

MANUFACTURER PROFILE



**The Safest, Most Cost-Effective
Protective Lighting Available**

Shat-R-Shield coated fluorescent lamps can enhance the safety of your workplace. Because if a Shat-R-Shield lamp is dropped or broken, virtually all glass, mercury, and phosphors are safely contained within the skin-tight coating. Plus, Shat-R-Shield lamps are USDA approved, NSF certified, and meet FDA and OSHA standards.

Shat-R-Shield was the first to offer coated fluorescent lamps and the first to offer incandescent lamps with protective TEFLON® coatings. All Shat-R-Shield lamps are 100% inspected for coating thickness, integrity, and lighting performance. Millions of Shat-R-Shield lamps are performing for food, beverage, drug, and other industries seeking the ultimate in work site protection.

Several features of Shat-R-Shield fluorescent, HID, and incandescent lamps include:

- Light output loss is less than 1%
- Coating will not yellow, crack, deteriorate, or flake
- Ready to install out of the box
- Even an 8' lamp can be easily installed by one person
- Available in all sizes, colors, and Kelvin temperatures
- Safe disposal of burned out or broken lamps... with no need to ever touch bare, unprotected glass
- Nothing sticks to the smooth, clear TEFLON® coating... can be easily and safely cleaned

For more information on Shat-R-Shield products, contact your Winkle sales representative or visit www.winkle.com.



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

PRESORTED STANDARD
U.S. POSTAGE
PAID
YOUNGSTOWN OH
PERMIT #740



2004... already?

by Rick & Larry Teaberry

Our column appears in *Current Events* once a year, in the issue published before Thanksgiving. That suits us just fine - because we, both as individuals and as a company, have so many things to be thankful for.

This holiday season marks the end of the first full year in which our new Pennsylvania facilities have been "up and running." We made it! But we only did so because of two groups of people who are so deserving of our gratitude... our customers and our employees.

Our many loyal, long-term customers are the people who gave us the resources and confidence to grow. Our new customers in northwestern Pennsylvania have given us new chances to prove ourselves as a capable partner.

To our employees, let us thank you, we could not have done it without you. So many of you put in extra hours, made invaluable suggestions, and did "whatever it took" to make this expansion a reality.

On behalf of all the members of the Winkle Electric "family," thank you for all of your past support and we look forward to further enhancing our relationships in 2004.

Rick Teaberry *Larry Teaberry Jr.*

Rick Teaberry

Larry Teaberry Jr.

Twice the Size... Twice the Service

When Winkle Electric decided less than two years ago to virtually double the size of the company by adding a second full-service distribution center in Erie and a sales office in Seneca... there was one essential self-imposed requirement. It was... that the growth would enhance that single characteristic that made expansion possible. And that characteristic is *service*.

Twice the Training

The technology of the business we're in is changing at a blinding speed. And with these changes comes a greater-than-ever need for training our customers.

That's why we've more than doubled the size, number, and scope of our training-related initiatives. Our training facilities in Erie and Youngstown are among the finest in the region. And our program offerings are top-notch.

If you've yet to experience one of our training programs, we hope you will soon.



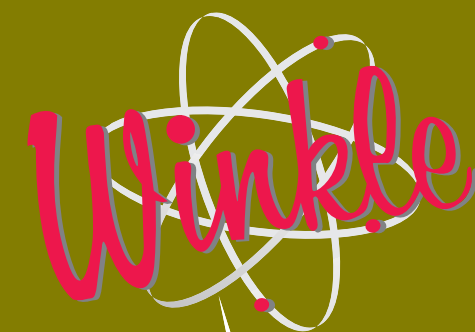
Youngstown (photo at left)
PO Box 6014
1900 Hubbard Road
Youngstown, Ohio 44503-6014
Phone: (330) 744-5303
Fax: (330) 744-1635



Erie (photo at left, bottom)
4727 Pittsburgh Avenue
Erie, Pennsylvania 16509
Phone: (814) 838-1900
Fax: (814) 838-1975

Meadville
Phone: (814) 724-5177
Fax: (814) 724-5186

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



WINKLE ELECTRIC COMPANY INC.

November/December 2003

Current Events

In this issue...

- Featured Products from... *Allen-Bradley, Rockwell Automation, Reliance Electric, and Panduit*
- Twice the Size... Twice the Service and Twice the Training
- Erie Sales Manager *Frank DePuy*
- TECH Corner... What does Series Rating a Panel mean?

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*.

RELIANCE ELECTRIC RPM™ AC Motor Wizard

The RPM™ AC Motor Wizard is a patented, revolutionary inverter duty motor selection program... designed so that users with little understanding of motor theory and construction can provide the desired inputs, and receive a customized motor design that matches the application's specific requirements.

The Wizard allows users to input exact values for altitude, ambient, base speed, wide constant HP speed ranges, enclosure, voltage, continuous torque, and overload torque. The program responds with recommended motor frame size, inverter KVA, and motor amps. The user may also optimize the motor-drive combination to create the lowest cost, highest performance solutions. Users can print typical performance data curves, as well as dimensions for the motor, conduit box, and encoder.

The motor configuration/selection automatically considers the operating characteristics of the motor, as well as interrelationships of environmental, operational, and user-imposed limitations. For more information, please contact your Winkle sales representative.

Allen-Bradley New Rotary Disconnect Switch

194R NFPA 79 Compliant Solutions

The 194R Rotary Disconnect complies with new changes in the 2002 edition of the National Fire Protection Association 79 (NFPA 79) Electrical Standard for Industrial Machinery. These



changes require rotary disconnect switches to be operable without the use of accessory tools or devices (independent of door position), and restate the

requirement for an interlocking provision to prevent the closing of the disconnect while the enclosure door is open (unless an interlock is operated by a deliberate action).

Rockwell Automation Allen-Bradley 194RF, 194RS, and 194RC NFPA 79 solutions meet both requirements... and set a new direction for IEC rotary disconnects. The NFPA 79 enhancements compliment the many other safety and panel-saving advantages of the 194R IEC disconnects.

For additional information or details about Allen-Bradley Rotary Disconnect Switches, contact your Winkle sales representative.

PANDUIT PAN-LUG™ Power & Grounding Connectors

Panduit offers the industry's most complete line of power and grounding application solutions. Why?

- They're the first and only manufacturer to meet NEBS Level 3 copper compression connectors standards.
- Panduit has full agency approvals from UL and CSA for power and grounding connectors... copper compression lugs and splices are UL and CSA approved when terminated with specified competitor tools.
- They offer manual, hydraulic, and battery operated crimping tools... which enable fast and proper installation at a lower installed cost.
- Panduit makes copper and aluminum mechanical lugs, splices, and split bolts for use with a variety of conductor sizes (to reduce inventory costs).
- For mechanical, pipe, rod, and tap connectors... Panduit provides dependable, high-quality solutions for grounding applications.

Winkle maintains a large inventory of PanLug™ Power and Grounding Connectors... you can get all this and more from your full-service supplier.



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



Rockwell Automation RepairPlus™

The Single-Source Solution for All Your Industrial Electronic Repairs.

RepairPlus™ services thousands of types and brands of electrical, electronic, mechanical, and servo products to their original functional specifications. The service can simplify purchasing, save time, administrative paperwork, and operational costs while delivering reliable, quality repair work.

Rockwell Automation's RepairPlus includes comprehensive service, complete diagnostics (using unique CPR Circuit Performance Reliability diagnostic process), personal service, and a no-nonsense, full-year warranty.

Call your Winkle sales rep and they'll arrange to send a driver to pick up any boards that need repaired.



Frank DePuy

Winkle Hires New Sales Manager for Erie Office

Winkle Electric recently announced the appointment of Frank DePuy to Sales Manager. He will be based in the company's full-service distribution center and sales office in Erie, PA. DePuy, the former President and General Manager for Kirkhof/Goodrich Inc. in Grand Rapids, MI, assumed his new position October 6th, 2003.

DePuy brings extensive management experience (with many different types of organizations) to the company. About his new position, he said, "I've admired this company for some time, because they're renowned for their service-based approach to sales... which suits my style perfectly."

DePuy and wife Joyce have two sons and one grandson. In his spare time, Frank enjoys spending time with his family, woodworking, golfing, and fishing. Please join us in welcoming Frank to our team.

October 2003 "Need for Speed"

In each of the past three years, Winkle has hosted qualified customers on a four-day, three-night NASCAR trip to Charlotte, North Carolina. This years trip (October 9th-12th) was undoubtedly our best ever. All the participants agreed that the highlight of the trip was watching both the Busch and NASCAR Cup races from terrace box seats.

Attendees enjoyed the trip in a private luxury motorcoach, and accommodations at the Holiday Inn in Concorde, NC (just five minutes from the track). In addition to the Busch Cup race Friday evening, and the NASCAR Cup race Saturday, participants enjoyed a heated go-kart competition as well as a casual round of golf.



Seats for the annual NASCAR trip fill up earlier every year. Contact your Winkle sales representative now to see how you can qualify to attend this exciting opportunity in 2004.



October "Need for Speed" 2003 NASCAR trip participants

What does "Series Rating a Panel" mean?

This rating is based on devices operating together to limit and interrupt current. *Series Connected Short Circuit Rating* a panel means that series rated circuit breakers (tested and certified by UL) can be applied in a combination that allows downstream breakers to have individual interrupt ratings lower than the main feeder breaker upstream. The upstream device (per UL) must always be fully rated.

Interrupt Rating is the short circuit rating that dictates the fault current level at which the breaker will trip. Because the division of fault current cannot be predicted, the series combination must be UL tested. Panels are series rated primarily because of cost savings. We are able to offer lower prices because series rated breakers (lower interrupt ratings) cost less.

When series rating panels, it is important to remember that the upstream device must always be fully rated. If a series rated panel is fed from a series rated breaker, this is not acceptable and was not tested in this way.

Call your Winkle Electric sales representative today for assistance in series rating your panel boards.

