

W. H. Cooke Times

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HANOVER, PA

FREE

QUARTER TWO IN
REVIEW - PAGE 2

Fun in the Sun



W. H. Cooke & Co. Gets Back To Nature

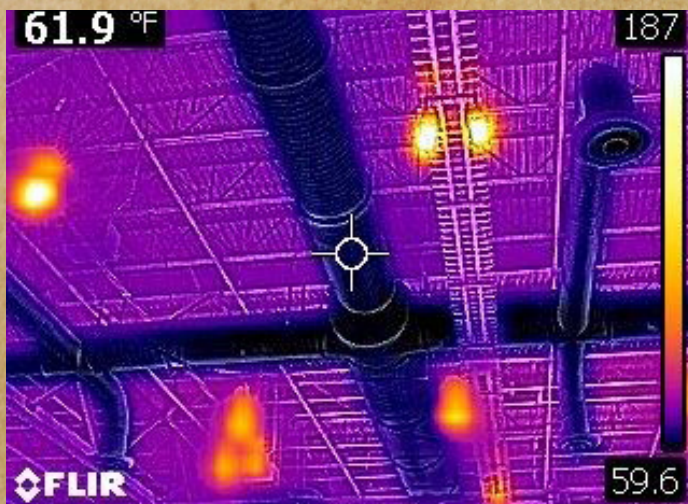
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Rugged Cords, Brine Injection Needles,
Meat Packing Products, and More...



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Pocket Sized Thermal Imaging



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New Partners



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Quarter in Review

From the Manufacturing Dept:

We are embarking on an ambitious project to increase our productivity in our sensor manufacturing area, improving quality along the way. We created a project list and are knocking them off one by one. Here are a few:

- Built a new fixture and heat treated it for twisting the end of heavy gauge thermocouple wires together. Saves wear and tear on the hands.
- Re-designed our welding station and added state of the art welding apparatus and fixtures to make the welding operation more repeatable and comfortable for the operator.
- Purchased a semi automatic wire feed, cut, and strip machine and built custom de-spooling and re-spooling equipment to compliment it's operation. Makes for less tedious work, more accurate cut and stripped lengths, and increased productivity.

During the next 6 months we want to accomplish the following:

- Build an adjustable backstop for controlling material length when cutting material on high speed cut off saw
- Build MgO drilling rig for welding prep
- Build pressure tester for sensors with welded fittings
- Build a portable test station that will house digital panel meters (for temperature and resistance checks), hipot tester and oscilloscope. Automatic measuring devices will also be incorporated so that each sensor is checked for correct length, hot junction (grounded, ungrounded, exposed), polarity, response time, isolation from ground where called for, and fitting clearances.

Every temperature sensor, panel or other device manufactured by W. H. Cooke & Co. is tested individually by a person other than the one who manufactured it. It's a time consuming but necessary final inspection that must be done before we ship our product. This new test station will make the inspection process faster and more repeatable with less chance for human error.

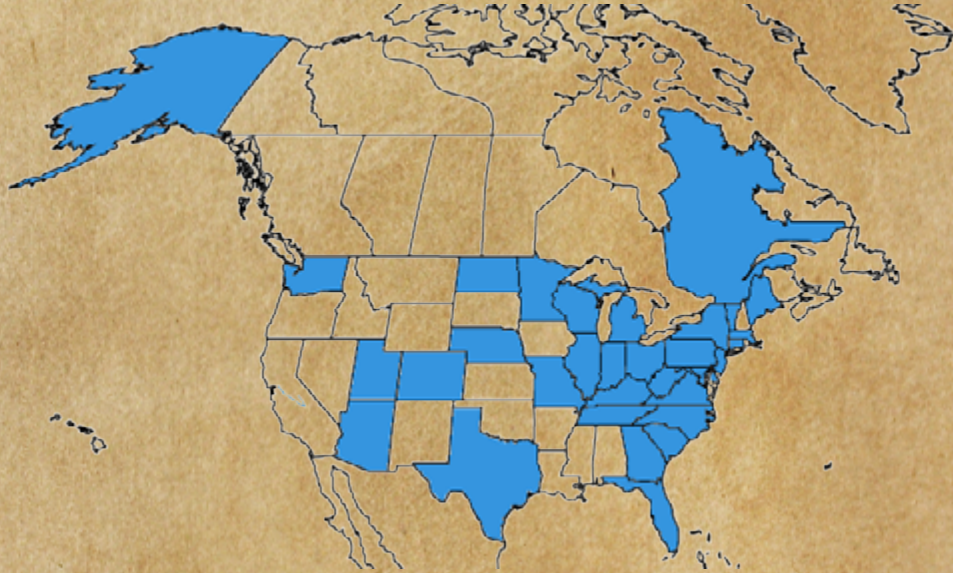
Incidentally, if you are not familiar with a hipot tester – here is a description:

A hipot test (Dielectric Withstanding Voltage (DWV) test) verifies that the insulation of a product or component is sufficient to protect the operator from electrical shock. In a typical test, high voltage is applied between a product's current-carrying conductors and its metallic shielding. The resulting current that flows through the insulation, leakage current, is monitored by the hipot tester. The theory behind the test is that if a deliberate over-application of test voltage does not cause the insulation to break down, the product will be safe to use under normal operating conditions—hence the name, Dielectric Withstanding Voltage test.

Quarter in Review - Cont'd

From the Marketing Dept:

We have added 129 new customers so far this year. These are companies that we have sold something to that we had never done business with before. I was curious to know where all of these companies were located (34 states and 1 Canadian province) and the answer is highlighted on this map:



From A-Z – our customers manufacture, produce or process everything from A to Z. Like -

apples, bread, chocolate, ducks, eggs, (so far I'm on a food kick), fish, green beans, ham, ice cream, jelly, ketchup, (all heck, I'll just stick with food) lettuce, mushrooms, noodles, orange juice, pierogies, rigatoni, sugar, tortillas, unbleached flour (wow that was a stretch) vinegar, whiskey, X (OK you got me can't think of a manufacturer of an "X" food product that we do business with) yogurt, zinfandel

Many of these companies are right here in Pennsylvania. Quite a few food and snack producers in PA. Incidentally, I left out one more item above. Did you catch that?

The newsletter seems to be a hit. We've had many favorable comments. We think we know by now who wants to continue to receive it and who wishes to be taken off the list. If you are receiving this newsletter and wish to be removed just reply with the words "remove me" in subject line.

And thanks for the kind words – and the orders of course! Bye for now!

Best regards,

Wayne Cooke Sr.

Our New Partners



We now offer scales, balances, weights, and many other measurement tools from Adam Equipment. Laboratories, schools, plants, R & D centers and many other customers can benefit from these products.



Wash Down Scale Nimbus Precision Balances



ASTM Class 0-4 Weights



We are proud to have recently added the Unitherm line of thermal blankets to our line card. This insulation can be used to insulate plastics machinery, pipes & components, and for fire protection. Unitherm Insulation is an ideal way for customers to reduce their plant energy costs, protect employees from the hazards of hot equipment, and lower the plants' ambient air temperatures



Blow Molding



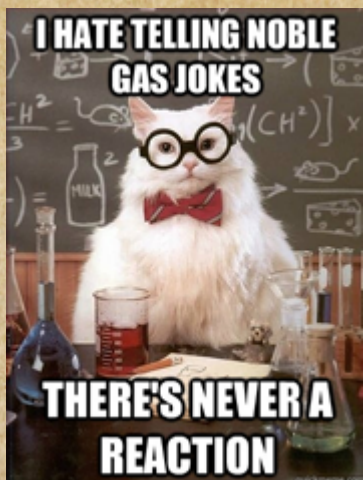
Blow Film/Blow Modling

Heavy Duty Cords

Many of our customers have standardized on our heavy duty cords for their sensors. Not only are the cords more rugged than typical lead wire, many can stretch up to 6 feet or more which is much more convenient than having a long lead wire dragging around behind you which can get snagged or damaged.



Got Gas...?



...but seriously, W. H. Cooke & Co. can supply calibration and bump gases at very competitive pricing. Upon request, we can even include a prepaid label on the bottle so that when you are finished with the canister, you can put the empty bottle back in its shipping tube, slap the label on it and ship it back at no charge!

See The Heat



We have been receiving some great positive feedback with the brand new Flir C2 Pocket Thermal Imaging Camera. It is the smallest standalone thermal imaging camera on the market and is accurate in the range of 14°F to 302°F. It can be used in a multitude of applications including doing your own thermal surveys of breaker boxes, control panels, heat or cooling loss around ovens or coolers, etc. You can view a short video [here](#) and review the data sheet [here](#).

Into The Woods



W. H. Cooke & Co. once again sponsored the Nature Tent at the 2015 Codorus Blast. More information on the event can be found [here](#). It was a hot one but a good time was had by all.

Meat Packing Products

At W. H. Cooke & Co. we have several products tailored for the Meat Packing Industry and Smoke Houses. We custom fabricate thermocouple and RTD probes and offer water proof data loggers as well as socks for Wet Bulb/Dry Bulb systems. We can also cross almost any stitch probe injection needle for brine injection machines and save you money. More information can be found [here](#).



SP-1853 2252 Ohm
Thermistor with S.S. handle



SP-1850 RTD for
measuring temps on dog treats



SP-1669 & SP-1427 & SP-1324
RTD Banana Probe &
Cookie Dough Probe



RT-888-RTD RTD
Dough Temperature

Additional Meat Packing Products



SP-1461 Blast Freezer probe



P151074-Q150891 3'' x 6'' Wet Bulb Smokehouse Sock



RFOT Wireless Meat Temperature Data Logger



HiTemp140 Data Logger



SPO-516 & SPO-489 Brine Injection Needle

Funnies

I used to think the brain was the most important organ. Then I thought, look what's telling me that.

What is the difference between ignorance and apathy? I don't know, and I don't care.



It's hard to explain puns to kleptomaniacs because they always take things literally.



Guy walks into a bar with a duck on his head. The bartender looks up and says "Where did you get that ape?" Guy says, "This isn't an ape, it's a duck". Bartender says "I was TALKING to the duck."

A man walks into a bar with a dog. The bartender says, "You can't bring that dog in here." "You don't understand," says the man, "this is no regular dog. He can talk." "Listen, pal," says the bartender, "if that dog can talk, I'll give you a hundred bucks."

The man puts the dog on a stool and asks him, "What's on top of a house?"

"Roof!"

"Right, and what's on the outside of a tree?"

"Bark!"

"And who's the greatest baseball player of all time?"

"Ruth!"

"I guess you've heard enough," says the man, "I'll take the hundred in twenties." The bartender is furious.

"Listen, pal," he says, "get out of here before I belt you."

As soon as they're on the street, the dog turns to the man and says, "Do you think I should've said DiMaggio?"

My mother-in-law fell down a wishing well. I was amazed, I never knew they worked.

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