



WINKLE ELECTRIC COMPANY INC.

June/July 2006 CURRENT EVENTS

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July 2006 through February 2007
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NEWS AND VIEWS



Winkle Enters the Pneumatics Market

Winkle Electric has just finalized a contract making them the latest distributor for SMC Pneumatics. The deal marks Winkle's initial venture into the pneumatics market and is a step away from the traditional electrical products that have been distributed by the company in the past.

"We will continue to focus on electrical products - they are the backbone of the company," said Bob Conger, Vice President of Sales. "With most of these products residing on our networks or being controlled by our I/O, it makes sense for us to be able to specify and supply these products as a part of our lean automation solutions."

SMC is the world's largest manufacturer of pneumatic automation products and offers a wide range of products engineered to meet applications in every sector of the market, from automotive to medical and beyond.

A leader in pneumatic technology, SMC is constantly contributing to the industry by exploring new technologies and innovations with progressive thinking that helps others in the industry to learn and grow. SMC offers technology accumulated through the years, engineers that bring it to life in new products and production capacity which can deliver a variety of products in a short time.

With its goal of evermore advanced automation, and using its many achievements as a base, SMC is developing high quality, reliable products to contribute to automation in industry, as well as in familiar areas of everyday life.

Winkle Electric is excited to partner with industry-leader SMC in a continuing effort to offer cutting-edge automation solutions to its customers. Quality SMC products are paired with expert advice and opinions from our High-Tech Automation Division professionals. The individuals hard at work in this ever-expanding sector of Winkle Electric are dedicated to understanding the specific needs of your application. The ability to recommend quality products from SMC is just another way in which our Automation Division is working to help you make the most of your investments, increase productivity and conserve valuable resources.

For more information on our Automation Division, or about the latest SMC products, contact your Winkle Electric representative today.

UPCOMING EVENTS

Mark Your Calendars!

Winkle Electric has several great events scheduled for the coming months that will help your associates **maximize efficiency** and **stay up-to-date** on the latest technology and advances in the industry. Join us for our summer product showcase and cookout, learn the latest about Logix5000 systems and the best troubleshooting and maintenance techniques for several of the latest programs and systems.

Customer Appreciation Cookout and New Product Showcase

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

Wednesday, June 21, 2006

11:30 a.m. - 3:00 p.m.

Winkle Electric Co. Training Center Erie, PA

Thursday, July 20, 2006

11:30 a.m. - 3:00 p.m.

Winkle Electric Co. Training Center Youngstown, OH

CCPS43 SL500 Maintenance and Troubleshooting

Individuals responsible for troubleshooting and maintaining SLC500 systems using RSLogix 500 software should attend this course. Get hands-on experience in interpreting, isolating and diagnosing hardware problems related to noise, power and discrete and analog I/O.

June 20 through 23, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center Youngstown, OH

Tuition is \$1600 per person

February 20 through 23, 2007

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center Youngstown, OH

Tuition is \$1600 per person

CCV203 RS View ME Programming for the PanelView Plus

This course provides the necessary skills to individuals who need to create RSView ME applications for use on a PanelView Plus terminal. The software skills gained in this course can also be applied to RSView ME applications that run directly on a Windows or VersaView CE industrial computer.

September 27 through 29, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center Youngstown, OH

Tuition is \$1,280 per person

CCP146 ControlLogix System Fundamentals Class

Individuals who have little or no working experience with Logix5000 systems or other programmable controllers should attend this course that teaches the basic skills needed to operate this system. Knowledge obtained in this course is required to successfully complete other courses in the Logix5000 curriculum.

September 12 through 13, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center Youngstown, OH

Tuition is \$960 per person

October 19 through 20, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center Erie, PA

Tuition is \$960 per person

Rockwell Automation 2006 Automation Fair

This could very possibly be the best \$810 investment you will ever make!

October 24 through 26, 2006 • Baltimore, MD

Travel packages to this year's fair are available through Winkle Electric. Travel package schedule/details:

- Deluxe motor coach transportation to Baltimore with pickup locations for both Erie and Youngstown.
- Motorcoach departs October 24, mid-morning
- Dinner on the way at Golden Corral in Frederick, Maryland around 4:00pm
- Arrive at Baltimore Inner Harbor 7:00pm
- Accommodations within walking distance to the Convention Center
- Wednesday, October 25, Automation Fair at Baltimore Convention Center
- Wednesday evening 6:30pm dinner at Phillip's Harbor Place restaurant on Baltimore's Inner Harbor.
- Motorcoach departs October 26, 2:00pm
- Dinner on return trip at Seven Springs approximately 5:30pm
- Arrive back at pick up points between 8:00 and 9:30pm

Don't miss out on these exciting opportunities. Register online today or contact Amy Bulick at (330) 744-5303 or Lois Fetterman at (814) 838-1975.



UPCOMING EVENTS (continued)

CCP151 RSLogix 5000 Basic Ladder Logic Programming Class

A crucial course for any programmers seeking practical learning experience with controllers, programming or modifying Logix5000 controllers using RSLogix 5000 software, and drafting ladder logic for any application. This class offers the invaluable fundamentals that will help any programmer take that first step forward.

October 17 through 18, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center

Youngstown, OH

Tuition is \$960 per person

November 16 through 17, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center Erie, PA

Tuition is \$960 per person

CCP122 PLC5/SLC500 Fundamentals

This course paves the way for individuals seeking success with programmable controller systems. Individuals who have little or no working experience should attend this course, which teaches the basics of SLC500 systems and more. The course is also recommended for anyone preparing for more advanced courses.

November 14 through 15, 2006

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center

Youngstown, OH

Tuition is \$960 per person

CCP174 EtherNet/IP Design and Configuration Class

Individuals responsible for designing and configuring a new EtherNet/IP network or managing and modifying an existing EtherNet/IP network should attend. 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.

January 23 through 24, 2007

8:30 a.m. - 4:30 p.m.

Winkle Electric Co. Training Center

Youngstown, OH

Tuition is \$1,600 per person

Log On...

At Winkle Electric customer service is our number-one priority, and we're always interested to hear your evaluations of our service.

Please visit our newly redesigned website www.winkle.com and click on Customer Feedback - Customer Survey. By answering a simple 10-question survey, you'll let us know what you love - and what we could do better.



Customer Service Star

George Buzulencia

Custom Control Division Manager

George Buzulencia is Winkle Electric's new Custom Control Division Manager and brings with him over twenty years of engineering experience. During his time with previous employers, Buzulencia was responsible for the completion of many large engineering projects around the world.

Ironically, George has been working with Winkle Electric since the mid 70's when the Custom Control Panel group built press controls that he designed while serving as Project Engineer at E.W. Bliss Company.

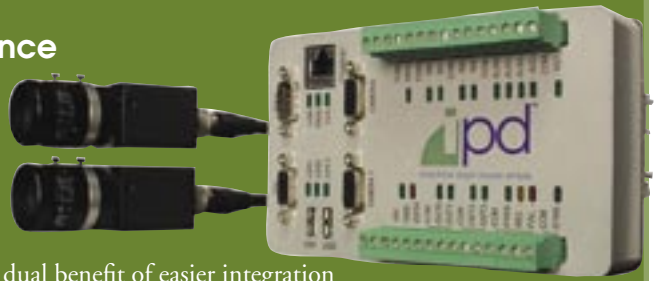
Outside of work, George likes skiing, golf and photography and has been on the Board of Directors of the Austintown Junior Soccer League for 12 years. He also enjoys spending time with his wife, JoAnn and their two sons, Greg and Jeff.



FEATURED PRODUCTS & SOLUTIONS

IPD VA20 Dual Camera Vision Appliance

The VA20 dual camera vision appliance, another cutting edge offering from Winkle's High-Tech Automation Division, offers a practical, cost effective machine vision solution for end-users, integrators and machine builders. This low-power, DIN mountable system incorporates the "smarts" inside the camera



controller, as opposed to the camera head, offering the dual benefit of easier integration and smaller camera size. All making integrating into the factory environment an easy task for the versatile VA20.

The VA20 is fully equipped with industrial grade Inputs and Outputs that are wired using removable screw terminal connectors. A visible LED light is coupled to each connection that reflects the active state of the signal. The I/O, together with all external interfaces, is conveniently accessible on the front of the unit facing the user, making interfacing easy.

In addition to the durability and convenience features, application setup software is preinstalled and ready to run, thus eliminating installation and revision control problems. The VA20 offers two distinct software interfaces, called iNspec and Sherlock, which make the VA20 easy to use with almost any application.

As always, don't hesitate to contact a Winkle sales representative to find out how the VA20 can make integrating machine vision a whole lot easier.

Rockwell Automation Asset Management Services

Understanding a Customer's Requirements

A top priority for nearly all companies is maximizing their efficiency with minimum effort and investment. Rockwell Automations' dedicated Asset Management Service uses leading-edge technology and manufacturing standards to provide repair and remanufacturing services to help assure top performance of your equipment.

Rockwell has the resources, delivery systems and global parts management experience to help customers acquire and maintain inventory levels critical to the successful operation of our equipment. Years of experience provide clients with services to meet business needs, such as remanufacturing, repair, and exchange services for Allen-Bradley and Reliance parts. Rockwell will even repair third party parts (non-Rockwell Automation products). And because management of inventory is a critical step in maximizing efficiency, Rockwell offers on-site management of parts inventories and integration of CMMS systems to existing or planned control systems for real-time monitoring capabilities. Add remote diagnostic services and professional consultation and expertise to implement EAM solutions, and you've got a complex management system, without the costs associated with establishing in-house expertise.

Winkle's Integrated Services Division is offering Rockwell's Asset Management Service to help you maximize efficiency and increase the profitability of your business. Call your representative today for details.

Cooper Wiring Devices Industrial, Commercial and Standard Grade Plugs

No one manufactures more straight blade plugs and connectors than Cooper Wiring Devices. These devices are built strong to withstand rugged use while ensuring long-term reliability and easy installation.

Cooper offerings include Hospital, Industrial, Commercial and Standard Grade products, all available in a broad range of NEMA and Canadian configurations. Cooper manufactures devices from the highest quality thermoplastic materials and with the option of either external or internal clamping. Industrial Grade represents the best available quality and Commercial Grade products provide functionality similar to Industrial Grade at a more economical cost; Standard Grade devices emphasize simplicity and ease-of-use for do-it-yourself installation.

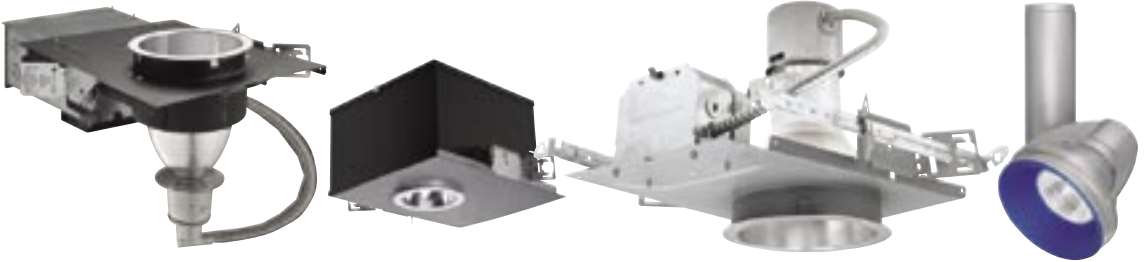
Contact Winkle today for more information on Cooper Wiring devices and plugs.



Manufacturer Profile: Hubbell Lighting Inc.



Hubbell Lighting, Inc.



Hubbell Lighting has been a leader in lighting technology for more than 100 years, constantly creating technologically advanced products and achieving the highest performance levels in the industry while maintaining peak customer service.

A penchant for creativity and a passion for integrity has placed Hubbell Lighting among the top lighting companies in the world. Hubbell Lighting products are available for a wide range of applications, including commercial, outdoor, industrial, hazardous location, controls, emergency and exit, and downlighting and track lighting systems.

Hubbell has continued to expand its headquarters in Spartanburg, South Carolina by acquiring numerous major lighting companies, allowing the company to assume leadership in outdoor, sports, landscape, industrial and environmental lighting markets. Through these acquisitions, Hubbell Lighting continues to innovate and deliver a wide range of premium products, like the Extreme Environment Product Line, which offers fixtures specifically designed for marine, harsh and hazardous environments where dusty, damp, wet and corrosive conditions are most prominent.

All Hubbell Lighting products are available through Winkle Electric. For more information, contact your Winkle representative today in Youngstown, Erie, Meadville or Seneca.



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