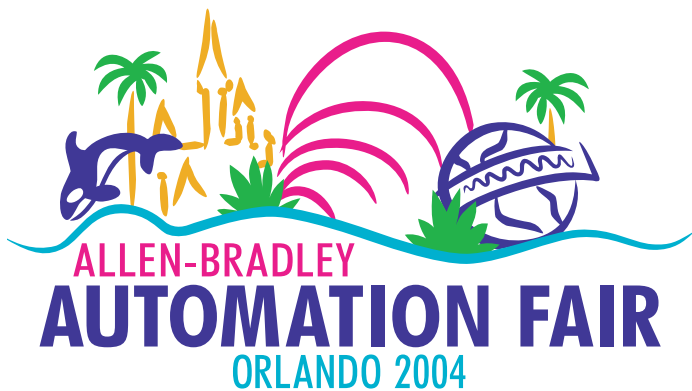


ROCKWELL AUTOMATION



Rockwell Automation will host its 13<sup>th</sup> annual Automation Fair, a **free** educational forum created to showcase the latest industrial automation solutions from Rockwell Automation and its partner companies. Automation Fair typically attracts up to 10,000 attendees interested in working directly with Rockwell Automation products in lab sessions and in discovering new offerings that can help improve manufacturing productivity and address specific industry challenges.

**When:** October 27<sup>th</sup> and 28<sup>th</sup>, 2004  
8:30am-5:30pm daily

**Where:** Orange County Convention Center -  
Orlando, Florida

**Why:** Featuring more than 100 exhibitors, 49 technical sessions, and more than 20 hands-on laboratory exhibits, Automation Fair is North America's premier event for sharing automation knowledge aimed at driving manufacturing productivity.

**Registration:** If you're interested in attending this unique training opportunity, visit [www.winkle.com](http://www.winkle.com), where you will find available travel packages and options. Don't miss it!

Winkle's travel package includes airfare, hotel accommodations, Automation Fair access and transportation, and a welcome dinner. Cost per attendee is \$790.

Winkle

WINKLE ELECTRIC COMPANY INC.

August/September 2004  
**Current**  
EVENTS

*In this issue...*

- *Drive Headquarters Teamwork & Technology* Upcoming Training Seminar
- Featured Products from *Ferraz Shawmut, Allen-Bradley, Lithonia Lighting, and Reliance Electric*
- Customer Service Star *Ken Dama*
- Tech Corner... *Timing Relay Designations Defined*

## FEATURED PRODUCTS

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



### Allen-Bradley

#### IntelliCENTER Motor Control Center

The Allen-Bradley IntelliCENTER Motor Control Center provides MCC users with an integrated hardware, software, and communication solution. The IntelliCENTER features pre-configured software which shows real-time data, trending, component history, wiring diagrams, user manuals, and spare parts. Its plug-and-play setup reduces installation time and minimizes facility downtime by quickly providing intelligent diagnostic and predictive failure information. Features include:

- *Built-in DeviceNet* which simplifies MCC design and installation.
- *MCC DeviceNet Products* capture new information, allowing predictive maintenance, process monitoring, and advanced diagnostics.
- *IntelliCENTER Software* - dedicated MCC-monitoring software
- *Contains ActiveX controls* - screens can easily be viewed within software packages that have ActiveX containers.



Contact Winkle Electric to find out how an IntelliCENTER Motor Control Center can work for you.



#### Reliance Wash-Down Motors

Reliance Electric has a wide variety of Wash-Down Motors to fit the application you need with the durability and features you rely on. And Reliance Wash-Down Motors will stand up to even the most severe applications, with features like rust-resistant designs, treated alloy end shields with drains, water protection features, and E-Master efficiency. Reliance carries several different types and varieties of Wash-Down Motors, including Easy Clean Motors, Easy Clean Plus Motors, Super Clean Motors, Super Clean Plus Motors, and Washdown RPM AC Vector Duty Motors.

No matter which Reliance Wash-Down duty AC motor you choose, you can be assured of application-matched performance, durability, and value. This promise begins with the support of your local Reliance Distributor Representative at Winkle Electric. You'll receive the help you need to choose the right motor for your company's washdown conditions, with the optimum amount of user choice in features and pricing. Call your Winkle sales representative and decide which Wash-Down Motor is right for you.



Customer Service  
**STAR**  
Ken Dama

Ken Dama, Winkle's Control Panel Division Manager, has been with the company for 16 years. Ken said his favorite part about working at Winkle is "the people and the atmosphere. Everyone lends a hand to get the job done."

He finds "keeping the schedule flexible enough to be able to help customers when a 'rush' comes up" to be the most challenging aspect of his job. And the most rewarding? "Putting out a quality product in a time effective manner." He also enjoys the opportunity of being able to work on equipment for many diverse and interesting industries.

Ken has been married to his wife Diane for 10 years, and they have 7 children: Adrienne, RJ, Josh, Nicole, Angelica, Nathaniel, and Cameron. In his spare time he enjoys volunteering at his church.

*For more information about these or other products, contact your Winkle Electric sales representative.*



## New Quantum® LED Exit/Unit Combo

At less than 10 inches high and only 2 5/8 inches deep, Lithonia's new Quantum Series LED Combo is the smallest, lightest unit on the market. The lower profile housing fits more applications and provides quick and easy installation with its Quick-Mount® features. With innovative high-performance lamp heads, the Quantum Combo outperforms the competition while maintaining the superior aesthetics that have made it the market leader.

Several features include:

- a removable lamp mount for end-mounting
- available red or green custom wording
- bottom-access test switch and pilot light
- high-performance krypton lamps
- flexible conduit entry
- replaceable chevrons
- UV-stable white or black thermoplastic
- precision MR24 multifaceted reflector
- backplate with universal knockout pattern
- replaceable hole plugs

Contact Winkle Electric if you are interested in the Quantum series LED Combo or have additional questions for a Winkle sales representative about other products.



## Finger-Safe Power Distribution Blocks

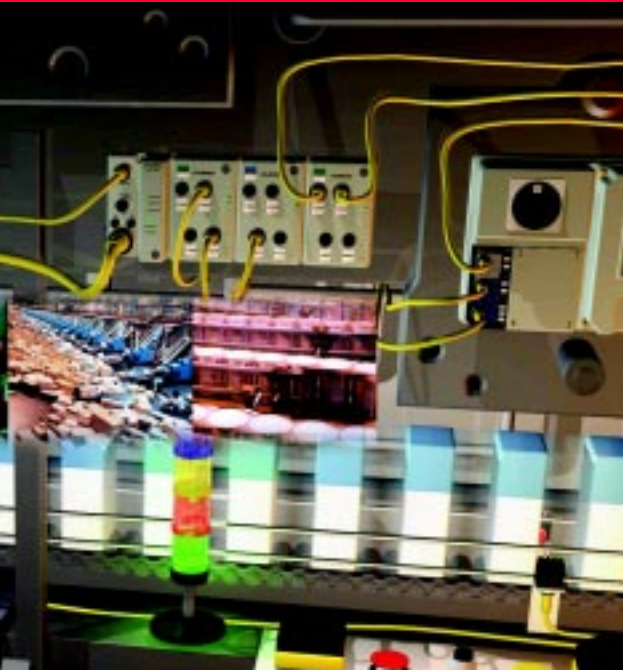
Ferraz Shawmut has built upon their revolutionary ULTRASAFE™ fuse holders and expanded the safety concept to a new line of power distribution blocks... Finger-Safe Power Distribution Blocks (FSPDB). The features today's panel builders demand are available in a "finger-safe" power distribution block offering global acceptance, a compact footprint, and the snap-on simplicity of DIN rail mounting.

With OSHA's increased scrutiny on safety and the requirements of NFPA 70E, it's critical to provide safer panels. Ferraz Shawmut has accomplished this with their Finger-Safe Power Distribution Blocks by using all "finger-safe" components. This eliminates the need for more costly and complicated methods such as mounting plexiglass sheets to cover the entire panel. With "finger-safe" components ranging from the Socomec line for the incoming main disconnect switch, the popular ULTRASAFE fuse holders, and the new FSPDB line of power distribution blocks, Ferraz Shawmut has a solution for all your panel's safety needs... all available at Winkle Electric.

## Allen-Bradley On-Machine Solutions

On-Machine Solutions are based on a control design philosophy that moves industrial controls and hardware closer to the application or on the machine. Rockwell Automation offers many products ideally suited for On-Machine applications.

These products, with their enhanced environmental characteristics, plug-and-play electronics, and modular wiring connections offer real cost savings when designing, building, installing, and maintaining industrial equipment. Visit [www.rockwellautomation.com](http://www.rockwellautomation.com) or [www.winkle.com](http://www.winkle.com) to learn more about On-Machine Solutions.



# TECH CORNER

**When looking at a control diagram with timers, I get confused by the terminology.**

**What are the designations for timing relays, and what do they mean?**

With designations like NOTO, NCTO, NCTC, and NOTC, control diagram terminology can certainly be tough to navigate.

First, let's define timing relays. Timing relays provide sequential logic within a control circuit. You can set up a time delay to occur upon sensing when a signal comes or goes. Timing relays have two different types of contacts: timed and instantaneous.

Now we can define the different timed contact designations. The designations are NOTO, NCTO, NCTC, and NOTC. But what do these mean? NO means normally open and NC means normally closed. TO means timed open and TC means timed closed.

TO contacts begin timing when you apply power to the timer. Conversely, TC contacts begin timing when you remove power.

A NOTO contact changes from open to closed immediately when you apply power, and the contacts remain closed until the end of the timing period. The NCTO works in a similar manner, except the contacts are in the opposite position (closed) and take the positive action.

*If you have a technical question you'd like to see addressed in an upcoming Tech Corner article, feel free to email it to [Robert.Conger@Winkle.com](mailto:Robert.Conger@Winkle.com).*



high performance, flexible  
machine vision solutions

## Winkle Takes on New Product Line

Machine vision has always been considered a complex and expensive option, due to complicated products that must be customized to fit the users' needs and are often accompanied by extensive (and costly) training programs.

Because of the increased cost and unnecessary complexity associated with machine vision, this method was not a realistic consideration for many companies... until now. *ipd*, a new product line now offered by Winkle Electric, offers cost-effective, easy-to-implement, intelligent machine vision solutions.


*ipd*, the "intelligent products division" of Corceco Imaging, Inc., is now offering a new class of products called Vision Appliances. This new and exciting line features an "out of the box" solution that hides its complexity behind an intuitive interface, customized with features to solve specific problems and simplify machine vision tasks. Plug them in, and by following easy-to-use guides, you can be up and running within minutes.

Why consider *ipd*'s Vision Appliances? Because eliminating the need for expensive customization and integration services results in lower upfront and operating costs with faster and easier implementations. If you haven't considered machine vision in the past, Vision Appliances may be the solution that you're looking for.

In addition to Vision Appliances, *ipd* also offers NetSight II, a complete hardware and software solution, and Sherlock, a general-purpose machine vision software.

*ipd*'s products are used in manufacturing industries to provide online visual inspection solutions, including simple part-in-place, verification, defect detection, OCR, optical metrology, and robot guidance.

Vision Appliances and other *ipd* products are now available at all Winkle Electric locations. Visit [www.winkle.com](http://www.winkle.com) for more information on *ipd*, Vision Appliances, and other new products.



Rockwell  
Automation and  
Winkle Electric  
Invite You to  
Experience...

## Drives Headquarters Teamwork & Technology 2004

Winkle Electric invites you to explore the world of Allen-Bradley variable-speed drives and motors. As part of Rockwell Automation's *Complete Automation On The Move* seminar series, you'll hear from the experts who can help solve a spectrum of application requirements.

Join us for a day of hands-on training on the latest in Allen-Bradley AC drives.

The PowerFlex family is the most extensive and versatile line of drives to date. From the simple PowerFlex4 to the PowerFlex700S with DriveLogix, embedded Logix controller, we have a solution for your application.

This training opportunity is dedicated to familiarizing you with the Allen-Bradley PowerFlex line of drives. Throughout the seminar, we will also be demonstrating various networking configurations from serial DF-1 protocols to DeviceNet and Ethernet communications.

Seminar times, locations, and registration information is listed below. This is a free seminar, and seating is limited... so be sure to register early!

### Youngstown

August 10<sup>th</sup>, 2004 • 8:00am-2:00pm  
The Winkle Electric Training Center  
1900 Hubbard Road  
Youngstown, Ohio 44503  
Call Amy Barker (330) 747-0043

### Erie

August 13<sup>th</sup>, 2004 • 8:00am-2:00pm  
The Winkle Electric Training Center  
4727 Pittsburgh Avenue  
Erie, Pennsylvania 16509  
Call Kelly Gebler (814) 838-1900

Online registration is also available at [www.winkle.com](http://www.winkle.com). Visit the events page for details on this hands-on, informative, (and **free**) training opportunity!