



WINKLE ELECTRIC COMPANY INC.

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• INTEGRATED SERVICES •



Sometimes the clearest view comes from the top.

At Winkle Electric, we believe that the best possible solution is one that considers the “big picture.” Though it can be tempting to put a proverbial “band aid” on problems such as high operating costs or inflated labor expenses... *we take a different approach.*

Our Integrated Services Division can offer the resources you need to truly *solve* a problem, not just provide a quick fix. For example, the expense associated with replacing a custom control panel is often considerably more than the implementation of a comprehensive maintenance program, which can help prevent the problem in the first place. It is this kind of innovative thinking that leads down the pathway of success.

In addition to maintenance programs, Winkle’s Integrated Services Division also offers a variety of other tools, such as customized training initiatives and inventory management solutions. These resources can help you find the best possible solution for your business, both now and in the future.

For more than 60 years, countless partners have relied on us to provide long-term solutions that simply *make sense*. And as the industry evolves, we are committed to implementing cutting-edge programs and resources that will work to help your business maximize efficiency and minimize expenses.

At Winkle Electric, we match the distinct competencies of our company with the unique challenges faced by our customers. The bottom line: we can help you see the “big picture” and set up a plan that will get your business on track and keep it there.

To find out how our Integrated Services Division can work for you, contact your Winkle Electric sales representative today.

FEATURED PRODUCTS

Innovation is often a pathway to success. That's why at Winkle Electric, we make it a priority to keep abreast of the newest products and innovations in the industry. Below and at right are some of the latest that made our list. For more information about these or other products, contact your Winkle Electric sales representative.

Rockwell Automation Power Control Solution

The benefits of integrated electrical and electromechanical components combined with predictive-maintenance software and power engineering services include reduced costs and more efficient production. By turning to one supplier who understands specific power control needs, manufacturers are saving time and money.

Because the transition from mechanical to solid-state power control requires an in-depth understanding of power component interaction (such as harmonics and its effect on motors and cabling), it's important to choose a partner who can offer comprehensive power control packages and extensive knowledge of various application issues. Often, that partner is Rockwell Automation. The experts at Rockwell Automation can choose a Power Control solution that will help you maximize capacity while reducing costs... and can eliminate the need for additional assets.

Whether the answer is a solid-state soft starter or a motor control center, Rockwell Automation's Power Control Solution enables suppliers to keep systems fully operational and avoid costly down-time. Contact your Winkle sales associate today and find out how Rockwell Automation's Power Control Solution can help save you money.



VoltageVision™ R-3W

An “electrically safe work condition” is critical for electricians performing maintenance on de-energized systems. Keeping personnel safe as they conduct potentially hazardous maintenance should always be a top priority. The new VoltageVision™ R-3W can help identify when voltage is present, which can be the first step to preventing an accident.

The VoltageVision R-3W is hardwired into the main disconnect or circuit breaker and flashes whenever hazardous voltage is present in any individual phase. Voltage is the single determining factor if an electrical accident or an arc flash is possible. After disconnecting power to an enclosure, electricians can “pre-verify” voltage while the enclosure is safely closed. The risk of arc flash is reduced because of the advanced warning system - electricians know whether or not there is power inside the enclosure *before* re-verifying isolation with a meter.

The quality of the R-3W is matched only by its reliability. Dual redundant circuitry and an independent power supply contribute to supreme durability.

Several product features include:

- Redundant circuitry
- 40-750VAC, 30-1000VDC
- Potted construction with 6' leads
- Phase insensitive
- 30mm size
- High surge immunity
- Thru-door voltage indication
- Constant voltage detection
- UL Type 4X listed

For more information, contact your Winkle representative or visit www.winkle.com.



COOPER Wiring Devices

Straight Blade Plugs and Connectors

Cooper Wiring Devices is the industry leader when it comes to straight blade plugs and connectors, delivering the level of quality that is expected from heavy-use plugs and connectors.

Cooper products are built strong to withstand rugged use while ensuring long-term reliability. Each device is manufactured from the highest quality thermoplastic materials with the option of either external or internal clamping and available in a broad range of NEMA and Canadian configurations. These high-quality devices meet the UL 498 standard and can be used in virtually any application.

In addition to durability, easy installation is another cornerstone of Cooper's straight blade plugs and connectors. Because these devices are relatively easy to install, replacing or upgrading can be done with little or no professional help. This simplicity of installation means reduced labor costs and less down-time often associated with repairs.

To find out if Cooper Wiring Devices has the solution you've been searching for in straight blade plugs and connectors, contact your Winkle Electric sales representative today or additional product information.



Ferraz Shawmut® Amp-Trap® High-Speed J Fuse

Most of today's drives and soft-starters don't have room for the high-speed internal fusing that protects their sensitive power semiconductors. And while traditional branch circuit protection meets NEC® requirements, it has the tendency to leave delicate motor controllers vulnerable to costly damage and down-time.

The Ferraz Shawmut Amp-Trap® High-Speed J Fuse combines the overload capacity and dimensions of a Class J Fuse with the performance of a semiconductor fuse. It is specifically designed to safeguard electronic motor controllers, preventing a problem before one even starts.

The semiconductor protection comes from the advanced technology behind the innovative UL listed Class J Fuse. This specialized design fits the operating perimeters of drives and soft-starters while shielding the internal power electronic devices from damage.

Several product features include:

- Semiconductor protection
- NEC® Compliance
- Protects overloads down to 135% of fuse rating
- UL listed to 248-8
- UL Class J dimension
- CSA certified to C22.2
- 600VAC/500VDC
- 15A to 600A
- 200 kA interrupting rating
- Very low I²t
- Can be used with ULTRASAFE fuse holders for finger-safe protection (up to 60A)
- Easily coordinated with drives and soft starters



• CEMENTEX •

Manufacturer Profile

Cementex puts the highest standard of safety in your hands.

Taking steps toward accident prevention can result in a more efficient workplace and can help protect your company's assets, equipment and valuable personnel. For more than four decades, Cementex has provided the industry with the highest quality tools and protective gear, designed specifically with safety in mind.

Choose from an extensive product line that includes double-insulated safety hand tools, comprehensive tool sets and flame and flash resistant clothing for the very best in shock protection. Selecting quality products can help give you and your employees the peace of mind that comes from knowing you've done everything possible to ensure a safer work environment.

Each Cementex product is engineered and tested to provide the highest possible level of safety - because an ounce of prevention is worth a pound of cure.

To find out how you can make Cementex your tool of choice, contact your Winkle Electric sales representative today.

TECH CORNER: WHAT IS PPE?

Unfortunately, accidents involving electrical shock and flash hazards are not uncommon when dealing with situations that involve live equipment, such as checking for voltage. Until equipment is put in a "safe work condition" per NFPA 70E 2000 Part II 2-1.1.3, it is considered live. Fortunately, personnel can be protected from these hazards by wearing personal protective equipment (PPE).

PPE (which includes clothing, gloves, tools, face protection and glasses) helps prevent against burns to the body that could cause death. The most harmful injuries usually occur to the head and chest, which is why it's extremely important to protect these areas with PPE.

Different types of protective clothing have different ratings. For example, gloves have a protective rating to protect from shock. Cotton and fire retardant (FR) clothing all have thermal ratings.

Below is a PPE rating table, which is used to determine the minimum rating of PPE in calories per centimeter squared, with the intent to protect workers from the thermal effects of an arc flash. Workers

Minimum Rating of PPE	Maximum Rating of PPE	Risk Category
0	1.2	0
1.2001	5	1
5.001	8	2
8.001	25	3
25.001	40	4
40.001	and above	not available

then choose the level of PPE required based on the arc flash labeling on each electrical enclosure to ensure that they are properly protected.

Our featured manufacturer, Cementex, carries a full line of PPE.



Customer Service Star

Christina Felix

This issue's Customer Service Star Christina Felix has been with Winkle for more than a year as an Administrative Assistant at our Youngstown offices.

Christina said her coworkers make her job enjoyable. "We have a great team at Winkle," Felix said. "All of the employees work together to take care of our customers in any way that we can. It's great to be a part of that."

When she's not at work, Christina likes watching movies and playing with her four cats. She also enjoys outdoor activities in the summer.

• NEED FOR SPEED •

Do you have the "need for speed?" These Winkle customers - our *Need for Speed 2005* winners - certainly do.

The winners of this year's event enjoyed a four-day, three-night NASCAR trip to Charlotte, North Carolina, where they attended both the Busch Cup race and the NASCAR Cup race. The racing fans took in the two exciting events from terrace box seats (which they all agreed was the highlight of the trip). They also participated in a variety of other activities, including a friendly go-kart competition and a casual round of golf.

The attendees made the trip to North Carolina in a private luxury motorcoach and enjoyed accommodations at the Holiday Inn in Concorde, North Carolina.

For details on how to qualify to enter the drawing for our *Need for Speed 2006* event, contact your Winkle Electric sales representative or visit www.winkle.com.

