

Panduit, a multinational manufacturer of



communications and wiring products and systems, is located in Tinley Park, Illinois.

The company employs more than 3,500 people worldwide, with annual sales in excess of \$400 million.

One of Panduit's specialties is wire management... with

products like cable ties, power connectors, safety products,



terminals, wiring duct, surface raceway, identification systems, heat shrink tubing, and wire abrasion protection products.

As a local distributor for Panduit, Winkle Electric maintains a complete inventory of this respected manufacturer's vast product line. For a summary of Panduit's offerings, please visit [www.panduit.com](http://www.panduit.com).



# TECH CORNER

## Preventative Maintenance

**FACT:** According to the Institute of Electrical and Electronics Engineers, 66% of all electrical system component failures can be avoided through comprehensive preventative maintenance.

**RISK** - According to the National Fire Protection Association, "without an Electrical Preventative Maintenance (EPM) Program, management assumes a much greater risk of a serious electrical failure and its consequences."

**COST SAVINGS** - An unplanned outage can lead to losses in money, productivity, and future orders. A predetermined program allows you to budget this service.

**TIME** - Proper EPM often exceeds the capabilities (and available time) of your in-house staff. By using a company which specializes in EPM, your staff can concentrate on other pressing matters, leaving the "tough stuff" to the experts.

**INSURANCE** - A comprehensive EPM program may decrease the cost of fire, extended coverage, and business equipment insurance.

**SAFETY** - The United States Fire Administration has identified faulty electrical systems as the leading cause of all office and store structure fires.

Taken together, the benefits of a good EPM system equate to one basic theme...**Peace of Mind.** The comfortable knowledge that your electrical system, the lifeblood of any facility, is well maintained and always ready-to-go.

## Rockwell's Regional Events Get "Rave Reviews" from Attendees



Winkle associate Nick Shirilla (center) discusses automation trends with fellow attendees.

In February, several Winkle Electric associates and customers attended either (or both) of Rockwell Automation's *Complete Automation on the Move* events in Cleveland and Pittsburgh.

Overall, the events were a resounding success, with nearly 800 attendees in Cleveland, and more than 400 in Pittsburgh.

Many of the displays, seminars, and labs focused on three "core strategies" that Rockwell is recommending for certain customers to implement. These are *View Anywhere*, *Logix*

*Everywhere*, and *NetLinx*. Considerable attention was given to communicating the nature and degree of interconnectivity featured by the three. Among the new and emerging technology topics featured at the events were distributed IO, network connectivity, and industrial control and safety products.

Watch future issues of *Current Events* for announcements about similar fairs and seminars that attendees are sure to find valuable.



John Klepec (left) and Bob Michael (right) talk about operator interface products.

## Announcing - our new association with... COOPER Wiring Devices

Your One Solution



Winkle Electric is proud to have been named as a distributor for one of the industry's leading manufacturers, Cooper Wiring Devices. This internationally renowned firm manufactures a wide variety of products, including...

- pin & sleeve devices • locking devices • manual motor controllers & disconnects
- hospital grade devices • specification grade switches & receptacles • isolated ground devices • decorator designs
- corrosion resistant devices • straight blade plugs & connectors • watertight and insulated plugs & connectors
- wire mesh cable grips • ground fault circuit interrupters • electrical accessories
- dimmers & occupancy sensors • weather protective devices • wallplates

**INDUSTRIAL PRODUCTS** - With the integration of the Arrow Hart and Eagle Electric product lines, Cooper Wiring Devices now provides the widest range of institutional and industrial specification grade devices in the industry. Easy to install, and designed to withstand the harshest environments and long-term wear, these products meet or surpass the most stringent industry standards.



**CONTRACTORS IN MIND** - Cooper begins designing each product only after soliciting the input of working industrial, commercial, and residential contractors. For more information about products from Cooper Wiring Devices, please contact your Winkle Electric sales representative or call 330-744-5303.

# Winkle

WINKLE ELECTRIC COMPANY INC.

# Current Events

March/April 2002

In this issue...

- Tech Corner: *Electrical Preventative Maintenance*
- Featured Products: *What's New from Rockwell Software & Panduit*
- The Winkle Electric Co. Story
- Employee Spotlight: *Meet Bob Carson*
- Local Treasure: *The Butler Art Museum*

**FEATURED PRODUCTS...** In this issue of *Current Events*, we're featuring specially selected products from two of the top manufacturers represented by Winkle Electric... RSBizWare™ from Rockwell Software, and the Viper LS6 Thermal Transfer Portable Printer from Panduit.

**RSBizWare™ ... from Rockwell Software**

Looking for software tools designed to increase plant floor effectiveness and enhance profitability? Then RSBizWare™, from Rockwell software may be just what your organization needs. Among the **functions** that this innovative package offers are...

- scheduling for maximum efficiency
- analyzing performance and suggesting improvement strategies
- acquiring and integrating data
- assuring compliance with critical standards

But it's the following **benefits** of RSBizWare™ that can help make a critical difference in you operation.

**ERP, SCM**



- Improve gross margins and net profits, without adding capacity or increasing order volume.
- Get a better return on your investments in Enterprise Resources Planning (ERP), supply chain management (SCM), and customer relationship management.

- Accurately predict delivery dates.
- Analyze adjustments, and respond proactively.

**The Manufacturing BusinessWare Initiative...**

RSBizWare™ is a component of Rockwell Automation's comprehensive Manufacturing BusinessWare strategy... a system which provides applications, tools, and services to help design, operate, and maintain manufacturing operations.

**Results!** Here's an example of the potential power of RSBizWare™. A circuit board manufacturer using it reduced cycle time by 50% and increased total output by 18% - cutting total costs by 8%.

**Design**

**Operate**



**Maintain**

**Viper LS6 ...from Panduit**

Virtually every business needs an efficient way to produce professional-looking labels... for product identification, instructions, warnings, and dozens of other applications. Panduit's new Viper LS6 Thermal Transfer



Portable Printer offers the following key features:

- crisp 203-DPI thermal transfer print for professional looking labels, with no smearing
- automatically recognizes label size and adjusts printer settings to eliminate wasted setup time
- tracks number of labels remaining on the rolls and warns operator if there are not enough labels to finish a print job
- Nickel Metal Hybride battery provides longer battery life, is less susceptible to memory effect, and is more environmentally friendly
- AC Adapter included so you can start printing right out of the box



- internal overnight battery charger built into printer
- fast loading ribbon cartridge lets you slide, lock and go... with no difficult threading

- 128K file memory reduces setup time by recalling frequently used labels
- rugged mechanical cutter - no need for scissors
- annunciator sounds after each key stroke to improve data entry speed and accuracy

**Software included...** The Viper comes with an RS232 Port and ViperLink™ Software. The software can upgrade the operating system, download files, upload files, and create legend lists.

For a demonstration of either Rockwell's RSBizWare™, Panduit's Viper LS6 Thermal Transfer Portable Printer, or both... please contact your Winkle Electric sales representative or call 330-744-5303.



*The building (above, under construction) which now serves as Winkle Electric headquarters was originally built as the Wehle Baking Company in 1929.*

**OUR HISTORY...**

Winkle Electric was founded in 1944 by Vic and Jack Winkle as an electrical apparatus service shop and manufacturer of induction heating equipment for the aluminum extrusion industry.

In the early 1950's, Joseph A. Hartman Jr. and Larry Teaberry, Sr., both young electrical engineers, joined the company. After the untimely death of Vic Winkle in 1961, they purchased the company's assets.

The new owners worked together in the company until 1986... when Joseph Hartman retired and Larry Teaberry acquired his former partner's interest in the business. In 1992, Richard Teaberry and Larry Teaberry Jr. (the firm's current owners) purchased Winkle Electric.

While much has changed over the years, the basic values on which the company was founded have not. Winkle Electric's mission is to be one of the Valley's premiere business-to-business resources... with an exceptional product/service mix, and the very best people.

**Community Treasures... The Butler Museum of American Art**

*In this and future issues of Current Events, Winkle Electric will pay tribute to attractions and institutions that make the Mahoning Valley such a great place to live and work.*

The Butler Museum of American Art was the first structure in the United States built specifically to house a collection of American Art. This "community treasure" was founded in 1919 by industrialist Joseph G. Butler Jr. as a gift to the people of his hometown.

The Butler hosts over forty temporary exhibitions of works by American artists annually, and offers a variety of visual arts exhibits to dazzle and challenge guests of all ages.

**Winkle Customer Service STAR**  
**Meet Bob Carson**

This issue's "Service Star" is Bob Carson, Bob joined the Winkle team in February of 1997, and has stayed with the company because he admires the firm's total commitment to customer satisfaction. "Around here, the 'culture' encourages everyone to



do whatever it takes to keep customers coming back," says Carson. "We all seem to understand that service is the key to stability and success," he concludes.

When he's not satisfying customers at work, Bob's satisfying constituents at home... because for the last three years, Carson has served as the Mayor of New Middletown, OH (his home town).

Bob and his wife of 28 years, Rhonda, have three daughters (ages 17 to 21). His hobbies include golf and fishing.

