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A Note From CPI

The skies are finally getting brighter for US manufacturers!

2004 ended on a high note with baseline industrial accounts experiencing volume increases, thanks in part to low interest rates and strong housing starts. A Bloomberg News survey of economists found that the US economy will probably expand 3.6% in 2005, after growing 4.4% in 2004. Although inflation continues to raise concerns, manufacturers are now enjoying some real pricing power. Also, according to Federal Reserve Bank of Atlanta President Jack Guynn, the US Federal Reserve still has "got a ways to go" on raising interest rates.

Companies providing equipment and materials to support our troops are experiencing a further surge in demand. Because needs for equipment and spare parts are expected to rise, the US government has sent letters to contractors, reminding them to pay close attention to priority ratings on orders that directly support our troops in the field. While meeting this demand has become a large part of the manufacturers' focus, development budgets are also on the rebound.

Additionally, China's overheating economy is hot news for the US. As the US-China trade deficit rapidly approaches \$150 billion, the threat of double-digit inflation will likely force China to strengthen its currency, thereby causing Chinese goods to become more expensive. This should relieve some of the competitive pressure on US pricing,

and that's just what the doctor ordered for small US businesses.

It's all good news for OEMs, who are moving forward with long overdue new product initiatives. In the non-automotive vehicular markets, for example, we are witnessing significant advances in machine capabilities, where the latest in control technologies are finally being utilized.

Let's keep the faith and keep moving forward. If we all do our part, we'll win this one. On behalf of everyone at CPI, I wish you the best of health, happiness, and success in 2005.

Sincerely,

Mac Stuhler
Vice President
Control Products, Inc.

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Feature Articles

How Reliable is Your Equipment?

Can you count on your equipment to function without failure, even with rough and continued use in nasty environments? You should. As a manufacturer, your reputation depends on it. So much is riding on your equipment being able to do its job day after day: customer satisfaction, warranty costs, repeat business, word-of-mouth advertising, cost analysis, and of course, competitive advantage. Make a reliable product and you're on top. Put out a product that gets a reputation for breaking down, and so will your business.

Reliability is a CPI specialty. If you're concerned about your equipment's reliability, bring your concerns to CPI. You'll sleep better at night and so will your customers.

We detailed Reliability in a previous issue of SensAbility ([Click here to read this issue](#)), and in this issue we'll cover a few more applications where reliability was a paramount concern. The manufacturers came to us, and we worked with them to provide a solution they could count on.

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Diamond Aircraft Specifies CPI's X2 Series Switch

At 18,000 feet, reliability isn't just nice; it's an absolute necessity! That's why Diamond Aircraft Industries in Austria have specified CPI's X2 Series switch for their twin-engine airplanes.



[Diamond Aircraft Industries](#) is a worldwide operating composite aircraft manufacturer with offices in major centers across North America, Europe, Japan, England, Austria, South Africa, and

Australia. Diamond has two production facilities: one located in Wiener Neustadt, Austria, where head office, research and development operations are conducted, and one in London, Ontario, Canada. At both facilities innovative aircraft solutions of the highest level and quality are produced for flight schools and private operators.

Diamond Aircraft's goal is automotive standards in aircraft production. They combine the very best material, engine, and navigation technology, and develop aircraft that are economical to purchase and maintain, and less polluting to the environment. They do all this while meeting the highest performance and safety requirements.

[The Joint Aviation Authorities](#), referring to rules from the

European Aviation Safety Agency, issued Joint Aviation Requirement, JAR-23 which states that each engine must be equipped with a fire detection system. An Internet search led one of Diamond's engineers to the CPI website, where he found a solution to an application requiring very high-temperature overshoot capability. A high-temperature thermal switch is the most straightforward approach to thermal sensing, and the X2 Series Rod and Tube construction provides extremely fast response time.



Did you know? You can get CPI's complete catalog of Thermal Switches on CD-ROM. This CD also includes comprehensive information on our Waterproof Switches and the SL Series Sensors. [Click here for details.](#)

Call us at: +1 973-887-9400; or e-mail sales@cpi-nj.com

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US Marines Rely on CPI



The United States Marine Corps trusts CPI's product reliability with their lives, whether on land or at sea. CPI's J4 series limit switch has been chosen to be at the heart of the hatch-open detection system for the US Marine Corps' Advanced Amphibious Assault Vehicle (AAAV). The AAAV has 11 hatches, any of which could spell disaster if left open when transferring from land to sea operation, or even when training the gun turret.

The AAAV can transport 18 marines plus a crew of three over water at speeds in excess of 20 knots. On land it's a

fast and agile personnel carrier with speeds up to 45 mph and the mobility of an M1A1 Abrams main battle tank. In either case, the AAV operates in an extremely hostile environment and the potential for failure is enormous. But when our troops' lives are at stake, failure is not an option. CPI's J4 series switch is modified for Nuclear, Biological & Chemical (NBC) wash-down resistance, and is ideally suited for this application with its truly submersible, rugged design.



The US Marine Corps trusts CPI's limit switch performance in treacherous situations, and so can you. Want to increase precision, efficiency, reliability, and safety? Bring us your challenges; we're here to help

Contact Control Products, Inc. 280 Ridgedale Avenue, East Hanover, NJ 07936; or call +1 973-887-9400; or e-mail sales@cp-nj.com.

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SL Series Update - Next Generation Will Extend Application Capabilities



Today, as heavy equipment manufacturers strive to improve their products' productivity and efficiency while increasing safety, they are incorporating more and more automated systems into their designs. CPI's SL Series sensor is the missing link - the enabling technology needed to apply reliable advanced control functions in mobile hydraulic equipment. Until the introduction of the SL Series, internal position sensing (with its inherent resistance to mechanical failure) in telescoping cylinders was impossible.

CPI's initial release of the SL200 Sensor generated a tremendous response from the marketplace. An updated version, the SL250, will be released in mid-year with significant enhancements including increased stroke capability to 72" (up from 48"), a refined sensor design, and a more robust high-pressure seal and interconnect. At the same time, production unit pricing is expected to come down substantially. The SL250 will install in exactly the same way as the SL200; in fact the new sensor is a drop-in replacement. OEMs will enjoy the benefits of easy installation, one sensor for any stroke length, and reliable non-contacting sensor technology.

The SL250 is your key to hydraulic system automation. With the expanded 72" stroke capability, there are many more applications where the sensor can be used. And like the SL200, it is internally mounted with no gun-drilling required. Since the sensor resides completely within the cylinder it is virtually impervious to shock, vibration, contamination, and physical impact. You can depend on it, no matter how severe the application or environment.

Leading manufacturers are maximizing their products' capabilities by implementing automated hydraulic systems. Want to know more? Visit CPI at [CONEXPO-CON/AGG 2005](#) and ask about the new SL250. Or call us at +1 973-887-9400; or e-mail sales@cpinj.com.

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CPI Spotlight

It's time to introduce CPI's Production Control Team: Amy Ferraro and Diana Fiallos

You may not have ever met them, or even spoken with them. But if you're a CPI customer, Amy Ferraro (r) and Diana Fiallos (l) have been a critical component in getting your order on-spec, on-budget, on-time, and on-quality.



From the moment your order is placed, Amy and Diana take ownership. Bringing your unique specs together. Expediting purchasing. Scheduling production. Supervising a team of 21 unique specialists as the product is built. Monitoring processes and procedures all along the way, and resolving any problems that might occur. Even running our shipping department and stock rooms. In essence, Amy and Diana shepherd your order from the moment you place it until the completed order leaves CPI.

As a team, Amy and Diana run like a clock, watching each other's back and always ready to pinch-hit for each other at any step of the way. It's inspiring to watch them in action. Equally inspiring are the results of their efforts.

Impressed? Then consider this: CPI products are all behind-the-scenes components. They're not visible in the equipment in which they are deployed, yet they are responsible for a particular function performing flawlessly under any and all circumstances. CPI products are critical components in your equipment's operation, and the Production Control Team of Amy Ferraro and Diana Fiallos is a critical component in CPI's operation.

But it's not all work for Amy and Diana. When she's not at CPI you might find Amy doing anything and everything with her five children, ages 16 to 36, and two grandchildren, 8 and 12. Holidays at the Ferraro home are a blast; can you imagine their Thanksgiving table?

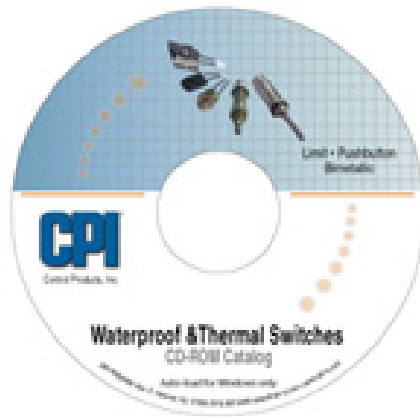
Diana is a self-professed "soccer mom," and spends lots of fun-time with her 14 year old son and other soccer

parents. Diana also loves to travel. She was born in Colombia and often visits Mexico, the Dominican Republic, Ecuador, and her favorite haunt, the Caribbean.

CPI is proud to have Amy Ferraro and Diana Fiallos on our winning team.

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CPI's Waterproof and Thermal Switch Catalog Now Available on CD-ROM



It's new and it's free. This handy, quick-reference CD-ROM catalog is replete with specifications, drawings, and application information to make it easier than ever to find the CPI waterproof or thermal switch to meet your needs. We've also included information on SL Series Sensors.

- Waterproof Switches are reliable and versatile solutions for industrial applications where traditional splashproof or wash-down resistant switches do not survive. A building block system of actuators and mounting brackets offers a wide array of semi-custom and custom configurations.
- Thermal Switches offer solutions for setpoints ranging from 0° to 1,850°F, enabling designers to quickly resolve temperature control issues with a vast array of mounting, probe, and temperature options.
- For those who want accurate, repeatable, and virtually indestructible position sensing securely contained inside a hydraulic cylinder, CPI's SL Series Sensor is the only way to do it.

The CD also includes links to the CPI website and online ordering, so samples can be requested as quick as a click.

Facilitate your design process and put Precision, Efficiency, Reliability, and Safety at your fingertips with the CPI Waterproof and Thermal Switch CD-ROM Catalog.

To get your free copy contact Control Products, Inc. 280 Ridgedale Avenue, East Hanover, NJ 07936; or call +1 973-887-9400; or e-mail sales@cpi-nj.com.

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You're Invited - Come See Us at CONEXPO-CON/AGG 2005

CONEXPO-CON/AGG 2005 will be the world's largest international gathering place in 2005 for the construction and construction materials industries, showcasing the latest equipment, services, and technologies.



**March 15-19, 2005
Las Vegas, USA**

With 2,300 exhibitors covering more than 1.85 million square feet of exhibit space, CONEXPO-CON/AGG 2005 will be the one source for more than 100,000 industry professionals from over 120 countries. This great show will be co-located with IFPE 2005 - the International Exposition for Power Transmission.

We'll be there, in Booth S-15013, South Hall, Second Floor. We're looking forward to seeing many of our customers as well as making some new friends. Please stop by and say hello.

The show will be held March 15 - 19, 2005 at the Las Vegas Convention Center in Las Vegas, Nevada, USA. Here is the link to the expo website, where you can learn more and register: <http://www.conexpoconagg.com>

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