



Hale Manufacturing, Inc
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CUTTING EDGE



Back to School...

Barry Scullin

Production Manager

Hale Manufacturing, Inc.

Recently I had the opportunity to participate in a four day class for Autodesk Inventor at JVH Engineering in Grandville, Michigan. The course was presented complete with interactive exercises that gave me the opportunity to practice the lessons learned in each chapter.

Being new to the Solidworks arena, I was unsure of what to expect, but amazed at how easy the step-by-step instructions were to follow. We were taught everything from the basics, like file formats, through how to model parts and work with assemblies.

I am very happy to have participated in the course and look forward to using my new-found knowledge when servicing our customers and staying in tune with new technologies which are ever changing.



Hale Exhibits at the 2009 Electrical Wire Processing Technology Expo in Milwaukee, WI

It was our pleasure to be an exhibitor for the second consecutive year at the 2009 Electrical Wire Processing Technology Expo in Milwaukee, WI. Wayne Hunter, owner and president of Hale, shared his 40 years of experience during a seminar on the first morning of the show. Many of the 75 that attended the talk, later visited our booth. Wayne was pleased to find that many attendees share the same values to which Hale adheres. Anyone interested in a copy of Wayne's lecture that featured topics such as "Reliability", "High Standards", "Testability" and "Communication", should email him at hunter@haleman.com. See page 2 for a comprehensive list of topics.

On display at the Expo were our standard test fixtures, streamlined hand-held designs, color-coded blocks, and many of our unique custom designs. Visitors could learn first-hand what a good value our quality product is and how this reduces the price per test over the long run. To see photos of our booth, visit our website: www.halemanufacturing.com.

We feel that the attendees this year had a genuine interest in our products and were receptive to establishing a long-term relationship. Before we returned to Michigan, our production manager, Barry Scullin, began preparing answers to queries and responses to several RFQ's.

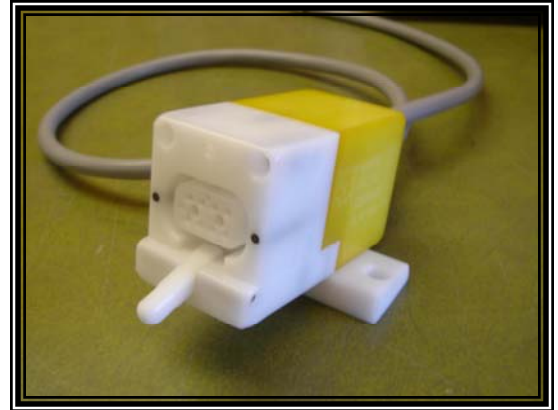
Since we've been back, it has been a pleasure to contact everyone we met. We wish everyone involved with the Expo a productive and profitable 2009.

What do you call this:

We are getting ready to run a contest on our website, www.halemanufacturing.com, to name the item in the photo at the right.

What would you call it?

If you want to be one of the first to respond, email us at quality@haleman.com.



How much do these cost?



Potential new customers often see our products and ask “How much is this design?”.

There are no set prices for our products because every order is unique. Even when there is an existing test block for your connector, there are many options that can be added to fit your exact needs. After receiving sample connectors (or very descriptive photos of the connectors you want to test) we ask you a series of questions. Your answers to these questions, along with recommendations from us will aid in the pricing process.

For a more in-depth description of our “Process of Quoting”, visit our website at www.halemanufacturing.com

Topics covered by Wayne Hunter at his Wire Harness Expo lecture:

- Testing Fixture Tasks
- Tolerances
- “Wiggle-Jiggle”
- Standards in the Industry
- Choosing the correct contact pins
- Testability
- Good Communication

Email Wayne for more info at hunter@haleman.com



Wayne Hunter of Hale and Angelo Doa of Orri Corp. review recent designs just prior to show opening on Wednesday morning.