



WINKLE ELECTRIC COMPANY INC.

January/February 2007 CURRENT EVENTS

In This Issue

- **Upcoming Training and Seminar Calendar of Events**
- **Featured Products**
Hoffman SEQUESTER External Disconnect Enclosure, IPD VA15 Single Camera Vision Appliance and Rockwell Automation 42EF LaserSight RightSight and Process Solutions
- **Tech Corner** *Exploring advantages of using distributed safety I/O*

upcoming events

The courses detailed below are a great way to learn the latest skills and techniques in the industry. If you or your associates would like to attend any courses, register by logging on to www.winkle.com or by calling Amy Bulick (Youngstown customers) at (330) 744-5303 or Lois Fetterman (Erie customers) at (814) 838-1975.

CCP174 Ethernet/IP Design and Configuration

- January 23 through 24, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown
- Tuition is \$1,600 per person

CCPS43 SLC500 Maintenance and Troubleshooting

- February 20 through 23, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown
- Tuition is \$1,600 per person

CCP146 ControlLogix System Fundamentals

- February 28 through March 1, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown

CCV204 Factory Talk View ME and PanelView Plus Programming

- March 13 through 16, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown

CCP174 Ethernet IP Design and Configuration

- March 13 through 14, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Erie

CCP122 PLC-5/SLC 500 and RSLogix Fundamentals

- March 29 through 30, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown

CCPS43 SLC500 Maintenance and Troubleshooting

- April 10 through 13, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Erie

CCP151 RSLogix 5000 Basic Ladder Logic Programming

- April 19 through 20, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown

CCP153 ControlLogix Maintenance and Troubleshooting

- May 15 through 18, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown

CCP146 ControlLogix System Fundamentals

- May 23 through 24, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Youngstown

featured products

Rockwell Automation 42EF LaserSight™ RightSight™



Building on the success of the Allen Bradley RightSight photoelectric sensors, Rockwell Automation has introduced a new line of RightSight sensors with a visible laser light source, the 42EF LaserSight RightSight. Offering high-performance general purpose sensing in a compact, flexible package, this latest addition is available in diffuse, polarized retro-reflective and transmitted beam models.

Laser based sensors are ideal for applications that require detection of small objects or in applications that require a narrow field of view. In most cases, laser sensors offer better operating margin and longer sensing distance than LED sensors.

The higher margin allows for better detection of non-reflective targets and more reliable sensing in high contamination environments.

Additionally, lasers that use a visible light source offer easier alignment than sensors that use an infrared light source.

The 42EF LaserSight RightSight diffuse sensor is ideal for general purpose applications in the packaging machinery and material handling industries. It is available with either a single turn sensitivity adjustment or teach push button. This LaserSight Polarized Retro Reflective sensor is also well suited for general purpose applications.

The push button teach approach for adjusting sensitivity levels allows the sensor to learn both the light and dark conditions presented to it, adjusting sensitivity to the optimal level for the application. This is much more efficient than the more traditional manual adjustment knob.

As always, safety comes first. Both LaserSight RightSight models use eye safe CLASS 1 visible laser light and feature the same mounting options as the rest of the industry-proven RightSight product line. These lasers require no additional safety or protective training or equipment, keeping personnel safe without additional costs to you.

Contact your Winkle Electric representative to find out more about the LaserSight product line.

Rockwell Automation Process Solutions

Process Expertise To Address Your Industry's Challenges

Reduce Total Cost of Ownership

"There are massive benefits in control and monitoring, and the validated electronic control means that we can know when, how, and why something has happened... Under the old system, we might have had ten technicians trying to work out a fault. Now we've got a system that straightaway points at the problem and provides a reason for it. We can go straight to the problem without having the technicians in."

— Australian Pharmaceutical Company

When you face unique process challenges, it's important to turn to partners you can trust like Rockwell Automation and Winkle Electric. Rockwell's unparalleled domain and industry expertise combined with Winkle's full-circle approach to solutions results in reduced engineering and integration costs for your company. Unmatched control and information solutions deliver the single, plant-wide control system you need to improve your productivity, quality and time to market.

Industry and Application Expertise: Benefit from the Track Record of Rockwell and Winkle

By choosing the team of Winkle and Rockwell Automation, your company is engaging a team of experts who have helped streamline processes in a wide range of industries around the world — with a long history of expertise in project installations and complex problem-solving.

Consumer-driven industries, such as life sciences, home health and beauty, and food and beverage depend on solutions to help manage demand variability, rapid system reconfiguration and regulatory compliance. Heavy resource-driven industries, like mining, metals, and oil and gas, rely on power and energy management solutions, Industrial Combustion and Power Generation, Intelligent Motor Control and advanced Condition Monitoring technology to improve efficiency and keep critical assets up and running.

Whether you need combustion control, simplified application start up, reduced start up costs, higher return on net assets or an updated approach to everyday operations, Rockwell's field experts know the best way to apply technology to enhance safety, increase efficiency and reduce the chance of error.

An authorized distributor of Rockwell Automation products, Winkle Electric works with the knowledgeable associates at Rockwell to provide your company with comprehensive solutions that simply make sense.

For more information on how Rockwell Automation and Winkle Electric can help streamline your operations, contact your Winkle representative.

Hoffman SEQUESTR™ External Disconnect Enclosure

The Hoffman SEQUESTR External Disconnect Enclosure is designed to retrofit disconnect cabinets, isolating incoming power from the main enclosure and mitigating the danger of arc flash occurrences when working on interior components. The disconnect switch is moved to the SEQUESTR enclosure with power pass-through to the main control cabinet.

The SEQUESTR is specifically designed to house Allen-Bradley Bulletin 1494V disconnect switches and Bulletin 1494V-DSX, both with flange-mounted variable-depth operating mechanisms for circuit breakers. The durable enclosure also works with Square D Class 9422 disconnect switches.

Project features include:

- Interlocks (patent pending) with doors of main control cabinet when the disconnect switch is powered ON
- Maintains UL Type 12 rating
- Provision for pass-through power into the main cabinet—blank plate for customer modification
- Preferred disconnect cut out
- Quarter-turn screwdriver slot latch
- Hidden hinges
- Bonding provision on door
- Conductive back panel included
- Installation hardware and templates included

Available accessories include:

- Terminal plates for 30, 60, 100 and 200 amp systems
- Corrosion inhibitors
- Thermal management products
- Touch-up paint

Hoffman is a leading designer and manufacturer of systems to protect the electronic controls and electrical systems in industrial, data communications, commercial construction and government applications. All Hoffman products comply with UL, NEMA, CSA and other international standards.

To order the Hoffman SEQUESTR External Disconnect Enclosure or learn more about Hoffman products, contact your Winkle representative today.



IPD VA15 Single Camera Vision Appliance



The VA15 defines a new standard for entry level machine vision solutions. This low-cost, full-featured product, equipped with a CCD sensor, combines performance, ease-of-use and flexible integration capabilities to tackle a broad range of industrial applications.

Differentiating itself from traditional smart cameras, the VA15 incorporates the “smarts” inside the camera controller instead of the camera head. This has the benefit of easier integration, since it can be positioned in a chassis alongside other automation controllers. It also translates to a smaller camera size, making it suitable for tight-fit applications.

Interfacing the VA15 is simple. The unit is equipped with industrial grade Inputs and Outputs that are wired using removable screw terminal connectors. A visible LED light is coupled to each connection that reflects the active state of the signal. The I/O, together with all external interfaces, is conveniently accessible on the front of the unit facing the user.

Easy-to-use application software is preinstalled and ready to run, thus eliminating installation and revision control problems. The unit is accessed and set up through a standard Ethernet link to a laptop or PC on the local network. Once configured, the unit runs autonomously and inspections can be monitored remotely from any computer with access privileges.

The VA15 inspection toolset is well equipped and suitable for a range of quality control applications, including assembly verification, part identification, measurements, flaw detection and object location.

Key feature recap:

- Compact DIN mountable device
- Single camera inspections
- Suitable for tight-fit camera applications
- No software to install
- Powerful embedded processor ensures fast inspection times
- Online or offline inspections
- Quick connect/disconnect wiring
- Easily integrates into factory environments
- Universal solution for end-users, integrators and machine builders.

Contact your Winkle representative for information about how you can achieve the best in machine vision and experience less integration, quick software setup and low-cost, all with the VA15 Vision Appliance.

tech corner

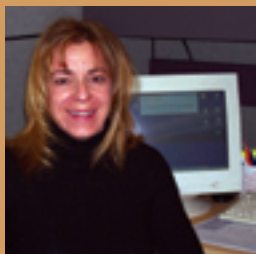
What are the advantages of using distributed safety I/O as opposed to traditional safety relay circuits?

Most safety rated devices are of a dual channel design, featuring four wires between the safety relay and the safety rated device. Many safety rated devices also provide a standard auxiliary output that is returned to a standard PLC for status monitoring. This means that there are typically five wire terminations per safety device. If the safety application requires cascading multiple safety relays together there will be additional wiring between the safety relay devices.

Like a safety relay, a distributed safety I/O module can be located close to the safety rated device; however, the safety I/O module is on a safety network and can be remotely controlled from a safety PLC. A single cable can replace all of the inter-wiring that safety relay systems require. The safety PLC eliminates the need to run the auxiliary cables back to the standard PLC allowing for significant cost savings.

A distributed safety I/O module also provides more diagnostic information for easier troubleshooting and improvement in overall machine utilization. For example, if a dual channel input from a door interlock is short-circuited, the safety PLC system will be able to annunciate the specific fault to the machine operator and relate the specific I/O module and I/O channel that experienced the fault, greatly improving the speed at which the problem can be identified and resolved.

customer service star



Outside Sales Engineer Carolyn Dolak has been a member of the Winkle team since September 2006. Her main responsibility is calling on customers in Erie County.

“Because I’m relatively new with Winkle and learning my territory and accounts, I have been very impressed to the point of being fascinated by the diverse industries in the Erie County area and the products that are manufactured,” Carolyn said.

Carolyn is a mother of two teenagers, Jade and Grant. She likes being outdoors and sometimes enjoys a round of golf.

Local Businessmen Give Back With Support for Local Causes

The Teaberry name and Winkle Electric have been in the Mahoning Valley for more than 60 years, and the prosperity and success of the Mahoning Valley is something that Rick and Larry Teaberry are very passionate about.

This passion is evident in the duo’s eagerness to contribute to a variety of causes throughout the area.

As owners of a prosperous local business, the brothers feel it is their responsibility to support the community that has helped them succeed.

Most recently the Teaberrys made a substantial donation to the building of the Vietnam Veterans Memorial in Austintown, Ohio. The pair has made notable donations to several area schools, including Youngstown City and Canfield. The Teaberry’s also contributed to the construction of both a new Welcome Center and a Health Center at Camp Fitch. Larry continues to work to raise funds and support for the YMCA youth summer camp, located on Lake Erie.

In October of 2006, the Teaberry brothers contributed \$50,000 to the Mahoning Chapter of the American Red Cross, a cause special to Rick Teaberry (he has been a member of their Board of Directors since 2004). The Teaberrys have given extra support to the Mahoning Valley Red Cross’ Planned Giving/Major Gift Program which Rick was selected to chair, donating more than \$10,000.

“We want to invest back into the local community that has been so good to us,” Larry said. The Teaberrys plan to continue to support area charities by returning a portion of the money they’ve made over the years.



Pictured above are Larry Teaberry (left) and Rick Teaberry (right).

Automation Fair

Automation Fair 2006 (pictured below) was a huge success! Winkle associates and over fifty of their customers attended the fair, which offered a variety of technical sessions and several forums hosted by industry experts.

