



WINKLE ELECTRIC COMPANY INC.

May/June 2005

Current EVENTS

In this Issue...

- *Need for Speed 2005 Contest*
- Winkle Opens New Panel Shop in Erie, Pennsylvania
- Featured Products *Daniel Woodhead Balancers, Hoffman 400-800 Amp Current Transformer Cabinets, and Allen-Bradley ModCenter Plus*
- Overview of *Allen-Bradley Signaling Solutions* and *Motion Control Solutions* available at Winkle Electric

Upcoming Events...

2005 Rockwell Automation Complete Automation *On the Move*

If automation is part of your operation, *Complete Automation* is a "can't miss" event. The event will feature hands-on labs, technical sessions, professional development hours (credit eligible), partner exhibits, and a showcase of Rockwell Automation products. Best of all... *Complete Automation On the Move* is free **and** transportation will be provided by Winkle Electric.

When: May 17th

Where: Regional Learning Alliance @ Cranberry Woods
Cranberry Township, Pennsylvania

SLC 500 Maintenance & Troubleshooting Class CCPS43

This four-day course is essential for individuals responsible for troubleshooting and maintaining SLC 500 systems using RSLogix 500 Software. The practice-based course is designed to assist attendees with interpreting, isolating, and diagnosing common hardware problems related to noise, power, and I/O issues (discrete and analog).

When: May 23-26th, 8:30am-4:30pm (lunch provided)

Where: Winkle Electric Company Training Center
Youngstown, Ohio

For information or to register for these events, contact Amy Barker at (330) 744-5303 (amy.barker@winkle.com).

Whatever your company type, job description, or industry ...this years Automation Fair will help you increase your company's productivity. The event will showcase the latest industrial automation solutions from Rockwell Automation and its partner companies. Featured will be more than 100 exhibitors, 49 technical sessions, and more than 20 hands-on laboratory exhibits.

Winkle's travel package includes Automation Fair access, airfare, hotel accommodations, transportation, and a welcome dinner. Cost per attendee is \$850.

Erie customers may contact Jamin Butts at (814) 838-1900 (jamin.butts@winkle.com) for details. Youngstown customers may contact Amy Barker at (330) 744-5303 (amy.barker@winkle.com) for details.



For additional details and registration for any of the above events, visit www.winkle.com.

F E A T U R E D P R O D U C T S

Below and at right are brief announcements about several featured products available from Winkle Electric. For more information about these or other products, contact your Winkle Electric sales representative.



Daniel Woodhead® Balancers

Aero-Motive® Balancers allow workers to move a suspended tool or object with very little effort. Depending on the spring adjustment, the object will remain in position or retract when minimal force is applied.

Aero-Motive makes balancers for tools and other objects of various weights and sizes. **Standard Duty Balancers** offer full featured support (for tools and objects up to 24 pounds) at an economical price. **Heavy Duty Balancers** (for tools and objects up to 100 pounds) are built for higher impact resistance and long-term, continuous use. **Severe Service Balancers** provide the support of production tools (weighing up to 200 pounds) in the most demanding applications.

Aero-Motive Balancer **Accessories** include overhang cables, secondary support chains and cable, trolleys, special cable hooks, and hose and cable supports.

Contact your Winkle Electric sales representative if you're interested in how balancers can work for your organization.



Hoffman® 400-800 Amp Current Transformer Cabinets

These *Current Transformer Cabinets* provide Type 3R protection and a factory-installed wiring buss for 400-800 Amp, 600 VAC current transformers. The assembly has a 10k AIC rating. The cabinets protect against rain, sleet, and snow outdoors and against dripping water indoors.

- Lift-off, hinged door and screw cover models available (door handles included)
- Used with window type current transformer
- Drip-shield top and seam-free sides, front, and back

Among the cabinets' construction features are:

- Cabinet and door or cover manufactured with 14 gauge galvanized steel
- Neutral bar available as accessory
- Maximum conductor size 600 kcmil
- Insulating bar mounting bracket of 12 gauge painted steel
- No gasketing or knockouts
- Three removable copper buss bars
- Buss bar cross section 3" x .25"
- Aluminum mechanical lugs dual rated (Cu/Al), two conductor
- Maximum conductor size 600 kcmil
- Mounting holes on back of enclosure
- Provision for padlocking
- Ground stud provided

If you have additional product questions, your Winkle sales representative will be happy to hear from you.

Allen-Bradley® ModCenter Plus *When you don't have time to wait.*

Because time is money, Allen-Bradley ModCenter Plus and Winkle Electric offer immediate solutions... with configured NEMA products and same-day delivery.

ModCenter Plus is ideal for contractors and others who need NEMA products right away. And as a certified ModCenter distributor, Winkle Electric can configure, build, and deliver NEMA products in less than 24 hours.

The ModCenter Plus product line includes combination starters, open and non-combination starters, push buttons, industrial relays, and assembled push button stations.

For more information about ModCenter Plus solutions, please 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® Signaling Solutions

Signaling solutions are the essence of Allen-Bradley's application-driven design. Allen-Bradley quality products bring safety to your manufacturing process... through efficient control and automatic monitoring. They help to reduce down-time by signaling breakdowns and material shortages. They also improve safety by alerting the operator immediately of any hazards. These signaling solutions are designed to deliver confidence and have a proven track record meeting critical challenges.

Bulletin 855B Round Industrial Beacons

This new line is available in 90 mm, 120 mm, and 160 mm diameters. All sizes are available in steady halogen, flashing halogen, strobe, and rotating halogen versions for flexibility in your applications. The *855B Round Industrial Beacons* offer a range of mounting options, voltages, and colors.

Bulletin 855P Panel Mount Alarms

The new family of Panel Mount Alarms offers a visual and acoustic signaling solution. *Bulletin 855P Panel Mount Alarms* offer a high level of environmental integrity to your panel with UL type 4/4X/13, IP65 ratings.

855E 50mm Control Tower™ Stack Lights

The *855E 50mm Control Tower™ Stack Light* is the essence of Allen-Bradley application-driven design. This cost-effective system is small and efficient, offering greater flexibility, reliability, and increased productivity. It is designed to reduce the time and cost of installation, configuration, maintenance, and repair... lowering your total cost of ownership.

Bulletin 855B Square Industrial Beacons

Rockwell Automation introduces a family of surface mount industrial electronic horns and beacons designed to meet worldwide signaling requirements. The Allen-Bradley *Bulletin 855H* offers multi-tone and volume control capabilities in each device. The horns are available as stand-alone devices or with high visibility beacons attached.

If you're interested in additional information about Allen-Bradley signaling solutions call Winkle today or visit www.winkle.com.



Allen-Bradley® Motion Control

Introducing Kinetix™!

If you need a motion control solution that will reduce engineering time, shorten your development cycle, reduce the need for after-sale support, and save you a substantial amount of time, money, and effort... *Kinetix™* is the solution you've been looking for.

Kinetix integrated motion is a combination of architecture, world class Allen-Bradley motion products, and motion application expertise. It's ideal for applications in packaging, material handling, assembly, converting, and many others. With its broad range of control instructions, multi-tasking operating system, multi-processing support, and high-performance SERCOS interface motion module, *Kinetix* meets the most demanding sequential and motion control needs.

And best of all Winkle Electric offers, in combination with the manufacturer, an incomparable level of technical assistance... before and after the system is in place. For additional information, please contact your Winkle Electric sales representative.

Winkle Electric Opens NEW Panel Shop in Erie, PA

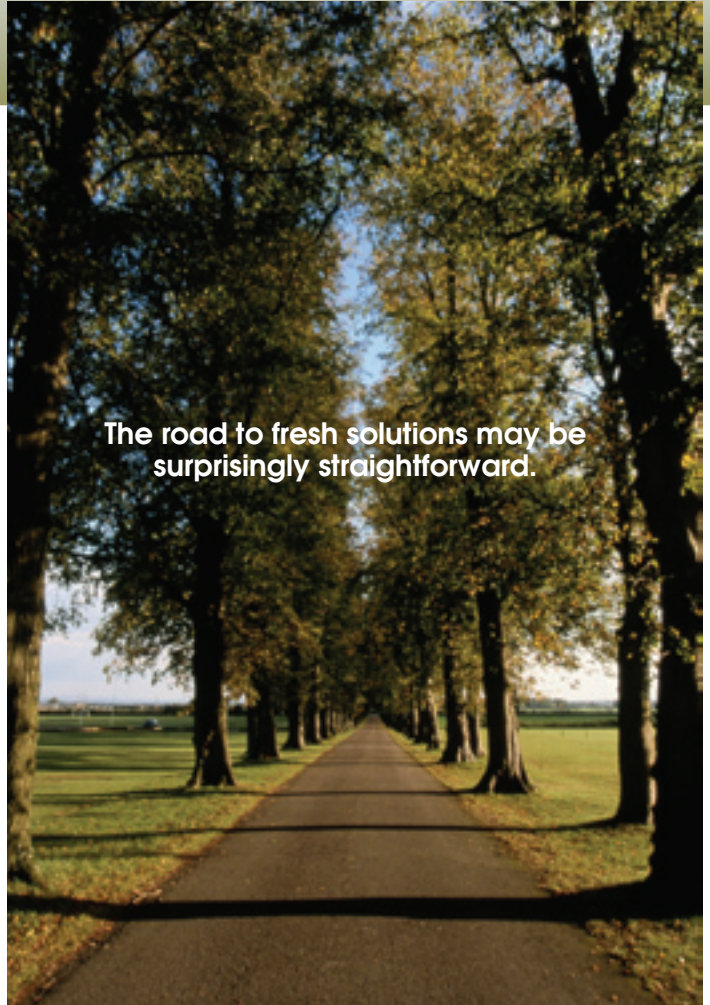
In February, Winkle Electric expanded its presence in Erie, Pennsylvania with the addition of new assembly capabilities in its existing Grandview Industrial Park location. The new Custom Control Panel Shop, which mirrors a similar facility in Youngstown, Ohio, significantly increased Winkle's ability to serve Erie-area customers.

About the expansion, Winkle Electric's Vice President of Sales and Marketing, Robert Conger, said "We've experienced promising growth in this location and felt this was the perfect time to invest in our ability to better serve our Erie customers."

The new facilities will focus on the custom assembly and wiring of control panels. Winkle will now have the ability in Erie to meet each customer's unique requirements when the mission involves making a variety of electrical components work together to control a process, a machine, or an assembly by using state-of-the-art equipment and top-quality components.

"The creation of this facility in Erie is simply another vehicle through which we can provide our clients with comprehensive service and custom-built products," Conger said. "We're always excited about something that enables us to help our customers become more efficient."

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 committed to being the premier provider of quality electrical products and services in the Ohio/Pennsylvania corridor.



The road to fresh solutions may be surprisingly straightforward.

Integrated Services Division...

Efficient. Productive. Dependable. Competitive. If these adjectives don't always accurately describe your organization – Winkle Electric's Integrated Services Division offers unique solutions appreciated most by executives who are responsible for "seeing the forest for the trees."

The professionals of our Integrated Services Division have the training and experience to help you see the "big picture" – and are able to help you minimize the total cost of energy, labor, equipment, and inventory... while enhancing your all-important customer service standards.

Among the solutions offered by Winkle Electric's Integrated Services Division are:

- **Training** – We offer company-wide training needs analysis, open enrollment training, web-based training, and customized/private courses.
- **Asset Management** – Our programs help reduce the cost of procuring, warehousing, maintaining, and repairing your inventory/spare parts.
- **Power and Energy Management** – We help reduce energy cost by applying innovative management systems to your existing equipment.

If you'd like to learn more about how Winkle Electric can help your organization to "see the forest for the trees," please call Robert Conger at (330) 744-5303 to arrange an appointment.