



WINKLE ELECTRIC COMPANY INC.

January/February 2006

# Current EVENTS

## IN THIS ISSUE...

- Featured products by **Hoffman, Allen-Bradley, Control Concepts** and **Ferraz Shawmut**
- Customer Service Star - **Ted Miller**
- Upcoming Events:
  - **CCPS43 SLC 500 Maintenance and Troubleshooting**
  - **Integrated Architecture on Tour**



*The road to fresh solutions  
may be surprisingly straightforward.*

Founded in 1944, the company has remained one of the region's premier providers of electrical parts and supplies in 2005... while continuing its remarkable growth in custom components and other service-oriented solutions.

### ***Serving with Solutions***

For more than a half-century, Winkle Electric has served countless customers as a reseller of top-quality electrical parts and supplies from many of the industry's top manufacturers. But according to Rick Teaberry, President of Winkle Electric, today's customer expects and deserves more. "From the beginning, our business was built on the resale of electrical parts and supplies," says Teaberry. "Of course we'll remain an exceptional reseller, but we'll continue to focus more on service-oriented solutions for our customers. The customers who gain most from their relationships with Winkle Electric are the ones who look to us for ways to improve their efficiency... by reducing operating costs and increasing productivity." As further evidence of Winkle's commitment to solutions and emerging technologies, the company was one of the first in the country to be named an authorized Allen-Bradley Automation distributor in 2005.

As the electrical parts and supplies industry grows ever more competitive, Winkle Electric continues to focus on ways to provide total solutions for its clients... and less on simple transactions. Current initiatives involve training, energy savings, engineering assistance, project management, start-up assistance, parts management, communications analysis, or simply applying "lean" automation solutions that enable our customers to attain long-term, repeatable savings, instead of offering a "quick fix."

### ***Four Divisions – One Partner***

Winkle Electric is comprised of four divisions, Electrical Parts & Supplies, Integrated Services, Custom Control and High-Tech Automation. Although each division exists to meet specific customer needs, all share the company's core values. "We're committed to maintaining productive partnerships with three key groups of stakeholders - our fellow workers, our clients and our suppliers," says Teaberry. "Change is inevitable, but it's these productive partnerships that ensure our continued success."

## FEATURED PRODUCTS

Our industry is one of constant change and frequent updates. This is reflected by the variety of new products and accessories that are constantly entering the market. Below and at right are some of the latest products available from Winkle Electric. For more information about these or other products, contact your Winkle Electric representative.

### Hoffman 3R Horizontal Mount Pull Box

Designed as a wiring, junction and pull box, this is the first horizontal-mount Type 3R enclosure available. It is used in locations where a vertical mounting surface is not available, such as rooftops or outdoor pads, and maintains UL/cUL 50 Type 3R rating when mounted horizontally. The screw cover on the enclosure acts as a drip shield to protect the unit from pooling water, and the cover screws are threaded into the outward-formed flange, preventing the ingress of water from snow, sleet or rain.



As always, quality is a top priority. The Hoffman 3R Horizontal Mount Pull Box is constructed from 16 or 12 gauge galvanized steel and features embossed mounting holes on the back of the enclosure for the best in durability. Contact your Winkle sales representative to learn more about how a 3R Mount Pull Box may benefit you.

### Allen-Bradley Circuit Breakers

*Bulletin 1489 Industrial DIN Rail Circuit Breakers Meet UL 489 Standards*

Maintaining compliance with various circuit protection requirements world-wide can often be a time-consuming (but necessary) procedure. For today's customers building machines for use all over the globe, the new Bulletin 1489 helps tackle the issue of compliance for varied circuit protection requirements. The Bulletin 1489 line is listed for branch circuit applications in the United States and Canada and approved as a miniature circuit breaker for IEC applications.



Designed to meet North American and IEC standards, the 1489 product line provides a variety of configurations with current ranges of 0.5 A to 40 A and voltage ranges of 240V AC and 480Y/277V AC. This versatility can reduce engineering costs, save time for OEMs, panel builders and end users... and can help meet safety standards.

In North America, the Bulletin 1489 meets UL 489 and CSA 22.2 No. 5.1 standards for branch circuit protection as well as IEC 60 947-2 requirements for miniature circuit breakers used in international industrial applications. To address the needs of equipment protection that are installed in electrical control panels, the new device helps with the equipment protection circuit formally only associated with UL 1077. It provides users with circuit protection from 0.5 amps to 40 amps and up to 480 volts.

As circuit protection standards evolve to meet application demands, Bulletin 1489 gives users a safer, reliable option that protects personnel, equipment and facilities from electrical hazards. Contact Winkle for additional product details.

### *Winkle Electric*

## Earns Rockwell Automation "Automation Distributor" Status

On January 5<sup>th</sup>, 2005 Winkle Electric and Rockwell Automation sales personnel and executives met to celebrate Winkle's appointment as an authorized Rockwell "Automation Distributor." Winkle Electric was one of the first distributors in the country to achieve this elite status.

"It is very gratifying to receive this exclusive designation," said Vice President of Sales and Marketing Bob Conger. "It's testament to the talent and dedication of our employees that we were able to meet these requirements as quickly as we did." The Automation Distributor appointment is a new contract designed by Rockwell Automation in an effort to provide consistent "best of class" representation of their products and services nationwide. Distributors must meet or exceed a stringent set of requirements including sales growth, sales planning and execution, business system capabilities, employee expertise and financial strength.



## Control Concepts Filtering and Surge Suppression Products

Protect your valuable assets from noise, dangerous spikes, transients, power surges and other disturbances with the best in power filters and surge suppression products from Control Concepts. Their 3-staged approach helps assure “clean power” with maximum versatility... providing the power of protection wherever its needed - at the service entrance, distribution and branch panels, critical equipment and even data and signal lines. Control Concepts surge suppression devices and products guard against power surges, plus keep your delicate equipment functioning properly.

*Stage 1 Facility Wide: Sine Wave Tracking* - the first level of surge protection against high-voltage transients. This stage includes surge suppression devices that control internally and externally generated high-voltage transients such as IslaGuard® High Exposure, IslaGuard® Medium Exposure, IslaGuard® Low Exposure and IslaTrac® Series.

*Stage 2 Critical Load: Active Tracking®* - the heart of protection when it comes to sensitive equipment and your best defense against transients and surges. This essential stage includes series-connected power filters with surge suppression to virtually eliminate low-voltage transients and noise, as well as high-voltage spikes. Available products include Islatrol® Elite, Islatrol® Plus, Islatrol®, Islatran® Series and SuperTrac® Series.

*Stage 3 Data/Signal: Low-Voltage* - low-voltage protection to guard equipment against transient impulses and associated noise. This final stage features high-speed, high-energy components in unique configurations to protect low-voltage equipment from transient impulses and associated noise. Relevant products of Stage 3 include Data/Instrumentation Devices, Telecommunications Devices and Coaxial Devices).

Protect your expensive equipment with products from the proven industry leader for more than 30 years and maker of Islatrol® Active Tracking Filters. To find out how the Control Concepts 3-step system of protection can work for you, contact your Winkle Electric sales representative.

## Ferraz Shawmut Engineered Switches - Fusible Shunt Trip Disconnect Switches

The ultimate in quality and convenience, Ferraz Shawmut's Engineered Switches offer modular industrial control panels featuring a fusible shunt trip to allow for remote disconnection.

Other features of the Fusible Shunt Trip Disconnect Switches include a fused switch for high current limitation and short circuit withstand. They also have a padlocked handle that allows the panel to be locked with the switch in the off position, ensuring load side power isolation during servicing. Other highlights include a 3-pole fused switch, 120 VAC shunt trip, Class J fuse block, ground lug as per NEC and NEMA 1 industrial enclosure standard.

Ferraz Shawmut's Fusible Shunt Trip Disconnect Switches are perfect for a variety of applications, including elevators, building emergency systems, data processing rooms and more. For more information about this line of disconnect switches, call your Winkle sales representative or visit [www.winkle.com](http://www.winkle.com).



## Customer Service Star Ted Miller

Ted Miller, Manager of Quality Programs, has been a member of the Winkle team since October of 2005. Ted is responsible for development, coordinating and maintenance of the Quality Program and has extensive experience in internal and supplier auditing, error-proofing, continuous improvement initiatives, corrective action and nonconformance program development and maintenance.

Ted attended Slippery Rock University for education and Penn State University for journalism. Ted currently lives with his wife Pamela and has two adult sons Chad and Randy. When he's not working, Ted enjoys woodworking.

## Upcoming Training



### CCPS43 SLC 500 Maintenance & Troubleshooting

Staying on top of the latest technology and techniques is an essential part of remaining competitive. If you're responsible for troubleshooting and maintaining SLC 500 systems using RSLogix 500 Software... you should plan to attend this course.

This skill-building course provides the necessary practice needed to interpret, isolate and diagnose common hardware problems related to noise, power and discrete and analog I/O. In troubleshooting scenarios, students are introduced to basic ladder logic interpretation, which is applied to diagnostic tasks. Students practice these diagnostic skills by tracing through ladder logic instructions in an RSLogix 500 project. An integrated practice of multiple troubleshooting skills completes the training.

Suggested Prerequisites:

- Experience maintaining electrically controlled systems.
- Working knowledge of programmable controllers or completion of the "Fundamentals of Programmable Controller Systems" course CCP122.
- Experience operating a personal computer within a Microsoft environment.

Class runs February 28<sup>th</sup> through March 3<sup>rd</sup>, 2006 from 8:30am until 4:30pm (lunch is provided). Tuition is \$1,600. The upcoming training session is located at the Winkle Electric Company Training Center in the Grandview Industrial Park in Erie, Pennsylvania.

To register, contact Lois Fetterman at (814) 838-1900 or register on-line at [www.winkle.com](http://www.winkle.com).

## Integrated Architecture Training Opportunity

Winkle Electric and Rockwell Automation present Integrated Architecture on Tour. Don't miss this exciting opportunity to learn about this innovative new strategy.

### Integrated Architecture on Tour

Join us as we show you the benefits of Integrated Architecture with this hands-on course. We'll make sure you meet your next challenging objectives by working through relevant scenarios to help you:

- solve multiple applications with one control platform
- reduce time to market
- drive regulatory compliance
- reduce total cost of ownership

Be our guest at the Integrated Architecture on Tour and gain experience from knowledgeable industry professionals. Free sessions will be held on February 14<sup>th</sup> at Winkle's Youngstown, OH location and on February 16<sup>th</sup> in Erie, PA.

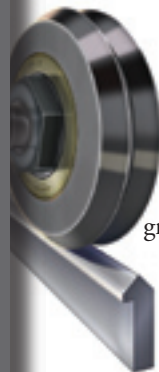
### Integrated Architecture on Tour for the Executive Decision Maker

Save time and money by attending this exclusive course led by experienced professionals in the Integrated Architecture industry. Work through a number of relevant scenarios that will help you:

- access plant floor data for intelligent, real-time decision making
- solve multiple applications with one control platform
- reduce time to market
- Drive regulatory compliance
- reduce total cost of ownership
- reduce engineering time

Join us for our Executive Integrated Architecture on Tour and experience the techniques of Integrated Architecture first-hand through presentations, demonstrations and discussions. Free sessions will be held on February 15<sup>th</sup> in Youngstown, OH location and on February 17<sup>th</sup> in Erie, PA.

Interested customers may register on-line at [www.winkle.com](http://www.winkle.com) or call Amy Bulick at (330) 744-5303 for Youngstown registration and Lois Fetterman at (814) 838-1975 for Erie registration.



### New Manufacturer Represented by Winkle

## BISHOPWISECARVER

An innovator in the guided motion industry, Bishop-Wisecarver solidified its position with the invention of its ground-breaking DualVee<sup>®</sup> guide wheel technology. The company's unique dedication to the area of guide wheel technology has allowed it to emerge as the true leader in this essential area of guided motion. DualVee technology, which has been tested and perfected over a 30-year period, is the culmination of this expertise.

Guide wheel technology offers several advantages over alternative types of guide technology, such as round rail, square rail and teflon bushing. In addition to guide wheel technology, Bishop-Wisecarver offers custom linear motion solutions by employing a wide range of versatile and durable products, components and systems, including DualVee wheels and track, QuickTrak, LoPro, Utilitrak and MinVee.

Available for linear, rotary or curved track applications, Bishop-Wisecarver's rugged yet cost-effective guided motion solutions provide performance advantages unmatched by other anti-friction guide technologies. Bishop-Wisecarver... "Motion without Limits<sup>®</sup>."

