



WINKLE ELECTRIC COMPANY INC.

October/November 2006

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New Solutions...



Allen-Bradley
PowerFlex Drives

*Powerful performance. Flexible control.
Get the performance you need and the control you want.*

For a variety of applications and power requirements, you'll find the solution in the Allen-Bradley® PowerFlex® family of AC drives from Rockwell Automation. The PowerFlex family of drives offers world-class intelligent motor control solutions from 0.2 kW (0.25 Hp) to 25.4 mW (3400 Hp).

Drives Optimized for Your Needs

There are two classes of Allen-Bradley drives for optimal flexibility. PowerFlex Component Class Drives offer cost-effective motor control for machine-level and stand-alone applications. PowerFlex Architecture Class Drives are designed for advanced application flexibility and control system integration.

Total, Flexible Control

So your business can benefit from the very beginning, PowerFlex AC drives have been designed as a family right from the start. Featuring an advanced, common operator interface, these drives reduce training and simplify operation. Minimize set-up time with a consistent programming structure, common PC tools and consistent parameter names and descriptions. The PowerFlex AC drive family offers a compact, Zero Stacking™ design, allowing side-by-side mounting to optimize panel space.

Seamless Control System Integration Maximizes Your Uptime

To help you gain the most from your investment, PowerFlex AC drives utilize an open network architecture to integrate your manufacturing process from shop floor to top floor. PowerFlex AC drives provide common features and services for DeviceNet™, ControlNet™, EtherNet/IP™, as well as supporting universal remote I/O, RS485, PROFIBUS™ DP, Interbus™, LonWorks® and Bluetooth® technology.

Choice, Value and Support

Because the PowerFlex AC drive family is from Rockwell Automation, you can be sure these products come backed by world-class solutions and support, maximizing your automation investment now and in the future.

Look inside for more product offerings from Winkle Electric...

featured products

Rockwell Automation On-Machine Solutions

Interested in cutting costs, but don't want to sacrifice quality or safety? Rockwell's On-Machine Solutions can help reduce overhead and increase reliability by streamlining operations and eliminating costly down-time.

Rockwell's On-Machine Solutions also make repair in adverse conditions easier and allow you to optimize plant-floor space. On-Machine Solutions offer significant time and cost savings through reduced installation time.

By moving industrial controls and hardware closer to your application, or on-the-machine, you can reduce wiring and system costs by up to 30 percent. Rockwell will boost your control system reliability and plant-wide productivity with better diagnostics and faster parts change-out... and easily-accessible, environmentally-hardened components work to reduce repair mean time.

Contact your Winkle representative to find out how Rockwell's On-Machine Solutions can help you streamline your operations and cut overhead costs.



Siemens Small Projects

Siemens Power Equipment Expedited Delivery, or S.P.E.E.D., means no more waiting for equipment to ship and no scheduling delays. Just reliable Siemens products, where you need them, when you need them. Together with Winkle Electric, S.P.E.E.D. turns your construction projects around on time and on budget with the industry's best power distribution equipment from Siemens.

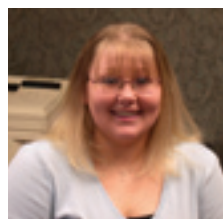
Whether you're working on a restaurant, gas station, retail store or renovation project, no matter how short the bid life cycle, Winkle can provide a reliable supply of the quality electrical products you need paired with technical expertise and faster quotes.

With S.P.E.E.D., you get improved technical service and support, reliable performance, bigger profits and a faster time to market when you purchase any qualifying Siemens products, including Lighting and Power Distribution Panelboards (pictured above), Dry Type Transformers, Safety Switches and more.

Contact your Winkle Electric representative to learn which products qualify for Siemens Power Equipment Expedited Delivery, and put your small construction projects on the fast track to completion.



Customer Service Star



Meet Joy Perry, Administrative Assistant at Winkle Electric. Winkle's employees are the backbone of the company, and people like Joy help to provide each of our customers with support.

Joy has been a Winkle employee for one and a half years and enjoys the camaraderie she experiences among her fellow associates.

She also says that Winkle is a very family-oriented company, which creates a great environment where everyone works together.

During her free time, Joy likes to read and loves to play with her 6-month-old son Jayce. She also enjoys spending quality time with her fiancée Rob.

did you know?

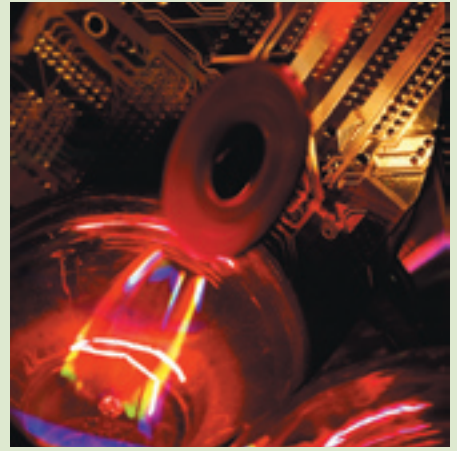
Winkle Electric currently provides products and solutions from nearly 100 manufacturers, including the most recognized names in the industry. Before a product is selected for distribution by Winkle, it must be deemed reliable, effective, durable and safe by our experts.

Rockwell Automation Network Services

Data from the factory floor is vital to making informed decisions for improving key performance indicators such as Overall Equipment Effectiveness (OEE). Unfortunately, many companies don't have the expertise to develop and maintain an integrated communications network with the speed, volume and other capabilities required of sophisticated and complex industrial automation and control environments.

Now, businesses can experience the efficiency associated with an integrated network by employing Rockwell Automation Network Services. Rockwell Automation experts will work with you to determine your network requirements and implement a network design to fit your current and future needs. Network evaluation can provide the information you need to make informed technical, business and financial decisions regarding upgrades, modifications and expansion.

Rockwell Automation experts can provide everything from a basic network check-up to a complete re-structuring of an existing network. To maximize your current network, or to build one from the ground-up, contact Winkle Electric.



Harting Industrial Connectors

Harting's Industrial Connectors are suited for the hardest requirements in industrial environments. There is a wide range of applications for industrial connectors in mechanical and plant engineering and they are also used in the design and construction of equipment, in medical technology and construction machines.

Industrial connectors are important for rail vehicles and ships as well as power generation and distribution, where they have become integral components in electrical equipment.

There is a place for the industrial connectors in all applications requiring a safe, removable electrical connection, even under the harshest environmental conditions. A variety of hoods and housings are available from Harting, protecting connectors from harm and preventing any accidental contact. You can also choose the terminal that best suits your application, including axial screw terminals and cage-clamp terminals.

For additional information, call your Winkle representative. Our customer service associates will be able to provide advice on the best options in industrial connectors for your application.

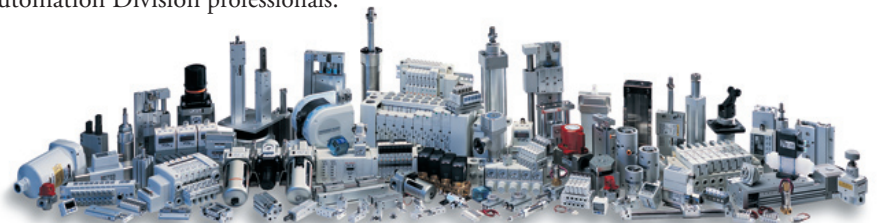


SMC Pneumatics

In August 2006, Winkle Electric entered into a new area of product offerings, finalizing a contract to become the latest distributor of products from SMC Pneumatics. The deal was Winkle's first venture into the pneumatics market and has proven beneficial for everyone involved. Though the company continues to focus on electrical products, the new venture gives Winkle the opportunity to grow while providing the latest in automation technology.

By expanding into this new area, Winkle's service experts are now able to supply customers with pneumatics as part of their Integrated Solutions. By partnering with an industry-leader such as SMC, Winkle is helping to ensure its customers receive the very best in automation solutions. Quality SMC products are paired with expert advice and opinions from our High-Tech Automation Division professionals.

For more information on our Automation Division, or to discover the latest in SMC pneumatics products, contact your Winkle Electric representative.



Tech Corner I am looking for ways to reduce my wiring costs, any ideas?

One place to start is by reducing terminal block wiring time. Two innovative new component installation technologies, spring clamp terminal blocks and insulation displacement connections (IDCs) are worth considering.

Clamp It Spring clamp terminal blocks offer two key benefits - reduced wiring time (up to 30 percent) and reduced vibration-related connection loss. While spring clamp connections still require a stripped wire, the installation process is much faster. Users simply push a screwdriver into the spring release hole, insert the wire and remove the screwdriver. And because spring clamp mounting is done from the top of the block, termination visibility is improved and spacing requirements (between terminal blocks and the wire way) may be eliminated or reduced.

This technology also reduces the adverse effects of vibration. When screws (rather than clamps) are used, vibration tends to loosen the terminated wire, leading to reliability and safety issues. In heavy industries, like automotive or petrochemical, vibration-related connection losses are especially common.

Spring clamp technology is catching on quickly, with at least one major North American auto maker now specifying spring-clamp technology for terminal connections.

Strip Ease Another time-saving terminal block technology is insulation displacement connections (IDCs). These eliminate the need to strip insulation off the wire to connect and terminate it. IDC terminal blocks simply pierce through the insulation with a spring loaded connection fork. Users push the wire into the connection slider and push the slider (using a screwdriver) into the lock position to engage the knife. The terminal block then cuts the insulation, locking the termination into place.

Rockwell Automation engineers estimate IDCs may cut wiring time in half – creating substantial savings in both time and labor costs.

Given that it not uncommon to have 250 to 500 individual wires connected to terminal blocks in a typical electrical panel, the time and cost-savings potential of these technologies is substantial.

Hot New Product

Ferraz Shawmut DPM: Drive Protection Module

Innovation is the key to staying on top. With new products from Ferraz Shawmut, you can help secure your company's position in today's ever-changing market. Ferraz Shawmut offers products that are focused on the end-user, providing time and cost savings with optimal protection.

The company's latest offering, the Drive Protection Module, combines Ferraz Shawmut-manufactured components applied in the power wiring installation stage. This easy to install, easy to maintain module comes with the latest features designed to save money and increase efficiency, including:

- latest safety design and electrical code requirements: NEC409, UL 508A, NFPA 79 disconnect switch options
- high-speed branch circuit fusing
- transient voltage surge protection
- high short circuit current rating up to 100kA
- pre-designed package, per major drive manufacturers
- IP20/touch safe products for added safety to personnel
- easy installation and cost savings
- available options for custom drive requirements
- 3-5 day lead-time for standard models

The Ferraz Shawmut Drive Protection Module offers the highest in quality, safety and versatility. To learn more about this product or any others in the Ferraz Shawmut line, contact your Winkle representative.



upcoming events

The courses below range from beginner to intermediate and are useful for people at all levels of expertise. If you or your associates would like to attend any courses, register by logging on to www.winkle.com or by calling Amy Bulick (Youngstown customers) at (330) 744-5303 or Lois Fetterman (Erie customers) at (814) 838-1975.

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
- Tuition is \$960 per person

CCP151 RSLogix 5000 Basic Ladder Logic Programming Class

- November 16 through 17, 2006
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center Erie
- 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
- Tuition is \$1,600 per person

CCPS43 SLC500 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. Apply fundamentals and learn the latest techniques.

- February 20 through 23, 2007
8:30 a.m. - 4:30 p.m.
- Winkle Electric Co. Training Center
Youngstown
- Tuition is \$1,600 per person