Agreement with ICONICS, Inc…

C-H remains at forefront of computer technology

Cutler-Hammer has signed an agreement with ICONICS, Inc., the manufacturer of GENESIS 32™ PC-based software. "This arrangement," says PMP Product Line Manager David Gianamore, "will empower us to remain at the technological forefront in today's demanding marketplace.

"We are licensed to provide any of the ICONICS PC-based software solutions, including the flagship GENESIS 32, but extending to their WEB browser, Windows CE and Pocket PC products. Offering this large product basket gives us a chance to leapfrog our competition in the areas of high-functionality personal computer enabling technology applied to electrical distribution and control."

Distributors benefit

All Cutler-Hammer distributors will now be able to source ICONICS products through Cutler-Hammer at the same price they would pay ICONICS directly. The products are now in stock at the Power Management Products Center and are ready to ship to your customers. Also, a specially priced GENESIS 32 bundle will be sold with the PowerNet power-management system to provide improved graphics capabilities and information dissemination via the Web for panelboard and switchboard systems.

GENESIS 32 bundle

Although all ICONICS products will be offered by Cutler-Hammer, a selection of GENESIS 32 software components have been bundled for sale with special pricing. Included is a full year of technical support supplied by the Power Management Products Center. Components include the following:

A Cutler-Hammer agreement with ICONICS, Inc. broadens our market basket, allowing us to add GENESIS 32 and other PC-based software.

➤ **GraphWorx32—**object-oriented, scalable HMI applications using the industry's simplest, most powerful and complete set of drawing and animation tools.

➤ **TrendWorx32—**a powerful collection of real-time trending, historical data logging, reporting, and analysis tools which seamlessly integrates with enterprise-wide information systems.

➤ **AlarmWorkx32—**a distributed enterprise-wide alarm- and events- management system.

➤ **WebHMI—**provides OPC and visualization information to any PC running Microsoft's Internet Explorer.

Lower-cost solutions from CHESS

Cutler-Hammer's Engineering Services and Systems Division will take advantage of this unique software for its own applications as well. Wayne McCurdy, Product Line Manager for the Automation Services Group at CHESS, says, "ICONICS' leading-edge software acts as an enabler to permit CHESS to provide lower-cost diagnostics and information-management solutions to customers."

PanelMate pull-through

"The ICONICS product is a good fit with Cutler-Hammer's Operator Interface (PanelMate) product line based in Columbus, Ohio," says Tom Doring, Product Line Manager for Automation Products. "Whereas ICONICS will be used by CHESS solely for power-management-system applications, our use of ICONICS products will parallel our market strength in industrial machine-control applications. The PanelMate operator interface line is clearly a leader in machine control and visualization applications and allows the ICONICS package to dovetail nicely with our PanelMate product line."

Further information

For further information on GENESIS 32, visit ICONICS' Web site at www. iconics.com or the Cutler-Hammer Power Management Web site at www.ch.cutler-hammer.com/pmp.

Talk to your local Cutler-Hammer Sales Engineer and Power Management Sales Manager about opportunities in your market. Technical support is available at 1-800-809-2772 or pmpapps@ch.etn.com. ■

HOLIDAY SCHEDULES

The Distribution Centers in Memphis; Mira Loma, Calif.; and Spartanburg, S.C. will be closed for New Year's Day on Monday, January 1, 2001. The Distribution Center in Memphis will also be closed on Monday, January 15, 2001 for the Martin Luther King Jr. holiday. The Distribution Center in Mira Loma will be closed on Monday, February 19, 2001 for President's Day.

The Customer Support Center and COMEX will be closed on January 1. CSC will have a small staff available to handle emergencies. ■