

Quarter in Review

The first quarter of 2018 is off to a good start for us at W. H. Cooke & Co. There is optimism in the manufacturing sector and we are hoping as I am sure you are that 2018 is even better than 2017 was. We are finding more OEM opportunities and new customers every day and people are finding us online and through referrals which we are always grateful for. If you refer someone to us, please let them know to mention that so that we can thank you personally.

Winter is no doubt here although the weather has been so wacky that we don't know whether to wear a T-shirt or a heavy coat on a day to day basis it seems. That being said, it is heater season and if there are any heating applications that we can help with, please let us know. We can also supply heat trace cable, pipe insulation, and we can make the heat trace RTD's in house. If you have 55



For more information on our flexible heater jackets and induction heaters from Inteliheat, please visit us here

https://www.whcooke.com/manufacturer_stage.php?compid=inteliheat You can hover over the links to get a preview of the heater.

As always, if you need a sensor to measure temperature, we can manufacture to your exact spec. To see some of the standard configurations that we make you can see this link <u>https://www.whcooke.com/files/Cooke-TC-Catalog.pdf</u>

Thank you for your continued support and let's all have a great 2018!

Best Regards, Wayne Cooke Sr.

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Penetration Temperature Probes

W. H. Cooke & Co. manufactures temperature sensors for a variety of applications. This quarter we are featuring our Penetration Probes which can be used on more than just food applications but that is where we see them being used most commonly. If required, we can put a sharp tip on them as seen in the pictures below.



We can also make them with a right angle configuration like in this picture.



As you can see by this side by side comparison, we offer a standard coiled or the much more robust Heavy-Duty coiled cord.



Some of our customers that are attaching our hand held probes to a digital thermometer may prefer the standard coiled cord which we can supply but for a fixed mounted system and something more robust, the Heavy-Duty coiled cord is a great option.

packaging machines. If you use another brand of form fill machine, we can duplicate the sensor from a sample. drawing or photo.



Please let us know if we can help. 717-630-2222

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C2-WWT Gas Detection Instrument





C2-WWT Brochure C2-WWT Manual

Please see the above links detailing the new C2-WWT Gas Detection Instrument, designed for general purpose water / waste water applications customer need do is attach a sample line, connect power, and connect any of the relays available to operate any remote audible/visual alarms or other alarm annunciation. Bump testing and calibration can even be done in some cases with a single bottle of calibration gas, with multiple gases at the span levels required for all of the three sensors on the unit.

A Yellow low alarm and Red high alarm strobe are attached to the C2-WWT and configured for any low level or high level alarms on the three gas detection channels.

Recently, a number of units were sold for three pump station re-builds. Some photos of one of those installations is above.

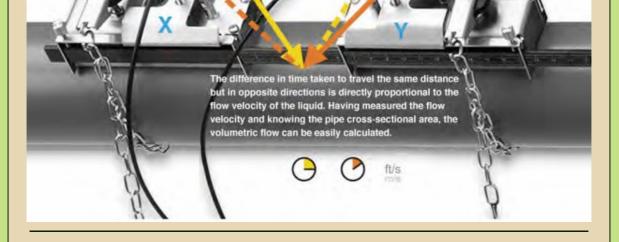
Please call to discuss your application. 717-630-2222

Wayne Cooke Jr.

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Micronics Clamp On Flow Meter

Micronics offers portable and fixed clamp on flow meters. Models include Ultrasonic, Doppler, Area Velocity, and Level Sensing clamp on flow meters. Below is a diagram showing how a clamp on flow meter works as well as a high temperature application where Micronics was able to help a customer to monitor the flow in their cooling system. For more information, please visit https://www.whcooke.com/manufacturer_stage.php?compid=23275 or call 717-630-2222.



Below is an example of how Micronics' Clamp on Flow Meter was able to help a customer with their flow measurement.

Where: Wilson, North Carolina

Problem: No way to balance cooling system, record flow leaving sumps, and quickly identify leaks

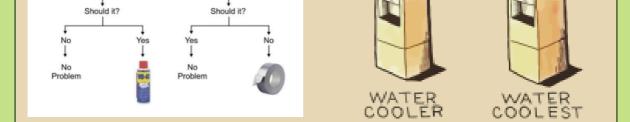
Chosen Solution: 21 clamp on flow meters; U3000B and U3000B High Temperature (392°F) clamp on ultrasonic flow meters measuring flow.

Results:

- Ability to detect leaks
- Ability to balance cooling system
- Record flow leaving sump system







A guy goes in for a job interview and sits down with the boss. The boss asks him, "What do you think is your worst quality?" The man says "I'm probably too honest." The boss says, "That's not a bad thing, I think being honest is a good quality." The man replies, "I don't care about what you think!"

Archaeologist: someone whose career lies in ruins.

I asked the corporate wellness officer, "Can you teach me yoga?" He said, "How flexible are you?" I said, "I can't make Tuesdays."

Worrying works! 90% of the things I worry about never happen.

Nothing is foolproof to a sufficiently talented fool.

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In the Community

Our town of Hanover, PA is a small one but despite our rural location in South Central Pennsylvania, we are fortunate enough to have a theatre where we can go to watch great entertainers including bands, comedians, plays, and other events. It is the Eichelberger Performing Arts Center.

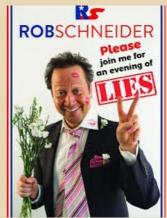
From the website <u>www.theeich.org</u> :

"Now over 100 years old, it has a rich, 95-year history of private and public school education that started with the academy built by Abdiel W. Eichelberger. His vision for the school was to keep it as an educational institution forever when he donated his 4-year-old academy for public school use in 1900. It currently serves as a commercial building that houses professional offices and the Eichelberger Performing Arts Center. Schools have changed dramatically since 1900 and so do the state requirements that govern enorts to identify, evaluate, and protect historic and archeological resources in the United States. Properties included on the register are significant in American history, architecture, archeology, engineering and culture, and generally need to be at least 50 years old. The website (<u>www.nationalregisterofhistoricplaces.com</u>) lists these properties throughout the country and can serve as a source for tourists interested in visiting historic places."





To see what upcoming events are scheduled including comedian Rob Schneider on Thursday, March 1 at 7:00 PM, please visit this link http://www.theeich.org/events



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