



WINKLE ELECTRIC COMPANY INC.

March/April 2006

Current EVENTS

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Complete Automation on the Move

June 6th & 7th, 2006
Bertram Inn and Conference Center • Aurora, Ohio

Rockwell Automation is pleased to announce that Complete Automation *on the Move* is coming to Northeast, Ohio. Learn the latest trends in manufacturing, the latest developments in control technology and the latest in the Rockwell Automation suite of products and services that can help you meet your business needs.

Mark the above date on your calendar and watch for coming details on how you can register to join us.

The Winkle Electric Product Showcase and Summer Cookout is Back!

Back by popular demand, and for the first time since 1998, Winkle is hosting its product showcase and summer cookout. Enjoy tasty cookout food while perusing the latest products from a variety of vendors.

Our Erie event will take place June 21st, 2006 and our Youngstown event will be held July 20th, 2006. Be sure to join us, and watch for more exciting events from Winkle Electric.



Sustaining a meaningful competitive advantage is an integral part of a company's success... and can help your organization maintain a foothold in today's constantly changing business environment. Often, the path to continued profitability lies in optimized production standards.

Rockwell's Automation Fair, this October 25th and 26th, is the premier industry event focusing on advanced automation products, integrated control, information architecture and value-added services and solutions.

Learn how to improve your product's time-to-market, increase your company's profitability, develop asset management and optimization strategies and manage manufacturing business risk. Featuring hands-on labs and informative forums, the Automation Fair is valuable for professionals of all levels. Attendees can participate in their choice of more than 50 technical sessions exploring advanced automation topics. Automation Fair forums hosted by leaders in the industry provide a close, detailed look at the latest trends in the Life Sciences, Automotive, Food, Beverage, OEM and Water/Wastewater industries.

Travel packages to this year's fair are available through Winkle Electric and include Automation Fair access, all transportation, hotel accommodations and a welcome dinner. Cost per attendee is \$780. Erie-area customers may contact Lois Fetterman at (814) 838-1975 and Youngstown-area customers may contact Amy Bulick at (330) 747-0043 for details.



Manufacturer Profile

With more than 230 years of combined experience and a business management system designed to achieve world-class excellence, Danaher® Industrial Controls brings you total capability in factory automation plus a commitment to service and quality.

This diverse corporation produces a wide selection of product offerings and is a manufacturer of Partlow, West, Veeder-Root, Dynapar, Harowe and Eagle Signal brands of chart recorders, temperature controllers, panel meters, encoders, resolvers, counters and timers.

Danaher's wide range of products allows for maximum versatility from a name you can trust. As the company continues to grow, expand and diversify, its focus remains to provide its customers with durable, dependable, state-of-the-art products for a variety of applications.

To find out more about Danaher Industrial Controls products offered through Winkle Electric, call your sales representative today. Our inventory specialists can help you identify what Danaher products will work effectively and efficiently in nearly any application.



For the solutions you're looking for...
www.winkle.com



You might notice something a little different when you visit our website, www.winkle.com. It's been redesigned, making it easier to navigate and more user-friendly.

Find out what's making news, sign up for upcoming events (right on our home page) or check out our latest product offerings. You can also search for products by manufacturer or category, making it easy to find exactly what you're looking for. Feedback forms are available, and full contact information for our whole team can be found on the site.

Perhaps one of the new site's most innovative features can be found on the *Solutions by Manufacturer* page, which offers tech tips, FAQs, technical drawings and solution-specific products that help customers attain long-term, sustainable solutions.

Need for Speed 2006

Last year, attendees of Winkle's *Need for Speed* event enjoyed an exciting 4-day, 3-night trip to the NASCAR Busch Cup race in Concorde, NC, viewing the race from terrace box seats.

Want to get in on the action? Enter for the chance to win one of the 15 available spots to this year's event. This year's rules:

- Each winner will receive one spot for *Need for Speed 2006*.
- Limited to the first 15 customers per seat to register.
- Entries will accumulate as follows:
 - one for initial registration
 - one for every \$500 in 11/1/05 to 9/30/06 purchases **in excess** of those purchases made in the same period of the previous year
 - one for attending any Winkle-sponsored event
 - one for each conversion from a competitor's product
 - one for each "special" vendor incentive announced throughout the year

There is no limit to the number of entries that can be accumulated. The drawing will be held October 3rd, 2006... so register today by contacting your Winkle sales representative.



Customer Service Star
Aaron Shick

Aaron Shick has been a Winkle Industrial Control (IC) specialist since December 2005. Headquartered out of our Erie branch, his main responsibilities include analyzing customers' needs, then helping them select the products that will work best for them.

Aaron enjoys being in the industry and likes working with the different companies and customers he encounters daily. He said his job is challenging because each customer has different needs... and they may not always know exactly what those needs are.

When he's not working, Aaron likes skydiving and spending time with his wife, Holly.

Hoffman® Arc Flash Safety Systems

An arc flash is a very dangerous and often costly electrical system malfunction that occurs as a short circuit between electrified conductors. When the isolation between the conductors is breached or can't contain the applied voltage, the air immediately surrounding the short can ionize, creating an intense energy flash of 5000°F or more. Often an arc flash is triggered by operator movement or contact with the energized equipment and is threatening when faults occur within an enclosure.

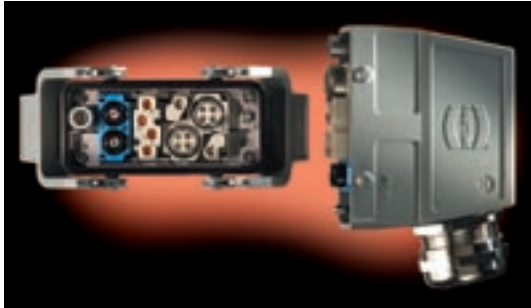
To protect equipment and personnel from a dangerous arc flash, NFPA 70E standards require a flash protection boundary, which is easily maintained when enclosures are equipped with the Hoffman® Arc Flash Safety System. This advanced system is more efficient than conventional methods and reduces the risks of arc flash explosions by providing convenient access to enclosed components without opening the enclosure door. Arc Flash Safety System components can be factory installed in your Hoffman Enclosure or ordered separately for retrofit applications.

The Arc Flash Safety System includes INTERSAFE® Data Interface Panels, which reduce risk by providing external access. This panel features pass-through data ports that facilitate programming access, and is available in a variety of standard configurations, or can be built to interface with industrial communication protocols. Start reducing your risk of arc flash accidents by calling your Winkle sales representative.



Harting Industrial Connectors Han®

These connectors are suited to handle the most challenging industrial environments in a wide range of applications. Having safe, effective and reliable connectors is a priority for several industries, from medical technology to construction.



Industrial connectors are also important for rail vehicles and ships, as well as power generation and distribution, where they have become integral components in electrical equipment.

In fact, there is a place for the industrial connectors in all applications requiring a safe, removable electrical connection, even under the harshest conditions. Harting offers a wide variety of durable connectors, so you'll be able to find one that suits your application perfectly.

For product information, contact your sales representative.

Rockwell Automation

Bulletin 1609 Industrial Uninterruptible Power Supplies (UPS)

Clean, dependable power is essential to ensure smooth operations... but in many facilities, this type of reliable power is often not available. Designed to help remedy a lack of clean power, the 1609 family of Industrial DIN Rail-Mounted Uninterruptible Power Supplies (UPS) works to prevent a sudden loss of power that could result in lost data, damaged equipment and/or extended down-time - all of which can result in lost revenue.

Rockwell Automation's 1609 is uniquely designed for the industrial market to provide the controls cabinet with back-up AC power. The 1609 will provide back-up power to bridge dips, sags or brief losses of power. If necessary, the 1609 will facilitate a safe shut-down of your industrial PC, PLC, data logging HMI or any other critical device in the control scheme. The 1609 features a rugged, industrial design that can be mounted to a heavy duty DIN rail or to the back of the panel. A high temperature battery option allows operation up to 50°C.



For additional features, contact your local Winkle Electric sales representative or visit www.winkle.com.

Customized Solutions from Winkle's Integrated Services Division

Are you managing your engineering issues efficiently and effectively? Winkle can help by providing you with a customized power and energy management solution, including specific product recommendations. Check out this recent product offering from our Integrated Services Division.

Especially useful in situations where HVAC is process-critical, the 1803-AHU and 1803-SCH provide a robust industrial PLC-based solution that can handle bigger and more complex HVAC control applications. HVAC PLC-based solutions offer superior functionality in comparison with commercial HVAC Systems and can offer significant cost savings and better RIO in the long run. To find out how your operation can benefit from an industrial HVAC system, contact your local Winkle representative.

Another offering from our Integrated Services Division is Turn-key Systems from Rockwell Automation. Rockwell Automation's PEMS team has extensive application knowledge of all power and energy management applications and can help you integrate a well-managed ISO 9001-registered engineering process on-time and within your budget. Once your project is complete, we have the programs for transition, training and on-going support back to your plant personnel and local Rockwell Automation support staff.

For more information about these or any of Winkle's Integrated Services offerings, contact your sales representative.



PW Industries, Inc.® Cable Tray and Prefabricated Wiring Systems

Since its founding more than 50 years ago, quality, performance and price have always defined PW Industries' approach to cable and data tray manufacturing. Another highlight of their product line is its versatility. Available in a wide range of sizes, configurations, designs and finishes, PW Industries cable trays are flexible enough to fit a variety of applications and always meet exacting seismic, industry and load standards. Choose from a selection of ladder, trough, solid bottom, channel or wire mesh styles.

Prefabricated wiring systems, another offering from PW Industries, can dramatically cut labor costs by eliminating costly wiring errors and reducing the amount of time spent on installation. PW offers a vast selection of pre-assembled wiring systems, so you're sure to find the system that will fit your application.

As always, Winkle Electric representatives will work with you to ensure you receive the proper products. Call today for more information or check out additional PW product features at www.winkle.com.

Allen Bradley® Round Industrial Beacons

Allen-Bradley's innovative line of Round Industrial Beacons are highly effective and come with the reliability you've come to expect and the flexibility you need. Beacons are available in 90 mm, 120 mm and 160 mm diameters and in steady halogen, flashing halogen, strobe and rotating halogen versions to suit nearly every application.



Advantages include:

- UL Type 4/4X/13, IP65 rated
- Common and modular components
- Flexible mounting options
- 12V AC/DC, 24V AC/DC, 120V AC and 240V AC available
- Replaceable halogen and xenon tubes
- cUL listed and CE marked
- Steady, flashing, rotating halogen and strobe versions available in a variety of colors
- User-selectable rotation speed (90 or 180 RPM) on the rotating version

To find out how these beacons can help you maintain a safe work environment, contact your Winkle Electric sales representative.