surfaces.
- Grime-Away™ towels feature a textured side to quickly remove greases, dirt, and grime. They also feature a soft side to be gentler on skin.

Grime-Away™ Quickly Removes...

- Scum
- Cable Gels
- Oxide Inhibitors
- Adhesives
- Lubricants
- HDD Pipe Thread Grease
- Transformer Oils
- Silicone Greases
- Dirt/Soil
- Caulk
- Tar/Asphalt

Use Grime-Away™ on...

- Tools
- Work Surfaces
- Service Vehicles
- Hands
- Transformers
- Equipment
- Machinery
- And More!

Check www.winkle.com and click on the Grime-Away™ container to receive a free sample. You'll also be automatically entered into a Polywater prize contest.



SIEMENS The Ultimate™ Load Center with INSTA-WIRE™ Wins NECA SHOWSTOPPER AWARD

The Siemens Ultimate Load Center with INSTA-WIRE was selected as a "2002 NECA Showstopper Award" winner by a panel of electrical contractors selected by the publishers of *Electrical Contractor* magazine. The selected contractors were asked to identify products that impressed them most... and would be likely to help their businesses immediately.

Features of the award-winning load center include...

- INSTA-WIRE neutrals and grounds - for quick and easy neutral conductor installation.
- Visible neutrals make insertion of neutral conductors easier.
- Screws (including those for neutral, ground, breaker, trim, bond, upper pan adjusting, and wire binding) come up with a slot/square combination head.
- INSTA-WIRE visible ground bars are factory installed on main lug devices.
- The pre-positioned bond screw makes bonding a snap.
- All devices are main convertible from main lug to main breaker, and vice versa.
- All devices are main straight in wired.
- New horizontal main breaker handle is invertible, allowing for 180° installation.
- The load center comes with a combination flush/surface mount cover.
- Siemens circuit breakers are series rated for full protection and lower component cost.

For a complete list of Ultimate Load Center features, please contact your Winkle sales representative.

Hoffman A38 General Purpose Type 1 Large Enclosures

The Hoffman A38 Large Type 1 Enclosure line (for controls in light industrial and commercial applications) offers an economical alternative to fully welded and sealed (such as Type 12) cabinets. It is ideal for applications which require basic protection for controls in cleaner conditions (such as warehouses or electrical/mechanical rooms).

These freestanding cabinets are ideal for PLC/main control panels, power distribution cabinets, variable frequency drive cabinets, and industrial and HVAC applications in which Type 12 protection is unnecessary.

Advantages and features include...

- 11 standard, freestanding models in sizes from 48"x25"x12" to 84"x36"x24"
- An ideal platform for OEM's, panel builders, and systems integrators seeking a high quality Type 1 solution (with a range of accessories and options to meet the needs of many applications)
- Flexible configuration, with choice of panel, 19", or 23" rack mounting
- Heavy-duty 14 gauge steel body and doors, integral 10 gauge lifting base, and steel lifting eyes
- Exclusive Hoffman Modification Services let you change specifications, such as overall dimensions, finish colors and textures, doors and panels, handles and locks, holes and cutouts, environmental controls, and much more.

For additional Type1 Enclosure information, please contact your Winkle sales representative.



For more information about these and other new products... contact your Winkle Electric sales representative.