

# W. H. Cooke Times

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HANOVER, PA

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# Quarter in Review

As we say goodbye to Q4 and 2015 and look ahead to 2016, all of us here at W. H. Cooke & Co. would like to thank you for your continued support. In order for us to deliver a quality product at fair price in a timely manner, we rely not only on a dedicated in house team, but also on our vendors and of course our customers, without which we would not be here. Again, we thank you.

W. H. Cooke & Co. increased sales slightly in 2015, and through capital investment saw an improvement in efficiency which has allowed us to take on several high volume OEM accounts. We also acquired Martin Equipment Inc. out of Baltimore, MD which was run by Jack Martin for 26 years. Jack was supplying sanitary pumps, valves, motors, and other parts to breweries, food manufacturers, and pharmaceutical companies, to name a few of the industries he served. We also acquired many new surplus parts including a variety of motors, bearings, belts, Allen-Bradley PLCs, and much more which we are slowly listing in our new eBay store <http://stores.ebay.ca/WH-Cooke-Co-Industrial-Parts> and our new website shopping cart <http://www.whcooke.com/shopping/cart.php>

We continue to be a one stop shop for many of our customers who like the convenience of being able to rely on us to find what they need at the best possible price with the shortest possible delivery and enjoy not having their call answered by a robot. We know how annoying it is to push buttons to navigate through a menu to eventually get routed to a voice mail and not get your call returned. Humans answer our phones and we don't have a daytime voice mail. We strive to respond in a timely fashion to your calls and emails and aim to conduct our business by the Golden Rule. If we ever fall short of that goal, please let us know. We value your feedback. Thanks again and Happy New Year!

Best regards,  
Wayne Cooke Jr.



# New Lines

We have picked up some new lines over the year including but not limited to the following:



Unitherm - a supplier of insulation for boilers, piping, plastics extruders, and fire protection.



Autrol - a line of Smart Pressure and Temperature Transmitters offering quality that rivals the big players and a warranty that beats them at a fraction of the cost.



Dosatron - The World's largest provider of non-electric, water powered, proportional chemical dispensers and dilution equipment.



Aeroflex - offering insulation for pipes and more...



# Heat Trace Cable and EPDM Insulation

Winter came late this year but for us here in Pennsylvania, I can tell you that it has indeed arrived and we have seen a spike in our sales of heat trace cable and insulation.

One of our customers had some outdoor PVC piping with water running through it that he needed to prevent from freezing. With the help of our heat trace specialists, we were able to calculate the correct wattage and length of cable to spiral wrap his line.

Then, through our partners at Aeroflex, we determined the thickness and material needed to insulate those pipes in an outdoor environment. That same customer had another application with a methane gas tank and a drainpipe at the bottom of it. He was concerned that the condensation at the bottom



would freeze and prevent the tank from draining. We again calculated the necessary wattage and length of the heat trace cable needed and the correct thickness of the EPDM insulation to wrap the tank. If you would like help with freeze protection on pipes, tanks, or some other application, we are here to assist you.





# Precision Digital

W. H. Cooke & Co. is a proud distributor of Precision Digital and we are introducing a new product that they recently came out namely the PROTEX MAX explosion proof meter line.

ProtEX-MAX products offer all the functionality of the ProVu®, Trident X2, Super Snooper, or Vigilante® II models in a fully approved explosion-proof design. Inputs include thermocouples, RTDs, 4-20 mA, 0-10 VDC, strain gauge, and discrete signals



and optional outputs such as relays, 4-20 mA, serial communications, along with 24 VDC transmitter power supply.

The meters can be programmed and operated without opening the

explosion proof housing exposing the electronics to a hazardous environment. This is accomplished by using the built-in SafeTouch® through-glass programming buttons or the RS485 serial communication port with free Modbus® protocol.



# Tytan On Demand Water Heater

W. H. Cooke & Co. is a distributor for Process Technology who manufactures immersion heaters for applications such as plating, anodizing, wash tanks, and other applications. They also have a line of on demand water heater that can be used with regular water as well as deionized water (D.I. water) These heaters are extremely robust and are a great solution for many customers that need precise control of water temperature on demand. Here is a real world application and the Tytan heater was the solution.

A medical device company needed to heat deionized water to clean and sterilize screws in a passivation line before anodizing in order to ensure an even finish and a surface devoid of defects.

Small baths prevented the use of immersion heaters, and their tank-style inline water heater had reliability issues it was unable to keep up with the heat demands of the bath. They needed to heat incoming water from

55° to process temperatures of >150°F.

Process Technology's Tytan inline water heater provided the solution, giving them instantaneous, continuous, deionized, hot water used throughout their cleaning lines, and multiple process stages and baths.

The Tytan heater has been in use for over ten years with little to no maintenance. The Tytan improved their process control and it's paid for itself twice over in reduced maintenance costs!



For more information on the Tytan On Demand Water Heater see this brochure: [http://www.whcooke.com/files/processtechnology\\_TYTAN.pdf](http://www.whcooke.com/files/processtechnology_TYTAN.pdf)



# Small But Tall!

As we have been mentioning in prior newsletters, W. H. Cooke & Co. has been making some capital investment in equipment to automate some of our temperature sensor manufacturing processes. We also acquired quite a few motors, Allen-Bradley parts, and other industrial parts that are being added to our eBay store <http://stores.ebay.ca/WH-Cooke-Co-Industrial-Parts> and onto our website shopping cart <http://www.whcooke.com/shopping/cart.php>



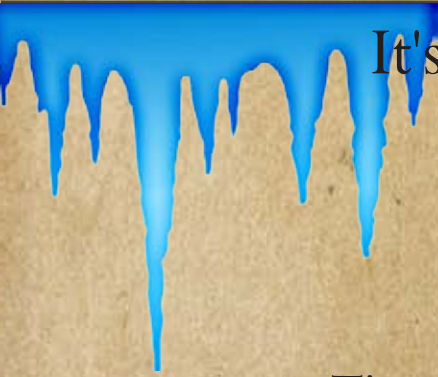
These parts and our new fork lift will be warehoused in our new two story 1000 square foot building. If you have some new surplus parts that you need to liquidate, contact Wayne Cooke Jr. and we can discuss your offering.





# Funnies

It's Finally getting cold in Pennsylvania, folks!

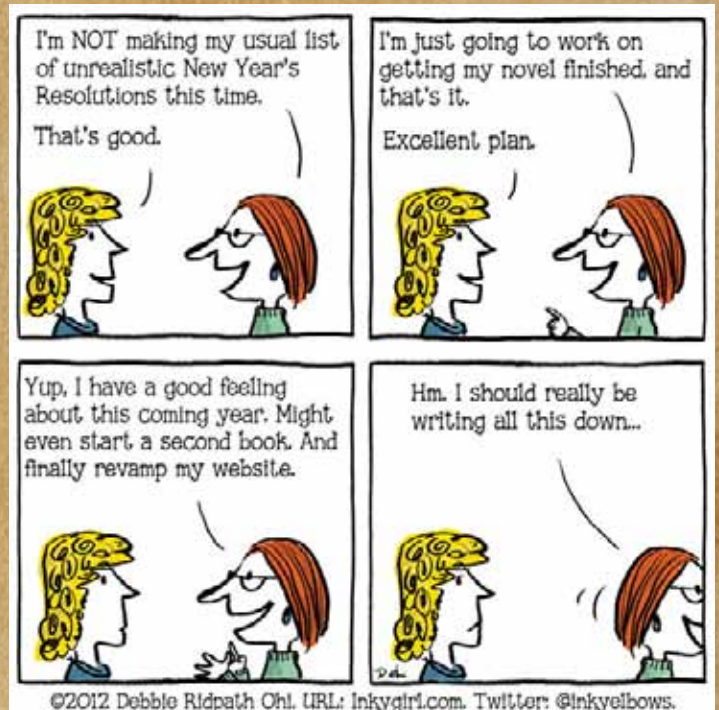


Once my dog ate all the Scrabble tiles. For days he kept leaving little messages around the house.

Time flies like an arrow,  
fruit flies like a banana.

I'm addicted to brake fluid,  
but I can stop whenever I want.

I told my doctor that I broke my arm  
in two places. She told me to stop  
going to those places.



Politics is the art of looking for  
trouble, finding it everywhere,  
diagnosing it incorrectly and  
applying the wrong remedies.

I never forget a face, but in your case  
I'll be glad to make an exception.

I intend to live forever, or die trying.

-Groucho Marx

Sources: <http://www.jokes4us.com/>



# Our Town

Our town of Hanover, PA is located about 40 miles northwest of Baltimore, MD and is midway between York, PA (think Harley Davison motorcycles) and Gettysburg, PA (we all know about Gettysburg). For the next few issues, we'll post some interesting factoids about our area in South Central Pennsylvania. Here's one:

Remember the little old lady who lived in a shoe? Well, this isn't her place but it is a real house located in Hallam, PA about 30 minutes from our offices in Hanover, PA. Here is an article about it.

## Haines Shoe House



Built by Mahlon Haines in 1948

Only 25 feet (7.6 meters) tall

Located on Shoe House Road

Living room is in the toe

The instep has an ice cream shop

Visited by contestants during the 8th season of The Amazing Race

featured on HGTV's What's With That House?

The house is open to public tours

Source: [Wikipedia](#)

We have customers and vendors all across the United States and we would like to hear about your "neck of the woods" - especially those little towns that many of us have never been to. Do you have something unique about your town or city that might interest our readers? If so, send us a short note and maybe a picture (if you can) about someone or something in or near your town and we'll post it in our next newsletter. It's a BIG country!

Wayne Cooke Sr.



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