

# CPI®

Control Products, Inc.

# SENSABILITY

PRECISION • EFFICIENCY • RELIABILITY • SAFETY

ISO 9000



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## A Note From CPI



### "You can DO that?"

I am pleased to report that this is one of the most asked questions we've been hearing lately. CPI just finished a busy tradeshow season and we had the pleasure of speaking with many manufacturers and engineers who are as eager to improve their equipment and applications as we are to help them achieve their goals. When we meet potential new customers they are often surprised at how a properly engineered switch or sensor can do so much to deliver **Precision, Efficiency, Reliability** and **Safety** - those four words that define what CPI is all about.

Yes, we CAN do that. In fact, we can do it faster and more efficiently than ever, thanks to investments in new technology ([see story below](#)) leveraging our ability to provide engineered solutions quickly. If you've been a regular reader of this newsletter you've seen numerous examples of our work in action, and even some potential examples where adding a simple CPI solution could solve a big problem - like our story on Operator Presence back in [Volume 1, Number 1](#) ([Requires Adobe® Reader®](#)).

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I want to make summer 2007 a summer of exciting new solutions. That means we need your help. Think about those problem applications or equipment issues that keep you up at night. Then give us a call, tell us about it and discover what we can do to help you sleep like a baby. Bring us your challenges and you'll have a dedicated **Regional Project Manager** ([see story below](#)) at your service who will understand your technology, your application, and your need.

Have a wonderful summer.

Sincerely,



**Mac Stuhler**  
**Vice President**  
**Control Products, Inc.**

## Feature Articles

### Trade show season reveals continuing trend toward Reliability.

WASTE EXPO



North America's largest solid waste and recycling tradeshow, **WasteExpo 2007** proved a very rewarding and enlightening venue as CPI joined a record-breaking 550 exhibitors from May 7 - 9 in Atlanta, GA. A key theme of this year's show was **Reliability**. Many manufacturers are looking to add

Reliability to their machines via robust components. At the same time, they are looking for the **Efficiency** of easily installed components and are not interested in doing their own wiring. This is a perfect fit for CPI solutions as wire leads are integral with our entire line of [Waterproof Switch](#) products. From Sealed Switch Panels to [Limit Switches](#) to harsh-duty [Plunger Switches](#), all are equipped with wire leads and terminations per customer specification.

If enhancing Reliability quickly and easily is your goal, CPI can provide the solution. Give us a call and let a CPI Regional Project Manager work with you to make Reliability a reality. Call us today at 973-887-9400, or e-mail ([sales@cpj-nj.com](mailto:sales@cpj-nj.com)).



Read more about [WasteExpo](#) here.

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### **[Interest in SL720 still growing.](#)**



Inquiries for the [SL720 Linear Position Sensor](#) continue to mount from numerous industries, according to Pete Gagliardi, Regional Project Manager at CPI. The buzz is building as Qualification is expected to be complete by year's end for this exciting new technology. The SL720 will bring a high degree of position **Precision** never before seen in hydraulic cylinder applications.

[Learn more about the SL720 here.](#)

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### **[Dump Body Detect Switch is a hot item for Work Trucks.](#)**

# THE WORK TRUCK SHOW<sup>®</sup> 2 0 0 7

With 500 exhibitors on hand, the 2007 NTEA Work Truck Show at the Indiana Convention Center & RCA Dome hosted over 9,000 attendees - a 28% boost over 2006. Booth activity for CPI was unprecedented, with strong interest in the Dump Body Detect Switch and Limit Switches in general. More OEMs are focused on trouble-free components rather than sacrificing Reliability and Safety for cost cutting. Booth visitors included manufacturers of emergency vehicles, cranes, lift gates, refuse trucks, as well as many dump body manufactures and distributors.

You know the height of your trucks when the dump body is down. But what if it isn't all the way down? Could be big trouble. But a simple solution like CPI's Dump Body Detect Switch can prevent costly accidents and damage. Read about CPI's Dump Body Detect Switches in [The SensAbility Archives](#). Select **Volume 1, Number 6**.

(Requires Adobe Reader)



And read more about the [2007 NTEA Work Truck Show here](#).

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Besides giving you a comprehensive resource for finding reliable component solutions, the [CPI website](#) is regularly updated with interesting information. Got a question? Here's where you can get answers or contact Control Products for answers. Look on the right side of the Homepage under News & Updates for the latest news on our products and related industries, and how CPI can work for you. And don't forget to visit the [SensAbility Archives](#) for back issues of this newsletter. In every issue we cover real-world applications where CPI solutions brought **Precision, Efficiency, Reliability** and **Safety** to our customers' equipment.

At CPI, no switch application is too complex for our ***Regional Project Managers*** to understand, work with, and help develop the solution you need. We work worldwide with a wide variety of industries and we are here to help you, too.

Contact us today at 973-887-9400, or e-mail ([sales@cp-nj.com](mailto:sales@cp-nj.com)).

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### **Automation at CPI brings improved Process Control and more.**

Absolute **Precision** and **Reliability** are at the core of everything we do at CPI. Right down to the molecular level. We start by selecting the strongest materials for each part of every switch and sensor we build. And it just grows from there. Branching into the design process. Then the machining. And the assembly. We are committed to delivering the best solutions for the long term, and we continually strive for improvement in our own ISO-certified processes. Here's just one example:

Precise calibration of the sine blade contact mechanism in our Waterproof Switches provides positive snap action and high mechanical endurance for demanding control applications. Traditionally, this has been a semi-automated process handled only by skilled operators.



But in September of 2006, CPI Engineering commissioned the first fully automatic calibration machine. The benefits are many, including significantly less process variation and reduced labor costs. With the number of low-load switching applications increasing every year, CPI will deploy a second automatic calibration machine on our line this fall, with the same benefits as the first along with contact resistance monitoring.

Our commitment to process improvement translates into better, faster and more flexible service for our customers. Let us solve your engineering problems with the CPI brand of Precision and Reliability. Call us at 973-887-9400, or e-mail [sales@cp-nj.com](mailto:sales@cp-nj.com).

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## **[Is the sale closed once the check clears? Not for CPI.](#)**



The selling process never truly ends when you're a service-driven company. When providing solutions to challenging control problems, CPI launches the process with our [Regional Project Managers](#), who work closely with our customers to understand the application and address critical issues. Then we take the project to our Engineering Department where we develop the optimum component solution, usually with customer and/or CPI qualification testing. The

process sometimes continues with application refinement - with in-depth field performance analysis conducted by our Quality Department. Field performance analysis is an excellent source of feedback that "picks up where initial qualification testing leaves off," according to Glenn Heimroth, CPI's Quality Manager.

Examples where field performance analysis can be worth its weight in gold include an unexpected variation in the final assembly of our switch into the customer's product, an incompatible interface with a limit switch actuator, or a temperature mis-correlation between the factory test facility and the customer equipment. Treating field performance issues as key design inputs allows CPI to continually improve and expand our solutions and develop new applications for our technology - all with the goal of ultimate long-term Reliability for our customers' products.

Think of CPI as your Partner in Performance. We're not here just to sell you components; we're here to work with you to deliver the optimum solution for your unique needs, and make sure that it continues to serve you well for a long, long time.

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**Genelco Industries -  
An important extension of CPI's customer service organization.**



Genelco Industries was founded in 1982, specializing in high-reliability electromechanical components. Having extensive experience with switches, founder Tony Valone saw a natural fit with CPI. In the beginning of 1987, CPI and Genelco began what has been a strong and tightly knit business association.

"Genelco acts as a true extension of CPI," according to [John Crozier](#), one of CPI's Regional Project Managers. As a stocking distributor, Genelco reduces lead-time and cost, thanks to consolidated purchase quantities, and provides customers with a valuable resource. Put Genelco's 18 years of CPI experience to work for you.

**Genelco Industries, Inc.  
90 13th Avenue,  
Ronkonkoma, NY 11779**

**Phone: 631-981-6670  
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E-mail: [sales@genelcoindustries.com](mailto:sales@genelcoindustries.com)**

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**CPI Limit Switches specified for Pandur Amphibious  
Military Vehicles.**



If ever there's an application where failure is not an option, it's for a military vehicle. The Pandur is an amphibious wheeled armored military vehicle, available in 6X6 and 8X8 configurations, manufactured by Steyr-Daimler in Vienna, Austria. With a maximum land speed of 105km/hr (65 mph) and a 6.5 second 0-30 km/hr (18 mph) time, this 13.5-ton, go-anywhere vehicle is remarkably nimble. The exhaust pipe is extended and water jets on the back of the hull provide a maximum speed in water of 11km/h (6.8 mph). The vehicle can also pivot through 180° in eight seconds. Along with

impressive performance credentials, the Pandur boasts low support effort, thanks to the broad use of commercial components and systems. Applications for the Pandur include infantry fighting, engineer squad, communications, and reconnaissance.



### CPI [E1 Series Limit Switches](#)

have been specified for hatch-closed indication and jet propulsion valve position sensing. Positive hatch closure is extremely important (for obvious reasons!) on an amphibious vehicle, and the propulsion valve application presents an extremely challenging environment for electrical switches as it is submerged during water operation. Steyr engineers have chosen a standard E1092

Mounting/Actuator Assembly, which provides adjustable mounting and plenty of travel in a robust stainless steel package.

[Learn more about the Pandur here.](#)

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### **CPI Operations:**

**Improving responsiveness through cutting-edge technology.**

- Prototypes in one or two days
- Short-run production capability without steep up-front tooling costs and weeks of lead time
- Precise production fixturing - on line in weeks, not months

These performance criteria are typical of why CPI's service meets or exceeds our customers' expectations. To that end, CPI continues to add the latest technology to an impressive arsenal of engineering and production tools. We've already told you about our new automatic calibration machine, and here are two more examples:



**Mitsubishi APB-062 press brake**



**Sodick AQ300L wire EDM**

Earlier this year, a wire EDM machine along with a CNC press brake were deployed for CPI Production and Engineering. The result? Rapid-turn for engineering prototypes, which are cut overnight (instead of over a couple of weeks), and components for production fixtures in just 24 hours. Combine capable engineering, a sturdy basic Waterproof Switch and rapid prototype service, and you have a valuable limit switch solution resource.

Put Control Products to work and experience our renowned service firsthand. We not only solve our customers' problems right, we solve them fast.

Contact CPI today at 973-887-9400, or e-mail: [sales@cpj-nj.com](mailto:sales@cpj-nj.com).

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**[Regional Project Manager Turns 14.](#)**

In one of our process improvement initiatives back in 1993, CPI revamped its selling process by creating the position of Regional Project Manager (RPM). Our goal was to be totally customer-centric by giving customers as much of a direct line to the factory and its resources as possible, and to help ensure that those resources could focus precisely on the customer's unique needs. Beyond the scope of activities typical of sales engineers, our RPMs follow customer applications from inception, to solution optimization, to production, and provide continual support throughout the life of the application. And since our RPMs are factory-based, our customers enjoy excellent responsiveness.



One of CPI's goals is to be viewed as "an extension of customers' engineering departments," and the RPMs (all with at least 12 years experience) play a key role in achieving that goal. Whether you have a challenging new application or an existing design that needs improvement, a CPI Regional Project Manager is ready to go to work for you.

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**CPI Spotlight**

**[John Crozier - the epitome of a successful CPI associate.](#)**

Twenty five years ago, a 19-year-old John Crozier joined CPI as a delivery man, splitting his time between driving the truck and working in the stock room. Shortly thereafter he shifted gears to the shipping department -- personally seeing to it that all products got to all customers ASAP.



In his 20s John was looking for a way to use his enthusiastic technical aptitude for CPI. So he took advantage of the company's tuition reimbursement program and attended Morris County College in the evenings to study marketing and advertising. After he had completed his course of study he shipped himself into the sales department, where he would use his talents to communicate the benefits of CPI solutions to new customers as well as existing accounts.

Continuing his upward spiral, John later earned his way to the position of Regional Project Manager, handling most of CPI's aerospace accounts while retaining his marketing and advertising role in creating product brochures, spec sheets and Web content. Today he's as happy an RPM as we've ever seen.

We asked John what keeps him rockin' at CPI. He said, "CPI has the ideal mix of people and culture. I can't imagine a place where there is a greater team spirit or company loyalty. And the fact that this has been fostered throughout this company for my last quarter century is absolutely amazing. How many people can truly say they love what they do? We can."

When John isn't rockin' at CPI, he might soon be found rockin' in western New Jersey nightclubs. He plays electric bass and is laying down the bottom lines for a new rock cover band that hopes to be gigging by September. John also enjoys tennis and hockey, skiing, the beach and cooking. He's learning French and is engaged to be married. The guy just keeps going, and going, and going...

And we're very proud to have him.

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#### What Do You Think?

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