



WINKLE ELECTRIC COMPANY INC.

August/September 2005 CURRENT EVENTS

• IN THIS ISSUE •

- *Allen-Bradley 2005 Automation Fair*
- Several featured products include *Siemens Modular Metering, Rockwell Automation RSTrainer Computer-Based Training Products, Allen-Bradley Solid-State Condition Sensing Switches ...and more.*
- Tech Corner: *Controlling Transformer Noise*

• IN THE NEWS •

Customers Welcome Winkle's New Erie Custom Control Panel Shop

A few years ago, Winkle executives had a hunch that opening a new location in Erie would have a "win-win" outcome. It would be good for the region's customers... and good for the company. That hunch proved true, so they "rolled the dice" (successfully) again by adding a new Custom Control Panel Shop to the Erie facility's offerings earlier this year.

About the new facilities, Winkle Electric's Vice President of Sales and Marketing Robert Conger says, "The shop specializes in the custom assembly and wiring of control panels. These panels enable a variety of electrical components to work together... to control a process, a machine or an assembly by using state-of-the-art equipment and top-quality components."

Winkle Electric's Custom Control division is complemented by three other divisions (Electrical Supply, Integrated Services and High-Tech Automation).

The 60-year old company, which also has locations in Youngstown and Seneca, is one of the region's premier providers of quality electrical products and services.



Learn how to get a FREE VersaView® 200R or Integrated Display

Learn how to go about getting (FREE!) your choice of...

- a VersaView 200R industrial computer
- a VersaView integrated display computer

These versatile, durable computer systems offer state-of-the-art solutions in a variety of applications and environments.

There are two ways in which to learn about how to qualify.

1. Check out our web site (www.winkle.com)
2. Ask your Winkle Sales Representative.



**Customer Service Star
Sherri Berkebile**

In August of 2004, Winkle welcomed a new Sales Assistant. Her name is Sherri Berkebile. Sherri's primary duty is to ensure that customers' orders are processed efficiently and delivered promptly. "When a customer places an order," says Sherri, "it's my job to expedite things... to try my best to do whatever's necessary to meet or exceed our customers' delivery expectations."

According to Sherri, good communication is the key to her position. This often involves keeping customers, vendors and Winkle Sales Representatives all "in the loop" to ensure that promises are kept and expectations are exceeded.

When Sherri's not at the office, she enjoys the outdoors. "I love to go boating, camping and fishing," she says.

**Winkle Electric's
Integrated Services Division**

"Matching the distinct competencies of our company with the unique challenges faced by our customers."

Whether your challenge is employee training, inventory asset management or engineering assistance, Winkle's *Integrated Services Division* may be the solution.

Inadequate training, poor motor maintenance and ineffective inventory management can reduce your profits, so call Winkle today to learn how our *Integrated Services Division* can benefit you.



Can transformer noise be controlled?



All energized transformers produce, to some degree, a "humming" sound. This noise can't be eliminated altogether, but it can be minimized.

One of the major reasons for excessive transformer noise is improper installation ...which can increase sound levels by 10 or more decibels. When one considers that a 3 decibel increase in sound level has the effect of approximately doubling volume detected by the human ear, a 10 decibel increase in sound level cannot (in most cases) be tolerated.

Location is Key

The first step in reducing noise-related issues is specifying the best possible location. Transformers should be located in areas where their inevitable noise will be the least objectionable. Consider the overall sound level of the installation location being considered, and if the transformer is expected to add considerably to the ambient sound of that site, it should be located elsewhere.

Also avoid placing transformers near multiple reflective surfaces (such as in a corner or near the ceiling or the floor), these surfaces will act as a "megaphone" for the transformer's sound. Avoid narrow hallways too, because the opposing reflecting surfaces will have a similar effect.

Consider Mounting Surface

Once the best possible location is determined, consider mounting. Transformers should be mounted on a floor, wall or structure with as much mass as possible. One guideline is that the mounting surface should weigh at least 10 times as much as the transformer. Definitely avoid mounting a transformer on a thin wall, because the wall will amplify the noise considerably (much like the walls of a drum amplify each beat).

The prime noise source in the transformer is in its core and coil. Noise from the core and coil are amplified and reflected by anything to which they are solidly connected (such as incoming conduit and conductors). The use of flexible conduits and conductors will further help to minimize such noise.

The bottom line is that **every** transformer will create some additional noise, but proper installation will minimize it.

FEATURED PRODUCTS

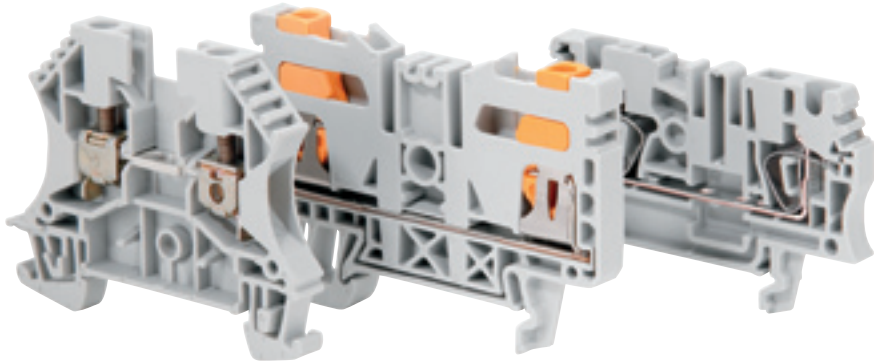
At Winkle Electric, we make it our business to stay current with all the new products, services and solutions featured by the hundreds of vendors we represent. Below and at right are brief announcements about several newer products available from Winkle Electric. For more information about these or other products, contact your Winkle Electric sales representative. Our web site features further details about these and other products. Visit www.winkle.com and follow the links labeled *New Products*, *Products by Category* and/or *Solutions by Manufacturer*.

Allen-Bradley® J K L Terminal Blocks

J Screw Terminal Blocks: Screw termination is a time-proven method of connecting wires. Its greatest advantage is in applications where you need multiple wires going into (or coming out of) a specific circuit in a terminal block. Screw terminal blocks can often accept up to 4 solid or stranded wires into a single terminal. Typically, they also provide the best visual indication of the wired connection.

L Spring Clamp Terminal Blocks: Spring clamp terminations offer a faster way to connect wires. Spring clamps can often reduce connecting time by 30 to 50% (compared to screw termination). Because the wire is under constant tension from the spring clamp, they also produce a dependable connection in high-vibration applications.

K Insulation Displacement Terminal Blocks: Insulation displacement terminations, also called IDC terminations, are based on newer technology, and are often the fastest method of connection. IDC terminations eliminate the need to strip the insulation from the wire, as the contact fork pierces through the insulation to make contact with the conductor. Solid and stranded wires both work well with IDC connections.



Allen-Bradley® New Solid-State Condition Sensing Switches

Allen-Bradley's all-new line of solid-state pressure and temperature switches (including the 836E and 837E models) complement the already successful line of Allen-Bradley electromechanical condition sensing switches, and take solid-state condition sensing to the next level.

Applications & Industries

Allen-Bradley's solid-state sensing devices are designed to produce high-quality results in a variety of rugged environments and applications, including:

- **Harsh chemical wash-down:** Stainless steel construction, laser-etched markings, and IP66 rating make these switches well-suited for applications requiring equipment wash-down (like food and beverage).
- **Machine Tool:** This feature monitors hydraulic and pneumatic pressures, as well as coolant temperatures.
- **Automotive:** This feature monitors air-pressure, welding coolant pressures and temperatures.
- **OEM Machine Builders/Large End Users:** Easy and fast programming with ReadWin 2000 configuration kit drastically reduces switch setup time.

Feature & Benefits

- Microprocessor-based: no moving parts - longer life, greater accuracy and less downtime
- Unique housing design and invertible display provide ease of wiring and optimal viewing of LCD display
- LCD display along with LED's provide easy-to-read status indication
- Simple and quick setup using on board buttons or optional configuration software
- Dual independently programmable PNP outputs
- Easy-to-read 4-character, 14-segment digital display
- Rugged, corrosion-resistant 316L stainless steel housing and durable laser-etched markings
- Selectable units of measure and easy-to-use software configuration tool
- IP66 enclosure rating
- 836E: Gauge pressure range options from vacuum to 6000 psi (400 bar)
- 837E: Temperature range from -50C to 150C (-58F to +302F)



New Computer-Based Training Products - RSTrainer® by Rockwell Automation®



The Customer Training team from Rockwell Automation's Global Manufacturing Solutions now offers an impressive variety of custom-created or standard courseware (covering an awesome assortment of equipment of brands). The instruction may be delivered either on-site or through Rockwell's innovative e-Learning network.

RSTrainer® allows companies to save time and money with computer-based training. Self-paced, self-directed computer-based training courses will help employees acquire and retain new skills at an accelerated rate, giving them

more time on the plant floor and less time in a classroom. Other benefits include reduced travel costs, better knowledge retention and improved performance. For more information about how RSTrainer® can help your company build a better bottom line, contact your Winkle Electric sales representative or visit www.winkle.com.

Hoffman® INTERSAFE™ Type 4/12 Data Interface Panels

INTERSAFE™ data interface panels offer solutions, especially when it comes to convenience and safety. These panels are mounted on the outside of an enclosure... to allow programming access to the devices inside the enclosure (without opening the enclosure door).

These ready-to-use panels comply with the NFPA 70E arc flash protection directive, and may be used with a broad range of enclosures. Among the interface panel's other key features are:

- Frame and door assembly have aluminum back plate. 120 VAC receptacle and programming connectors are mounted to the plate in 24 standard configurations.
- Standard configurations include GFCI or standard duplex receptacle with a 5 amp circuit breaker for added safety.
- Cover gasket (between the cover and plate assemblies) and plate gasket (between the plate assembly and the enclosure) work together to provide a tight seal.
- Quarter-turn latch with screwdriver slot and padlock hasp are featured on all configurations.
- Continuous hinges attach to the door frame and allow easy door removal.
- Door, frame and installation hardware are available to purchase separately for customer modifications.
- Modifications and customization are available to accommodate a wide variety of additional connectors.
- A blank plate is available for custom modifications.



Siemens® Modular Metering for Commercial Installations

The newly-designed Siemens 100 and 200 Amp commercial modular metering line is for commercial installations requiring a lever-type bypass. Such applications (like shopping centers and office buildings) frequently require a 7 jaw 3 phase/4 wire socket. They may also require a single phase socket.

Siemens commercial metering line is ideal for such applications. No other manufacturer offers a conversion from 200 to 100 Amp without the use of additional parts or pieces. Plus, the line's overall dimensions have been reduced to increase utility acceptance and to reduce the unit's overall weight.

For more information, contact your Winkle Electric sales representative.





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• UPCOMING EVENTS •



This could possibly be the best \$850 investment you will ever make!

Attending Allen-Bradley's 2005 Automation Fair could make you, and your entire organization, more productive.

The event will feature more than 49 technical sessions, 100 exhibitors and 20-plus hands-on labs - all showcasing the latest industrial automation solutions from Rockwell Automation and its partner companies.

For its valued customers, Winkle Electric has arranged a convenient travel package which includes exhibit floor admission, airfare, lodging, ground transportation and a welcome dinner... all for just \$850 per person.

For arrangements, Erie-area customers may contact Jamin Butts at (814) 838-1900 (jamin.butts@winkle.com). For Youngstown-area customers, the contact is Amy Barker at (330) 744-5303 (amy.barker@winkle.com).

TRAINING SEMINAR

ControlLogix Maintenance and Troubleshooting, Class CCP153

This course provides students with the knowledge and practical skills necessary to troubleshoot problems with ControlLogix and other Logix5000 systems. The instruction will build upon and enhance:

- knowledge of common controller terms and operation
- an ability to identify and create fundamental RSLogix 5000 project components
- experience interpreting basic ladder logic

The course is best suited for individuals who:

- have successfully completed the ControlLogix Systems Fundamentals course (CCP146)
- understand basic ladder logic instructions

The three-day course will be held September 13-16th (8:30am-4:30pm daily, with lunch provided) at Winkle's Erie Training Center. For more information, contact Jamin Butts at (814) 838-1900 (jamin.butts@winkle.com) or visit our web site at www.winkle.com.

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