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A Note From CPI



Greetings from sunny New Jersey.

It's been some time since the last issue of SensAbility, and I hope this newsletter finds you well and enjoying the summer.

We've been having a lot of discussions at CPI regarding the inquiries we received at our spring trade shows. While more and more manufacturers are looking to automate their equipment, they are very concerned about those four words that are synonymous with CPI –

Precision, Efficiency, Reliability and Safety.

In past issues of SensAbility we've given you real-world examples of how CPI has worked with our customers to bring Precision, Efficiency, Reliability and Safety to their equipment, even in very harsh and demanding environments. These examples have sparked interest and ideas from our readers and they're coming to CPI Project Managers for solutions. You can read these stories and many more articles about developments in the industry in [The SensAbility Archives](#).

In this issue we'll address a few more instances where a small switch solved a big problem and put our customers at ease. You can see how these applications parallel many of your challenges, and how we can help alleviate them. We also feature not one, but three of our star employees in our [CPI Spotlight Feature](#).

Most of all remember, we love your challenges... so bring 'em

on!

Sincerely,



Mac Stuhler
Vice President
Control Products, Inc.

Spring 2006 - One Busy Trade Show Season!

While the US economy continued to grow during the first part of this year, there are indications that we will see a leveling in some of the truck segments. Sales are expected to continue to grow through 2006, as evidenced by the strong activity at both the NTEA Work Truck Show in March, and the Waste Expo, which took place in April.



Strong interest continues to grow in advanced technology areas, such as CPI's linear position sensors for hydraulic cylinders. Application inquiries included sensors for telescoping cylinders, outrigger extension control on cranes, and integration with GPS systems for automated excavation.

CPI's dump body switches made a big hit as they are quickly becoming the industry standard solution to this harsh duty application. For more on these reliable switches and their applications, [go here](#). (Requires Adobe Acrobat Reader.)



Waste Expo attendees took a shine to the new sealed-switch panels, which are replacing antiquated unsealed toggle switches on exterior installations on garbage trucks, box trucks for lift gate control, and various other harsh environment applications.

[\(See story below.\)](#)

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Feature Articles

Genelco - Your Source for Dump Body Detect Switches



For over 10 years, [Genelco Industries](#) has distributed CPI's waterproof switches to a broad base of OEM customers.

Now appointed as the exclusive distributor of sealed, dump body detect switches, customers will find stock availability of CPI's Dump Body Detect Switches, along with other high-quality electrical components.

Contact:

[Genelco Industries](#)

90 13th Avenue

Ronkonkoma, NY 11779

800-645-9802.

Email: sales@genelcoindustries.com

A driver knows how tall his truck is when the dump body is down. But if the dump body isn't all the way down, that's a different story. And there lies the potential for serious accidents and costly property damage.

Enter Control Products.

CPI's Dump Body Detect Switch activates a warning light to alert the driver if the dump body is not completely down. For more information on this simple solution to ensure maximum safety, [go here](#), and for a PDF datasheet, [go here](#). (Requires Acrobat Reader.)

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Switch Panels from CPI

Many of our best product ideas stem from our customers' unique requests.



Waterproof switch panels are no exception. Originally developed for refuse truck applications, these panels marry CPI's totally submersible basic switch with an assortment of robust stainless steel panels. Custom panel shapes and sizes are easily specified, with graphics per customer specification. Add a simple harness and connectors, and the dependable all-weather solution is complete.

At CPI we don't take a "one size fits all" approach. Our Regional Project Managers work closely with our customers to make sure CPI solutions fit our customers' needs perfectly. And we will do the same for you.

No matter what the application or environment, CPI can bring **Precision, Efficiency, Reliability** and **Safety** to your equipment.

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[Textron's Armored Security Vehicle relies on CPI's X1 Series Thermal Switch](#)

CPI's **X1 Series** thermal switches provide accurate, reliable temperature sensing, with extremely quick response time. In this application, controlling a defrost heater, the switch must sense the ambient temperature near an armored glass view screen, which cannot exceed 38°F. According to John Crozier, CPI's Regional Project Manager, the ability to calibrate to relatively low temperatures was important to winning this application. CPI's strong track record of supplying to military vehicle manufacturers provided Textron engineers with the confidence to move forward with qualifying the X1 for this important application.



Textron's Armored Security Vehicle (ASV) is a highly mobile 4X4, which has the superior survivability required in the harsh environments presented in the Middle East. US demand for the product has accelerated considerably, and production has increased to 48 vehicles per month. There are currently 130 ASVs deployed in support of Operation Iraqi Freedom. For a closer look at this exceptional vehicle, [take a look here](#) .

When the safety of our troops is at stake, manufacturers of military equipment come to CPI for solutions they can count on.

No matter what industry you're in, you too can count on CPI.

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[Clemco Puts CPI's Application Solution Capabilities to Work](#)

CPI's Regional Project Managers love it when a customer comes

to them with a difficult application problem. That's exactly what [Clemco Industries](#) presented to Pete Gagliardi last November, in the form of a competitor's switch in their RLX electric control handle. The engineer explained that the competitor's switch was failing prematurely, and they were looking for a dependable replacement.



Clemco manufactures abrasive blasting, surface preparation and surface finishing equipment. The switch application is ON-OFF control on the RLX electric control handle. As an industrial product used in an extremely harsh and airborne abrasive filled environment, it carries high performance expectations which translate to the components specified. Like so many

other applications of CPI products, switch failure here is definitely NOT an option... can you imagine not being able to quickly and easily stop a high power sand blasting system?

This project required evaluation of the application, development of a custom solution and qualification test, plus validation. Clemco provided a sample of the RLX electric control handle, and Pete worked with CPI Engineering to provide a switch assembly which exceeded Clemco's specifications. The solution was a Custom [E Series](#) assembly -- a custom bracket and

actuator that provided optimum overtravel and ease of installation (no more hand-bending during assembly).



Do you have a difficult application that needs precise control with absolute reliability? Go ahead, make our day! Bring CPI your challenges and let us create the dependable solutions you are looking for.

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New Spot Welder Ensures Efficiency and Consistency

Process efficiency and consistency are paramount to remaining competitive in today's manufacturing environment, both for CPI and for our customers, and we continue to incorporate the latest technologies into our operations.



Our newest addition is a Unitek Peco resistance welder, used in a variety of critical welded assemblies.

The "Unitek brings flexibility in weld schedules, with better control over more parameters," according to Nick DeSalvia, CPI's Production Manager. Multi-pulsing allows for an initial low-energy pulse to flow the plating, followed by a high-energy pulse to fuse with the base material. Having the ability to precisely dial-in all parameters minimizes metal expulsion, which is very important when welding smaller components. A two-stage foot control facilitates set-up, and allows operators to verify fixture set-up prior to welding. These features all translate to:

- Improved productivity
- Flexible, precise weld capabilities
- Consistency in process
- Enhanced reliability
- Prolonged equipment life

Precision, Efficiency, Reliability and **Safety** are all improved by this process, and the advantages of this new resistance welder are many. With it there is no chance of merely fusing the plating only; the base metals are fused every time. With the resistance welder we're able to weld different kinds of metals together more efficiently and with better control of the welding process, so we can better match the materials to the job at hand with the ultimate goal of absolute component reliability.

CPI products are used in critical applications where failure is not an option. Operator presence, dump body detection, and many others, all must perform reliably under all types of conditions, otherwise safety is impaired.

Let CPI put our advanced production capabilities to work for you. We control your order from the day you place it until the day we

ship it to you. So you can rest assured that your order is being built and processed in the most efficient and effective way possible to ensure the results you want, the reliability you need, and the on-time delivery you expect.

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CPI Spotlight

[Prawet Phothichan and Nangnoi Phojan](#) [\(Wet and Nangnoi\)](#)



Wet and Nangnoi came to the USA from Thailand just three years ago. They've been with CPI for one year and have already made their mark with a stellar work ethic and excellent assembly skills. They're a highly motivated couple contributing to the success of our Production Department -- they're quick studies and very industrious, and have already established themselves as integral parts of the CPI family.

Their work is in general assembly, but with this being the vacation season they eagerly train on different jobs and help out any way they can. Wet and Nangnoi enjoy working at CPI and it shows in the high quality of their craftsmanship and the spirit they bring to the team -- very important to a company whose ultimate goal is complete customer satisfaction.

Wet and Nangnoi have been married for 20 years and have two sons, ages 19 and 13. The family came to the USA at the invitation of Nangnoi's sister who has lived here for 38 years and now serves as their personal "guide." When they're not at CPI, Wet and Nangnoi enjoy cooking and fishing, and traveling around to see their new country. They recently took a week in Cape May (the fabled Jersey Shore) to sightsee and fish and were enamored by the beauty of the architecture and lighthouse.

Wet and Nangnoi tell us America is very different than Thailand, especially during the winter. Thailand winters only require a sweater. But here in New Jersey...

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Henry Nawrocki

These days, when you hear of a "long-term" employee, what comes to mind? Five years? 10 years? Maybe even 15?

Our own Henry Nawrocki has been with the company for 40 years! Henry is an outstanding Engineering Supervisor who absolutely defines the word "quality." And if anyone has earned the right to say "Been there, done that," it's Henry.



Henry came to CPI from the former premiere R&D facility, Bell Labs, as a draftsman and progressed to designing every phase of a project. Over the years he has evolved right along with the technology and recalls embracing the introduction of CAD. Today he comments that CPI has one of the best CAD systems available and that it makes for a smooth transition from design to finished product. "The CAD process is quicker, smarter, easier to check, and much better documented," says Henry. "It's absolutely essential for an ISO-certified company like CPI where product fit, quality and reliability are critical."

Henry lives in White Plains, NY (an hour commute, which he enjoys!), and has two grown daughters. When he's not at CPI you might find him golfing in White Plains or Mahopac. In the spring he joins long-time friends on golf vacation at Myrtle Beach -- a tradition where 12 - 20 friends get 3 - 5 condos and enjoy some well-deserved R&R.

We salute Henry Nawrocki for his exemplary performance, his loyalty and his friendship, and for 40 years of making sure CPI products have the fit, the quality and the reliability our customers can count on.

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What Do You Think?

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