

50 years **Electrical** **Business**



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- The BlueBook 2014 Buyers' Guide
- Standby generators: must-have accessory?
- 8 solutions for construction site theft

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EBMag is featuring a different guest editor on this page every issue during our 50th anniversary year.

Mike Doherty is Health & Safety manager with PowerTel Utilities Contractors Ltd., and can be reached at mdoherty@powertel.ca.

A true awakening: my first ESW

Back in 1999, I was working in the maintenance department at OPG's Darlington Nuclear Generating Station just east of Oshawa, Ont. My manager was challenged by a recent audit to conduct an electrical safety awareness course for front-line electrical workers. He was an excellent individual who was determined to get it done correctly.

As I was passing by his office, he called me in and asked if I would design and deliver the course. I said yes, adding that I would first like to do some research. After surfing the internet for a short while, it became apparent things were starting to change significantly in the world of electrical safety.

While online, I came across a link for something called the IEEE Electrical Safety Workshop, where leading thinkers interact, learn and share best practices. In 2001, the ESW was back in Toronto; as it was being held close to work, the costs were minimal, so management let me attend my first one.

It was a true awakening for me. One of the first people I met was Lanny Floyd from Dupont who, from the outset, has attended every ESW since the inaugural event in 1992. Lanny is the leader and heart of the workshop, and keeps the passion flowing through our community. You see, changing and improving the electrical safety culture is in the DNA of everyone who attends.

I had numerous questions regarding arc flash energies, and procured an invite to the ESW's meeting of the IEEE 1584 arc flash calculation working group (of which I am still a member). I had the distinct pleasure of meeting the movers and shakers in the science of arc flash calculation, including Ray Jones, the technical committee chair of NFPA 70E for many years and, easily, one of the most preeminent electrical safety experts on the planet.

Meeting and chatting with folks like Lanny and Ray made the event worth it, not to mention the other connections I made—many of which endure to this day.

Now, more than a decade later, I am preparing to attend my 14th "Superbowl of Electrical Safety" in a row, which is being held the first week of February 2014 in San Diego, Calif. It will be attended by the best in electrical safety, and those who want to learn from the best. The presentations, tutorials, vendor exhibit and hospitality suites are second to none; there are numerous opportunities to meet other people who not only passionately believe in zero injuries at work, but have the conviction to do something about it.

I strongly encourage you to attend, learn and share with us in stunning San Diego. The ESW will change the way you think, and helps ensure that when you implement electrical safety initiatives at work, you get them right the first time... which is great safety ROI for anyone. **EB**



On the cover and page 41

Consider blended learning as applied to electrical safety training

A blended teaching model using e-learning technology and leveraging instructor-led sessions will deliver more practical and useful workplace electrical safety training.

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Our comprehensive source guide for the electrical and communications markets in Canada.



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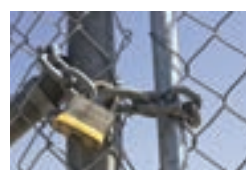
Global adjustment has become a significant charge for Ontario electricity consumers, yet it presents a tremendous opportunity for many to save hundreds of thousands of dollars by implementing strategies to ensure they reduce or offset their load.

52 Don't let these 3 common mistakes kill your next work truck spec

At its most basic level, a work truck is a piece of equipment that helps your employees do their jobs, but three common mistakes when spec'ing your truck can lead to a work truck that just doesn't work.

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Canada suffers from hundreds of thousands of dollars in construction theft every month, so what can you do to keep more of your money in your pocket—and away from thieves?



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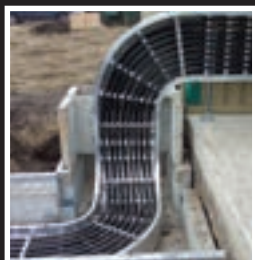
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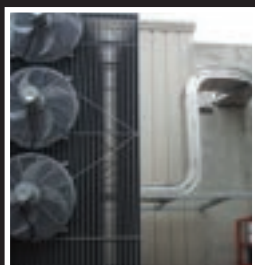
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Greenlee acquires utility-based HD Electric Company

Greenlee (a Textron company, www.greenlee.com) has acquired HD Electric Company (www.hdelectric-company.com), an Illinois-based designer and manufacturer of power utility products.

"The addition of HD Electric expands and strengthens our capabilities in the power utility segment," said Scott Hall, president, Textron Industrial Segment and Greenlee. "The combination of HD Electric, Greenlee Utility and Sherman + Reilly allows us to offer a more complete product solution to the power utility customer."

HD Electric specializes in test and measurement, controls and system monitoring, safety and specialty products for the electric power industry. The company employs 38 people and will join the Greenlee family of brands alongside Greenlee, Klauke, Greenlee Communications and Sherman + Reilly.

This is the second acquisition in the last six months by Greenlee, says the company, as it continues "to strengthen and expand its position in the power utility segment".

Shermco completes acquisition of Sask's Magna Electric

Texas-based Shermco Industries (www.shermco.com) says it has completed its acquisition of Magna Electric Corp. (MEC, www.magnaelectric.com), a Canadian electrical power system engineering, testing, construction, manufacturing and commissioning service company based in Saskatchewan. Terms of the transaction were not disclosed.

"In years past, our two companies have partnered on a number of projects, including the first phase of the Keystone pipeline and Hurricane Sandy disaster recovery efforts," said Ron Widup, Shermco president and CEO. "We couldn't be more excited to be creating a North American powerhouse in electrical testing and maintenance, which we believe is poised to take advantage of powerful forces driving growth in the energy, industrial and other sectors."

The transaction establishes Shermco in Western Canada, including Saskatchewan, Alberta and Manitoba. The combined company will have over 1000 qualified electrical workers in locations across Canada and the United States, says Shermco, noting this creates the largest independent electrical testing and maintenance service

company in North America.

The full MEC workforce and senior management team will be integrated with Shermco; operations at all of MEC's existing facilities are expected to continue.

"There are tremendous opportunities being created as

Canadian companies work to meet strong demand for energy across North America, as well as a wide range of other products and services," noted Kerry Heid, CEO of MEC. "By joining forces, we will be better positioned to help our customers meet those critical needs."



Ron Widup



Kerry Heid

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Help solve world energy challenges with "Go Green in the City" 2014



The 2013 top prize was awarded to Alyssa Tricia Eloise Vintola and Lorenz Ray Payonga from Ateneo de Manila University.

Schneider Electric (www.schneider-electric.com) has launched the fourth edition of "Go Green in the City", (www.gogreeninthecity2014.com) a global business case challenge focusing on innovating energy solutions for the city.

The increased relevance of energy issues to students all over the world, in particular new economies, is important for Schneider Electric, says the company, which decided to launch a new and extended edition of the contest. It says "Go Green in the City 2014" case challenge is "the definitive global student competition" for green energy solutions, with more than a dozen new countries participating, bringing the total number of countries to 31.

Schneider says the ongoing interest in the contest demonstrates that future engineers are more aware of the need for increased demand for electrical power, and that it will have to be balanced with social progress and environmental protection.

From November 15, 2013, to February 15, 2014, business and engineering bachelor (2nd year and on), master or MBA students from all over the world are welcome to join the challenge by forming a two-member team, with at least one of the members being a female. They must submit a case study illustrating their ideas for viable energy management solutions for one of the five basic urban sectors (residential, university, business, water and hospitals).

To gain expert tips about their case and have the possibility to gain a unique insight into one of the leading energy management companies of the world, students can unlock a creative challenge through an online game quiz. So far, more than 1744 pre-registrations representing 81 nationalities from all over the world have been received.

The top 100 teams will be announced February 28, 2014, and will have a month to work with a mentor from Schneider to create a synopsis and a video business case for their idea. The 12 best teams will then be flown to Paris in June 2014 to compete in the final. The winning team will travel the world with Schneider, visiting facilities, networking with employees and high-level management, and be offered jobs within the company.

Canada says OK to Labrador-Island Transmission Link

Joe Oliver, Canada's minister of natural resources (www.nrcan.gc.ca), says the government has determined the environmental effects of the Labrador-Island Transmission Link project are justified in view of the "significant economic benefits and reductions in greenhouse gases for the region". With this decision, the project proponent can continue with the regulatory approval process.

"This project will not only create jobs and economic growth for people in Newfoundland & Labrador, it will also significantly reduce greenhouse gas emissions while providing a stable source of clean energy for Atlantic Canada," said Oliver. "Our government will continue to work with our partners, including Aboriginal groups, to balance economic development with environmental protection."

The 1135-km Labrador-Island Transmission Link will deliver electricity produced at the Muskrat Falls hydroelectric generating facility to the island of Newfoundland. The federal environmental assessment of the project was conducted by the Canadian Environmental Assessment Agency. The government says it weighed all of the identified benefits, effects, risks and uncertainties, and found the project is justified on both economic and environmental grounds. The government adds it will ensure "extensive measures are taken to mitigate the potential environmental impacts of this project".

"This decision marks a critical milestone in the development of the Lower Churchill River hydroelectric projects," said Derrick



Dalley, minister of natural resources with the Government of Newfoundland & Labrador. "This incredible endeavour will result in countless benefits to our province, the most important being the provision of reliable, least-cost power to meet the growing demand for electricity."

The project will require federal authorizations under the Fisheries Act, the Navigable Waters Protection Act and the Federal Real Properties and Federal Immovables Act to proceed.

Newfoundland & Labrador estimates the Lower Churchill Loan Guarantee projects are anticipated to yield "extensive direct and indirect economic benefits" to Atlantic Canada and involve \$7.7 billion in investment. The projects are expected to generate over 3100 jobs at peak employment during construction.

Canada says it will continue to work with Emera (www.emeraenergy.com), Nalcor Energy (www.nalcorenergy.com) and the provinces of Newfoundland & Labrador and Nova Scotia as they move forward with developing the Lower Churchill River Projects.

Come on, Canada! Surely we've got the next Cold Crew Champion!



The search is on for the "toughest winter workers" in the 3rd annual Cintas & Carhartt Cold Crew Contest (www.cintas.com/carharttcoldcrew), and surely Canada has the next Cold Crew Champion!

Cintas launched the campaign in 2011 to recognize individuals in Canada and the U.S. who withstand the toughest winter working conditions. Contestants are encouraged to share their stories and explain why Carhartt is essential to their jobs for their chance to win free

merchandise and a grand prize trip for two.

Entries are being accepted now through February 28, 2014, at which time Cintas and Carhartt will select finalists and begin public voting at the contest website.

Several reasons to join the Cintas & Carhartt Cold Crew:

1. This is the chance to share how you "Outwork Them All".
2. This is a free way to promote your company and represent others in your profession who work as hard as you.
3. If you are selected as one of the finalists, your family, friends and coworkers can support you by voting online.
4. The grand prize winner receives an all-expenses-paid trip for two (to be announced), and there is also a chance to win Carhartt merchandise.

Cintas & Carhartt say last year's contest attracted hundreds of entries, which were narrowed down to nine finalists from across Canada and the United States. The winner of the grand prize trip was James Tatem, an arborist foreman from Hooksett, N.H.

RECALL: TSC Stores recalls Pinnacle portable fans

PHOTO COURTESY ESA.



Ontario's Electrical Safety Authority (ESA, www.esasafe.com) is notifying the public that TSC Stores has announced a voluntary recall of certain portable fans and air circulator units sold at TSC Stores between March and May 2013.

The affected products have not been tested to determine whether they comply with Canadian standards for product safety and, as such, may pose a safety hazard. No incidents/injuries have been reported.

The recall involves 1067 units that were manufactured in China and imported by Pinnacle Products International Inc. The recalled units include:

- PT-240-DDF 24-in. direct-drive
- PT-36-BDF 36-in. belt-drive
- PT-42-BDF 42-in. belt-drive
- PT-48-BDF 48-in. belt-drive

If you have one of these fans, stop using it and return to TSC Stores for a full refund. For more information, contact Beth Miller-Ennis, Pinnacle Products International Inc., at (800) 641-6996 ext. 420.

JF Industrial convicted of illegal work after apprentice severely burned

JF Industrial Systems Inc. has been convicted of charges related to performing electrical

work illegally and fined \$25,000, after an employee was seriously burned when a machine on which he was doing electrical work exploded, showering him with molten metal, said Ontario's Electrical Safety Authority (ESA, www.esasafe.com).

The Windsor-area company was found guilty on one count of performing electrical work without an electrical contractor's licence.

Under Ontario Regulation 570/05, Licensing of Electrical Contractors and Master Electricians, only Licensed Electrical Contractors are permitted to contract to perform electrical work in Ontario.

The company was hired in October 2011 to install new electrical equipment to existing machines at a local company. In January 2012, an apprentice in his 20s was removing a piece of electrical equipment from a machine, when the equipment caught fire and showered him with molten metal. The worker suffered severe burns and is not yet medically cleared to return to work.

"It's extremely unfortunate that this incident resulted in a young man sustaining serious injuries with longterm effects that may change the course of his chosen career," said Scott Saint, ESA's chief public safety officer. "However, it is encouraging to see that the courts have sent such a strong message that doing electrical work without a licence has serious consequences. I believe that this case will serve as a deterrent to others who consider ignoring the law."

Legitimate contractors should remind consumers of ESA's 3 Cs:

- Check to ensure the contractor holds a valid electrical contractor licence, which you can search at www.esasafe.com.
- Confirm they are arranging the appropriate inspections from ESA.
- Call ESA at (877) 372-7233 when you suspect someone is misrepresenting themselves.

Southwire to acquire Coleman Cable in \$786-million deal

Southwire Company (www.southwire.com) and Coleman Cable Inc. (www.colemancable.com) have entered into a definitive merger agreement, under which Southwire will acquire Coleman, valued at about \$786 million. The deal is expected to close in the first quarter of 2014.

"Coleman's exceptional engineering capabilities across multiple end markets and stellar reputation among customers make it an ideal fit with Southwire," said Stuart Thorn, president and CEO of Southwire.

"We are pleased to announce this transaction, which delivers immediate and certain cash value to our stockholders and supports a strong future for Coleman," said Gary Yetman, Coleman president and CEO. "As one of North America's largest producers of wire and cable, Southwire is a proven industry leader and, together, we will continue building on the solid momentum our team worked so hard to create."

Until the merger is complete, both Southwire and Coleman will continue to operate as separate companies.

Following the transaction's closing, Coleman's management team will join the Southwire organization.



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Lighting player Royal Philips (www.philips.com) and carpet manufacturer Desso are partnering to develop solutions that combine LED lighting with light transmissive carpet.

"This light transmissive carpet solution is designed to engage directly with people's senses and the eyes' natural inclination to seek out light," said Ed Huibers, marketing and sales director at Philips Lighting.

The solution "will transform the way people interact with information and their environment" in offices, hotels, conference centres and other public buildings, says Philips. These LED carpets will provide

benefits in the areas of information, direction and safety, such as:

- Guiding people around buildings, including safety exits and routes.
- Enhancing the ambiance and atmosphere of the interior of buildings, combining lighting with design and colour.
- Helping to de-clutter spaces by making information visible only when needed.

The solution is designed for high traffic areas and comes in different colours, shapes and sizes. "We know people spend 90% of their

time indoors, and our vision linked to this is to create innovative flooring solutions that contribute to people's health and well-being," said Desso CEO Alexander Collot d'Escury.

The partnership calls for Philips and Desso to work exclusively together in developing the markets in EMEA (Europe, Middle East and Africa). In addition, a joint development agreement has been signed focusing on a integrating this solution into new and existing buildings. The product name will be revealed in 2014 as part of the full go-to-market launch, but Philips and Desso say they are already working on pilot projects "in key markets".

PowerCheck's Brian Cook and Nechako land prestigious BC safety awards

Six recipients from multiple technology sectors have been selected to receive BC's highest safety honour at BC Safety Authority's 8th annual Lieutenant Governor Safety Awards, and among them is Brian Cook, president and founder of PowerCheck Electrical Safety Services, and Nechako Green Energy. Congratulations!

The awards recognize individuals and organizations who demonstrate exceptional leadership, achievement or innovation in the promotion of technical systems safety in the province. "Their efforts enhance public confidence in safety systems," said Catherine Roome, BCSCA president and CEO (www.safetyauthority.ca). "BC Safety Authority is proud to recognize the outstanding work of these individuals and organizations."

Brian Cook is a licensed electrical contractor and registered electrical field safety representative with over 36 years in the electrical industry. He has published numerous papers on electrical safety, and has authored and delivered curriculum on electrical systems at

the University of British Columbia. As the founder and president of PowerCheck Electrical Safety Services (www.powercheck.ca), Cook has made significant contributions to electrical safety by working with the home insurance industry to carry out risk assessments of residential electrical systems.

Vanderhoof-based Nechako Green Energy (www.sinclar.com/our_organizations/index.php) is the first biomass heat recovery plant in the Canadian forest industry, taking steam waste from the company's mill operations and turning it into electric power. Nechako Lumber Company Ltd. was one of the first companies to submit a Safety Management Plan under the Alternative Safety Approaches regulation, introduced in April 2011, and is the first company to have its plan accepted by BC Safety Authority.

The BC Safety Authority is an independent, self-funded organization mandated to oversee the safe installation and operation of technical systems and equipment. In addition to issuing permits, licences and certificates, it works with industry to reduce safety risks through assessment, education and outreach, enforcement and research.

Canada still good place to do business, says wind energy association

"Anyone participating in wind in Canada is not just looking at Ontario," answered Robert Hornung (photo), president of the Canadian Wind Energy Association (CanWEA), when asked whether the World Trade Organization's ruling against Ontario would negatively impact the province's green energy industry.

You may recall, the province's domestic content requirements under its lucrative 2009 Feed-in Tariff (FIT) and microFIT programs for renewable energy procurement were seen as unfair by the likes of Japan and the European Union.

Hornung made the statement while delivering a market update on wind energy in Canada yesterday exclusively for accredited media, adding that "Domestic content requirements were a good incentive, but [wind power players] ultimately saw an opportunity in the [Canadian] market, as well as the ability

to export out".

He concedes there will now likely be more competition for established players, but that "it's a positive thing".

Hornung started his presentation by explaining 2013 has been a record year for wind power, with 20 projects totalling nearly 1600MW in new capacity. 97% of new capacity stems from 13 projects, including three 150MW projects in Quebec, which installed over 1000MW of wind energy this year. Those projects used product from Enercon, Suzlon/Repower, Vestas, DeWind and Siemens.

And while Ontario and Quebec led the country in wind power this year, other jurisdictions are getting in on the action,



Robert Hornung

with 2013 projects also being commissioned in Prince Edward Island, Nova Scotia, Saskatchewan and British Columbia. Hornung noted Alberta has the potential to approach 1500MW of capacity by the end of next year.

Ontario's latest Long-Term Energy Plan calls for "community engagement", and Hornung says he welcomes this, saying the wind power industry has "shown some imagination in engaging communities". He does, however, concede this is an area

of continuous improvement. "It's incumbent on wind developments to be a citizen in their community," said Hornung.

He noted that, even just a few years ago, wind developers naturally assumed community support, but that industry has since "learned support has to be earned". **EB**

Every day throughout the world, hundreds of people face serious injury or death due to arc accidents. What's more, this is not restricted to countries with low safety standards. According to public data, one person dies each day in North America due to arc flash accidents. Several more are injured.

In just one second, enough power can be generated from an arc flash to blow up switchgear or kill a person.

In any plant, the risk of arc accidents can be reduced by the design of systems (mechanical and electrical) and the procedures for working with electric equipment. The importance of safety has led several manufacturers to develop 'arc-proof' or 'arc resistant' switchgear, where the mechanical design as well as the choice of electrical components reduces both the risk of an arc accident and its consequences.

Unfortunately, these measures are most often not sufficient for two reasons; (1) Most accidents happen with the switchgear door open, which reduces the effects of mechanical protection, (2) Breaker protection is based on over-current only and often includes time delays.

When do arc flash accidents occur	The most common reasons for arc flash accidents
25% without operator	1. Human errors
10% with operator in front of a closed door	2. Mechanical faults
	3. Bad connections
65% with operator working in the switchgear	4. Pollution
	5. Animals

In the majority of incidents, work on the electric equipment is ongoing and the panel-door is open. Human error, therefore, is the most common reason for accidents. As mentioned earlier, today's switchgear are built to be 'arc-proof' by containing the arc inside and/or using cell separation. But when the door is open, a fast and separate arc protection device is needed to maintain the safety level.

Reducing the consequences of arc faults is all about time (see chart). This is why the ABB TVOC-2 (Arc Guard System™) reacts in just a couple of milli-seconds, thereby over-ruling standard protection time delays when tripping breakers.

Safety is becoming more and more important. As legal and regulatory requirements increase, old equipment soon becomes out-of-date. Arc Guard System™ can help increase equipment safety and thereby prolong its life-cycle.

Arc Guard System™ will not prevent the accident from happening – but it will significantly reduce the damage caused.

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1. Detectors sense the arc flash inside the equipment.
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3. Monitor sends a trip signal to the circuit breaker.

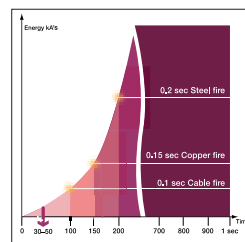
To meet the demands of our customers and end-users, the TVOC-2 focuses on Reliability, Flexibility and Simplicity.

In addition to being cULus and CSA certified, the TVOC-2 is designed with functional safety in mind. With its SIL 2 design, it is approved for today's applications as well as tomorrow's industry needs. The TVOC-2 is tested and approved for functional safety and reliability according to IEC 61508 (similar to ISO 13849-1 PL level 'D').

This SIL 2 compliance means that the product is designed so that a fault in a component will not result in a safety function failure. For example,

certain capacitors have a redundant copy if the first one fails. The system also monitors itself and lets you know if anything seems wrong. Many of the added functions are handled by a microprocessor, but more importantly, none of the safety functions. Both you and your business can feel safe with TVOC-2.

Using TVOC-2 means that you can meet the highest safety requirements! For example, NFPA70E, a US standard for the safe installation of electrical wiring and equipment, states: "a flash hazard analysis shall be done in order to protect personnel from the possibility of being injured by an arc flash. The analysis shall deter-



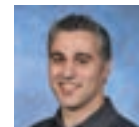
Pictures from test with TVOC. Arc fault with Arc Guard system.



Pictures from test with TVOC. Arc fault without Arc Guard system.

mine the Flash Protection Boundary and the personal protective equipment that people within the Flash Protection Boundary shall use." With Arc Guard System™, these calculations will show that the energy from an arc flash is decreased to an extent

that reduces the need for additional protection or increased levels of PPE.



Mark E Djerrahian
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enclosed products.
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Arc Guard System™ TVOC-2. A protection device for reliable safety.



Every day throughout the world, hundreds of people face serious injuries or death due to arc accidents. That's why ABB has developed the TVOC-2 Arc Guard System which significantly reduces the consequences of arc faults. The ABB state-of-the-art TVOC-2 reacts in less than a milli-second, thereby over-ruling standard protection time delays, which reduces the energy in the arc so that personal injury and equipment damage are kept to a minimum. TVOC-2 is certified according to the functional safety (SIL 2) and is cULus approved. www.abb.ca/lowvoltage

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Chris Hummel is joining **Schneider Electric** (www.schneider-electric.com) as chief marketing officer, executive vice president and member of the executive committee. Reporting directly to **Jean-Pascal Tricoire**, chair and CEO of Schneider Electric, Hummel has responsibility for the company's marketing. "Chris' strong marketing, technology and solutions background will support the execution of Schneider Electric's strategy," said Tricoire. "His broad experience as a general manager and long career living and working in high growth economies, will add to our capabilities and help developing a closer and broader relationship with our customers and partners."



Axel Schlumberger has named **Axel Schlumberger** president of **Southwire Canada** (www.southwire.ca), where he will manage sales, marketing and support operations from its headquarters in Mississauga, Ont. He most recently served as senior vice president of technical sales and support for Southwire's Energy Division. "Few people in the world match Axel's knowledge of and expertise in the technology side of our business," said **Jack Carlson**, president of Southwire North America. "His experience in product development, technical support and sales provides a tremendous advantage as we seek to expand our presence in the Canadian market." He is also a senior member of the Institute of Electrical and Electronic Engineers (IEEE) and a member of the International Council on Large Electric Systems (CIGRE). The company has announced Schlumberger will be moving to the Canadian head office to assume his position effective immediately. Meanwhile, former Southwire Canada president, **Eric Schmidt**, will be moving into an international strategic business development position based in Southwire's Carrollton office.

Thanks to **Affiliated Distributors** (www.adrewards.ca) for letting us know that, for the 6th straight year, **Stelpro** (www.stelpro.com) employees participated in the **Grande Virée des Sentiers**:

an annual 5-km run in Mont St-Bruno to raise money for the Sainte-Justine Children's Hospital Foundation. Stelpro is a North



American manufacturer of heating, ventilation and control products. Founded in 1981 by John Chabot, the company now employs over 440 people. It joined Affiliated Distributors in 1997. The company had 87 employees participating in the run this year, surpassing the goal of 80. A dozen Stelpro employees also contributed their time and effort as volunteers to help organize the event and cheer on runners. The company donated \$250 in the name of each employee who completed the run. The event helped raise \$21,750 for the foundation. Stelpro president **Yves Chabot** has already promised the company and its employees will run again in 2014, says Affiliated.

Universal Lighting Technologies (www.unvlt.com) says it has appointed **Martin Pint** as vice president of distribution sales, which "builds on the company's strategic commitment to growing the distribution channel for all Universal Lighting products sold". "Martin has a proven track record of expanding business opportunities



Martin Pint

for manufacturers throughout North America," said **Joe Damiani**, senior vice president of sales. "His high-level sales experience and innovative management techniques uniquely position him to seize new opportunities for Universal Lighting's growing markets and strengthen relationships with our current distribution partners." Pint comes to the lighting manufacturer with 20 years of executive experience in manufacturing sales for North America.

Ulrich Spiesshofer has succeeded **Joe Hogan** as chief executive officer of **ABB** (www.abb.com) following a three-month transition period announced earlier this year. Hogan will continue as advisor to the board until the end of March 2014. "Ulrich Spiesshofer has an outstanding track record forming and developing high-performing teams, and has demonstrated excellent strategy and execution skills," said **Hubertus von Grunberg**, chair of the board, in a welcoming



Ulrich Spiesshofer



Greg Scheu



Brice Koch

statement. "I look forward to working with ABB's strong team to deliver continued profitable growth against our strategy and create long-term value for our customers, employees and shareholders," said Spiesshofer. Meanwhile, ABB says it is realigning responsibilities in its Group Executive Committee (EC) to put a strong focus on acquisition integration and the expanded North American business portfolio. As a result, **Greg Scheu**—currently responsible for marketing and customer solutions on the EC—will lead the group's acquisition integration efforts and take over responsibility for North America, where he will retain responsibility for ABB's service business, while the remaining activities of marketing and customer solutions will be further developed by other members of the EC. In addition, **Brice Koch**, head of the Power Systems division at ABB (www.abb.com) is leaving the company to become CEO at **Oerlikon**—a Swiss-based industrial group specializing in machine and plant engineering. "[Brice] has done so much to drive collaboration and performance at ABB, and we will miss his valuable contribution," said Spiesshofer. Koch joined ABB in 1994 and held a number of roles in Switzerland before taking over as global head of the Transformers business unit in 2002, and has been responsible for the Power Systems division since March 2012.



Robert Howard-Anderson

Lighting industry player **Fulham** (www.fulham.com) has appointed **Robert Howard-Anderson** to the position of CEO. Bob comes to Fulham following nine years as CEO of Occam Networks Inc. "Now is the perfect time to infuse the company with the kind of leadership that Bob brings to the table to truly catapult Fulham to its next tier of growth," said **Dennis Costello**, board chair.

"The board would like to thank COO Harry Libby, CFO Jim White and CTO/EVP Jim Obbink who have propelled Fulham forward over the past eight months, acting as the Office of the President, and we are pleased to have all three reporting to Bob in their current roles with the company," continued Costello.



Vicki Rine

Vicki Rine has joined **Shermco Industries** (www.shermco.com) in the Engineering Services Division as an account manager, representing the company's technical and safety training services. She will focus on business development with electrical generation and transmission organizations—including fossil fuel, nuclear, wind and solar—in both Canada and U.S. This includes power companies, dedicated operations and maintenance organizations, as well as original equipment manufacturers (OEMs). "We're excited to welcome Ms. Rine to our team. She has many years of technical training experience, which will greatly benefit Shermco's customers," said **Mike Hancock**, corporate sales manager for Shermco's Engineering and Machine Service Divisions. Shermco provides testing, repair, professional training, maintenance and analysis of rotating apparatus and electrical power distribution systems and related equipment.



Catherine Kargas

At EV2013 in Gatineau, Que., in October, **Electric Mobility Canada** (EMC, www.emc-mec.ca) elected **Catherine Kargas**, vice-president of **Marcon** (Montreal) as chair of the board. Kargas has served as an EMC director for several years, and has "played a key role" in guiding EMC as it continues to expand its activities aimed at the electrification of transport in Canada. She is joined on the executive committee by Mark Dubois-Phillips of Powertech Labs from Surrey, B.C., as vice-chair, and Dan Guatto of Burlington Hydro in Ontario as secretary-treasurer. EMC's membership includes vehicle manufacturers, electrical utilities, parts and components suppliers, fleet managers and academics. **EB**

PHOTO A. CARPUN.

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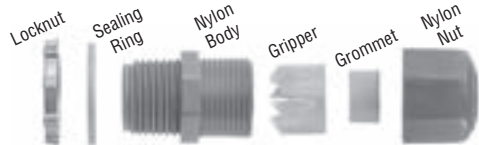
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LPCG507	1/2	.385 - .750	
LPCG753*	3/4	.100 - .300	For BLACK connector add suffix BL; for WHITE add suffix W to catalog number.
LPCG754	3/4	.240 - .472	
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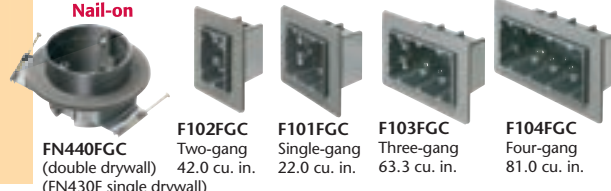
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8413	1-1/4"	1.000	1.460	.870	1.370	2-3, 2-4, 1-3, 1-4, 1/0-3, 1/0-4, 2/0-3, 2/0-4, 3/0-3
8414	1-1/2"	1.360	1.770	1.250	1.590	2/0-4, 3/0-3, 3/0-4, 4/0-3, 4/0-4, 250-3, 250-4
8415	2"	1.700	2.200	1.550	2.050	250-4, 300-4, 350-3, 350-4, 500-3
8416	2-1/2"	2.100	2.700	1.950	2.400	500-3, 500-4, 600-3, 600-4, 750-3
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*Examples of 3- and 4-conductor cables accommodated.

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Whose design is it anyways?

One of the most important issues to consider when negotiating a contract between a design professional and an owner is which party ultimately owns the design. Owners often want ownership because they paid for it, and want the ability to modify or expand their project in the future without having to pay additional fees to the designer.

Designers have equally strong incentives to obtain and maintain control of the documents they produce; they wish to protect the artistic content of their work, as well as obtain the financial benefits associated with control over the design.

Valid arguments can be made for both parties when deciding who should own the design. From the owner's perspective, the justification for ownership is largely financial. The owner pays for the design, and expects it should retain the ability to use the design for its purposes, including beyond the immediate project. In some cases, an owner will want to retain ownership to protect the originality of the project, especially when it involves a one-of-a-kind structure (although this objective is less common).

From a designer's perspective, retaining ownership is, quite simply, a means to protect its livelihood. Without ownership, the designer may not be able to prevent the owner or anyone to whom the owner may transfer the design documents from modifying, copying or selling the design with no compensation being paid to the original designer. Designers may also have concerns from a liability perspective. When their designs are used by the owner or a third party without the original designer's involvement, the designer may face risk should damages be suffered by the owner or third parties in any subsequent project where the design is used.

When both parties have legitimate interests in owning a design, how are they to be reconciled in negotiations? Here are some important points to consider:

1. Does the owner really need or want ownership of the copyright to the design documents? The copyright matters little to the owner in most cases because he will not be duplicating the project, so it should remain with the designer.
2. Would the grant of a license by the designer to the owner provide the owner with the rights it requires to utilize the design, including to copy or reproduce it, for the purposes of its project? Often, a license is all the owner needs to use the design documents for its project, so this is a particular area of potential compromise.
3. Is it important to the owner that any license it obtains extends to performing alterations or modifications to the design for use in subsequent projects or additions at the site? This will likely depend on the nature of the project. In some cases, where no future expansion or phase is planned, an owner may be content with a license that only covers the immediate project.
4. When a broader licence relating to the use of the design for future alterations or additions is required by an owner, can the designer's liability concerns be addressed through the inclusion of a requirement for the designer's prior consent? If not, will a waiver (by the owner of its claims against the designer) and/or an indemnity (from the owner to the designer for possible third-party claims arising from the alteration or misapplication of the design) address the concern?
Again, this is a possible area where true negotiation can take place so that a compromise acceptable to both parties is achieved. By agreeing to a waiver of claims and/or an indemnity, an owner can sometimes address a designer's liability concerns.
5. How will use of the design documents—either on the basis of ownership rights or with a grant of a license—be affected by a termination of the agreement? In the event of a termination of the designer for cause by the owner, there is a strong argument that the owner's proprietary interest in the design should not be adversely affected by the termination.

However, were the owner to terminate the designer for convenience, or were the designer to terminate the owner for cause (e.g. for a non-payment), then the designer has a stronger argument that the owner should not be entitled to maintain any proprietary rights after the termination. In any event, this issue should be addressed in the language dealing with the ownership and use of the design.

The legitimate interests of owners and designers in the ownership of the design produced for a project mean that both parties need to take a realistic approach to the negotiation of the issue. In coming to an arrangement that works for both parties, owners should consider what rights of use *they actually need* to achieve their project objectives, while designers should consider whether granting the owner a limited licence accompanied with consent requirements, waiver language or even indemnities addresses its liability concerns. As difficult as this issue can sometimes be, a realistic compromise is possible when parties conduct themselves in a commercially reasonable manner. **EB**

Ian Houston is regional leader of the Construction and Engineering Group in the Toronto office of Borden Ladner Gervais LLP (www.blg.com), and a Fellow of the Canadian College of Construction Lawyers. His practice ranges from providing commercial law advice on contractual and procurement issues, to assisting clients in resolving disputes through litigation or alternative dispute resolution methods. Ian can be reached at (416) 367-6111 or ijhouston@blg.com.

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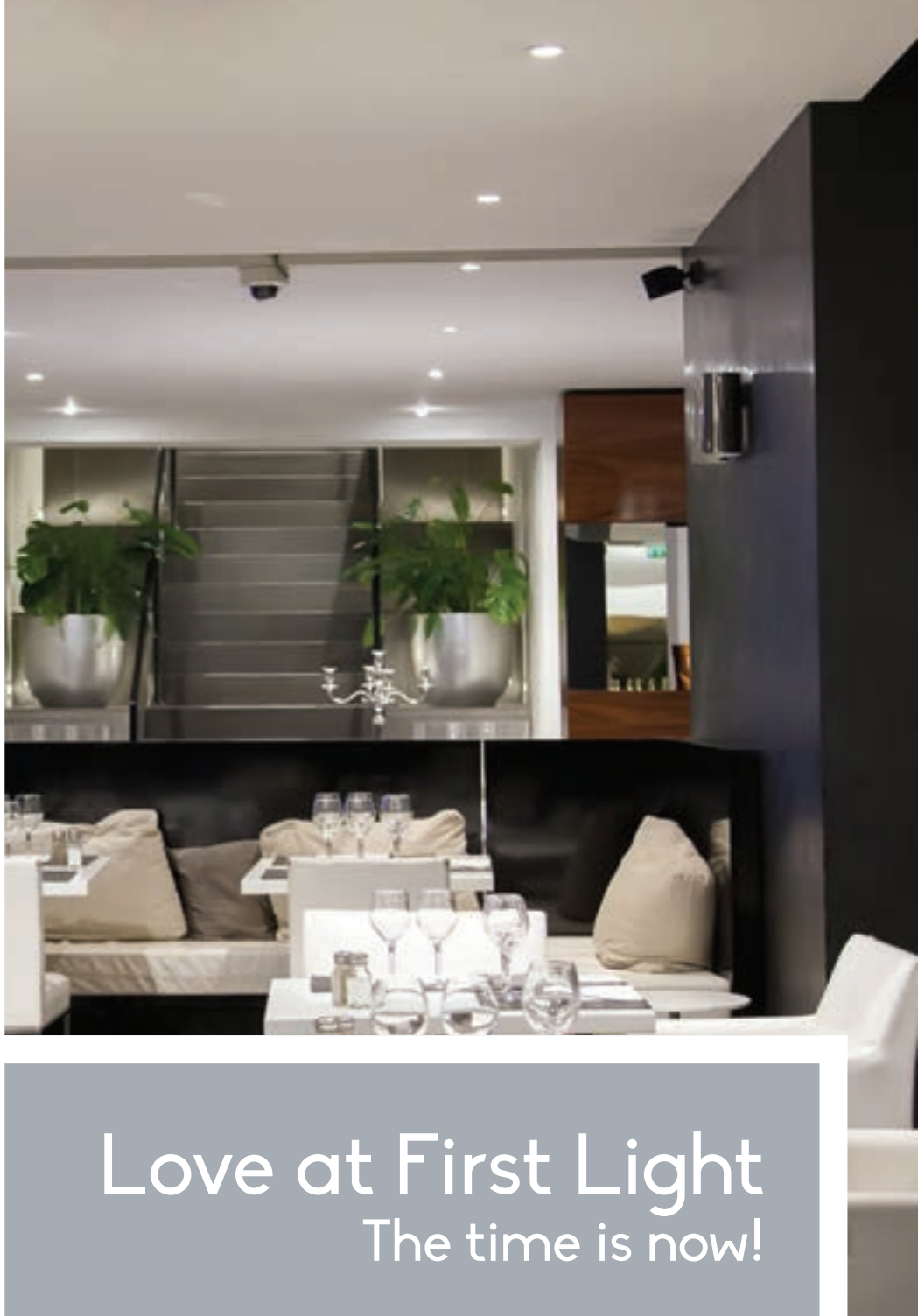


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Willett Manufacturing Ltd.

OUTLET BOXES/WALLPLATES

Azco Technologies Inc.
Belden
Black Box Canada Corporation

Energy Innovations Co.
Ericson Manufacturing Co.
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical Systems
ICC
Inventronics Ltd
Leviton Manufacturing of Canada Ltd.
Lex Tec Inc.
Linear
Panduit Canada Corp.
Rab Design Lighting Inc.
Tevelec Limited
Thomas & Betts Canada Ltd.
Transglobal Systems of Canada Inc.
Vista Electrical Products

PULL/SPLICE BOXES

ADC Telecommunications Inc.
Azco Technologies Inc.
Bel Products
Belden
Energy Innovations Co.
EXM Manufacturing Ltd.
Hammond Manufacturing Co. Ltd.
Panduit Canada Corp.

CONDUIT & CONNECTORS

CABLE FITTINGS

Abel Electric
Alico Industries Inc.
Bartco Lighting, Inc.
CommScope Enterprise Solutions
Cooper Industries
Electro-Meters
Langford & Associates Inc.
Locweld Inc.
National Cable Specialists
Panduit Canada Corp.
Quick Cable Canada Ltd.
Rack-A-Tiers
Storm Copper Components, Co.
Superior Flexible Conduits Inc.
Techspan Industries Inc.
Thomas & Betts Canada Ltd.
Timberland Equipment Ltd.
Vista Electrical Products

CONDUIT

A-D Technologies
Anamet Canada Inc.
Bridgeport Fittings, Inc.
Dura-Line Corp.
Ideal Industries (Canada) Corp.
Superior Flexible Conduits Inc.
Techspan Industries Inc.
Tevelec Limited
Thomas & Betts Canada Ltd.
Wavell Electric Ltd.
Wheatland Tube Company

CONNECTORS

3M Canada
AFOP
Bridgeport Fittings, Inc.
Burndy Canada Inc.
Channel Vision
Conec Corporation
CZ Labs
Energy Innovations Co.
Ericson Manufacturing Co.
HB Etlin/Etlin-Daniels
Ideal Industries (Canada) Corp.
IlSCO of Canada Co.
Leviton Manufacturing of Canada Ltd.
National Cable Specialists
Northern Technologies
Panduit Canada Corp.
Phoenix Contact Ltd.
Rab Design Lighting Inc.
Storm Copper Components, Co.

Techspan Industries Inc.
Tevelec Limited
Thomas & Betts Canada Ltd.
Vista Electrical Products
WAGO Corporation
Weidmuller

GROUNDING DEVICES

Burndy Canada Inc.
IlSCO of Canada Co.
Leviton Manufacturing of Canada Ltd.
Lind Equipment Ltd.
MVA Power Inc.
NSI Industries
Panduit Canada Corp.
Storm Copper Components, Co.
Techspan Industries Inc.
Thomas & Betts Canada Ltd.

DISTRIBUTION

BREAKERS-ICI

ABB
Eaton
GE Electrical Distribution
Hubbell Canada LP - Electrical Systems
Schneider Electric
Siemens Canada Limited
Weidmuller

BREAKERS-RESIDENTIAL

Eaton
ERICO
GE Electrical Distribution
Hubbell Canada LP - Electrical Systems
Schneider Electric
Siemens Canada Limited

PANELS-ICI

Eaton
GE Electrical Distribution
Jackson Power & Electric Ltd.
Leviton Manufacturing of Canada Ltd.
Schneider Electric
Siemens Canada Limited

PANELS-RESIDENTIAL

Bartco Lighting, Inc.
Channel Vision
Cooper Industries
Eaton
Electro-Meters
GE Electrical Distribution
Intermec Technologies Canada Ltd.
Lamp Source
Leviton Manufacturing of Canada Ltd.
Schneider Electric
Siemens Canada Limited

SAFETY SWITCHES

Bartco Lighting, Inc.
Carlo Gavazzi Canada Inc.
CommScope Enterprise Solutions
Cooper Industries
Cummins Hydraulics
Eaton
EGS Electrical Group Canada Ltd.
Electro-Meters
GE Electrical Distribution
Intermec Technologies Canada Ltd.
International Innovative Systems
Lamp Source
Langford & Associates Inc.
Leviton Manufacturing of Canada Ltd.
LGI Lighting Group Inc.
Metalumen Manufacturing Inc.
Schneider Electric
Siemens Canada Limited

SERVICE ENTRANCE SWITCHES

Bartco Lighting, Inc.
Cooper Industries
Electro-Meters
Ericson Manufacturing Co.
GE Electrical Distribution
Intermec Technologies Canada Ltd.
Lamp Source
Siemens Canada Limited

SERVICE MASTS

Bartco Lighting, Inc.
Cooper Industries
Lamp Source
Thomas & Betts Canada Ltd.

HVAC

HEATING CABLES

3M Canada
Bartco Lighting, Inc.
Britech Corp.
Cooper Industries
EGS Electrical Group Canada Ltd.
Electro-Meters
GDM Electronics and Controls
General Cable
Lamp Source
Ledalite Architectural Products
M.G.B. Electric Inc.
Therma-Ray Inc.
Thomas & Betts Canada Ltd.
Tyco Thermal Controls
Versatile Measuring Instruments Inc.

HEATING CONTROLS

Aube Technologies
Bartco Lighting, Inc.
Baumer Electric Inc.
Britech Corp.
Carlo Gavazzi Canada Inc.
CCI Thermal Technologies
Control Technology Corp.
Cooper Industries
Dimplex North America
EGS Electrical Group Canada Ltd.
Electro-Meters
ESIC Technologies
General Cable
Lamp Source
Langford & Associates Inc.
Ledalite Architectural Products
M.G.B. Electric Inc.
Metalumen Manufacturing Inc.
North American Sales Co. Inc.
RC Electrical Services
Ruud Lighting Canada / BetaLED
Thomas & Betts Canada Ltd.
Tyco Thermal Controls
Versatile Measuring Instruments Inc.
WAGO Corporation

HEATING EQUIPMENT

Advanced Energy Networks Inc.
ASB Heating Elements Ltd.
Bartco Lighting, Inc.
Baumer Electric Inc.
CCI Thermal Technologies
Cooper Industries
EGS Electrical Group Canada Ltd.
Electro-Meters
General Cable
KCS
Lamp Source
Ledalite Architectural Products
M.G.B. Electric Inc.
North American Sales Co. Inc.
Therma-Ray Inc.
Thomas & Betts Canada Ltd.
Versatile Measuring Instruments Inc.
Vista Electrical Products

VENTILATING EQUIPMENT

ABB
Advanced Energy Networks Inc.
Aeroflo Inc.
Bartco Lighting, Inc.
Baumer Electric Inc.
CCI Thermal Technologies
Cooper Industries
Edison Lighting Group Ltd.
Electro-Meters
Lamp Source
M.G.B. Electric Inc.
Manufacturers Marketing Group (R)
North American Sales Co. Inc.
Panasonic Canada Inc.
Prime Industrial Products Inc.
Rittal Systems Ltd
Thomas & Betts Canada Ltd.
Versatile Measuring Instruments Inc.

INFORMATION TRANSPORT SYSTEMS (ITS)

BALUNS/ADAPTERS & FILTERS

Azco Technologies Inc.
Black Box Canada Corporation
Channel Vision
Erikson Commercial
Suttle
Transglobal Systems of Canada Inc.

CUSTOMIZED CABLE ASSEMBLIES

Abel Electric
ADC Telecommunications Inc.
Belden
Black Box Canada Corporation
Cones Corporation
Cooper Industries
Electro-Meters
Lex Tec Inc.
Optimum Energy Products Ltd.
Tevelec Limited
Transglobal Systems of Canada Inc.

ELECTRO-OPTIC INTERFACES

Control Technology Corp.
Cooper Industries
Electro-Meters
Optimum Energy Products Ltd.
Transglobal Systems of Canada Inc.

ENTRANCE TERMINALS

Abel Electric
ADC Telecommunications Inc.
Cooper Industries
Electro-Meters
Optimum Energy Products Ltd.
Timberland Equipment Ltd.
Transglobal Systems of Canada Inc.

HUBS; RIDGES & ROUTERS

Black Box Canada Corporation
Channel Vision
Lex Tec Inc.
Multi-Tech Systems, Inc.
Transglobal Systems of Canada Inc.

MODEMS & TRANSCEIVERS

ADC Telecommunications Inc.
Azco Technologies Inc.
Black Box Canada Corporation
Multi-Tech Systems, Inc.
Transglobal Systems of Canada Inc.
Transition Networks

MULTIPLEXER EQUIPMENT

Banner Guard, Div of Reef Industries
Cooper Industries
Electro-Meters
Multi-Tech Systems, Inc.
Optimum Energy Products Ltd.
Transglobal Systems of Canada Inc.
Yokogawa Corporation of America

PUNCH-DOWN BLOCKS

ADC Telecommunications Inc.
Belden
ICC
Transglobal Systems of Canada Inc.

SIGNAL REPEATER/CONVERTER/CONCENTRATOR/ MULTIPLEXERS

Black Box Canada Corporation
Transglobal Systems of Canada Inc.
Transition Networks
Weidmuller
Z-TRAUQ INC.

SPLICE CLOSURES

ADC Telecommunications Inc.
Belden
Cooper Industries
Electro-Meters
ICC
Optimum Energy Products Ltd.
Transglobal Systems of Canada Inc.

LIGHT SOURCES

DISCHARGE

GE Lighting
Juno Lighting Group
Liteline Corporation
Osram Sylvania Ltd.
Philips Lighting Canada
Pulsar Technologies Inc.
ROMLight International (Canada) Inc.
Standard Products Inc.
Trojan Inc.
Turolight Inc.
Venture Lighting Canada
WAC Lighting Company

FLUORESCENT

Bartco Lighting, Inc.
Baumer Electric Inc.
Bermis Inc.
BJ Take Inc.
Cooper Industries
Custom Lighting Ltd.
Dromey Design Inc.
Econofrost Reflective Night Covers
EGS Electrical Group Canada Ltd.
Electro-Meters
Energy Efficient Lighting Company
Limited
Energy Innovations Co.
GDM Electronics and Controls
GE Lighting
Interpower Corporation
Juno Lighting Group
Lind Equipment Ltd.
Liteline Corporation
Osram Sylvania Ltd.
Philips Lighting Canada
Pioneer Lighting
Promolux Lighting International
Pulsar Technologies Inc.
Shat-R-Shield Inc.
Standard Products Inc.
Techcon Enterprises Ltd.
Techspan Industries Inc.
Trojan Inc.
Turolight Inc.

Valuelight
Visioneering Corp.
WAC Lighting Company

INCANDESCENT

Bartco Lighting, Inc.
Baumer Electric Inc.
Bermis Inc.
Cooper Industries
EGS Electrical Group Canada Ltd.
Electro-Meters
GE Lighting
Juno Lighting Group
Lind Equipment Ltd.
Liteline Corporation
Osram Sylvania Ltd.
Philips Lighting Canada
Promolux Lighting International
Pulsar Technologies Inc.
Shat-R-Shield Inc.
Standard Products Inc.
Techcon Enterprises Ltd.
Trojan Inc.
Turolight Inc.
WAC Lighting Company

LED

Advanced Energy Networks Inc.
Arani
Azco Technologies Inc.
BJ Take Inc.
Chloride Systems
Custom Lighting Ltd.
Energy Efficient Lighting Company
Limited
Energy Innovations Co.
Federal Signal Corporation
Fusetek
GE Lighting
HB Etlin/Etlin-Daniels
Juno Lighting Group
Lind Equipment Ltd.
Liteline Corporation
Magic Lite Ltd.
Northern Lights Energy Systems Ltd.
Osram Sylvania Ltd.
Philips Lighting Canada
Pioneer Lighting
Promolux Lighting International
Pulsar Technologies Inc.
Ruud Lighting Canada / BetaLED
SPI Systems Ltd.
Standard Products Inc.
Techspan Industries Inc.
Turolight Inc.
WAC Lighting Company

SPECIALTY

Advanced Energy Networks Inc.
Azco Technologies Inc.
Bartco Lighting, Inc.
Baumer Electric Inc.
Bermis Inc.
Cooper Industries
Cos Phi Inc.
Eaton
Econofrost Reflective Night Covers
Edison Lighting Group Ltd.
EGS Electrical Group Canada Ltd.
Electro-Meters
Energy Innovations Co.
GE Lighting
GE Security
Intermec Technologies Canada Ltd.
Langford & Associates Inc.
Lind Equipment Ltd.
Magic Lite Ltd.
Manta Test Systems
NICA-Power Battery Corp.
Osram Sylvania Ltd.
Panasonic Canada Inc.
Philips Lighting Canada
Promolux Lighting International

Pulsar Technologies Inc.
REX Power Magnetics
Shat-R-Shield Inc.
ShawFlex
Standard Products Inc.
Techcon Enterprises Ltd.
Trojan Inc.
Turolight Inc.
USHIO Canada Inc.
WAC Lighting Company
Wilson High Voltage Inc.

LIGHTING BALLASTS

DISCHARGE

Acuity Brands Lighting Canada, Inc.
Brownsburg Elektronik
GE Lighting
Juno Lighting Group
Osram Sylvania Ltd.
Philips Lighting Canada
ROMLight International (Canada) Inc.
SOLA Canada Lighting & Power Inc.
SPI Systems Ltd.
Standard Products Inc.
Ultrasave Lighting Ltd.
Universal Lighting Technologies
Venture Lighting Canada

ELECTRONIC

Bartco Lighting, Inc.
Baumer Electric Inc.
Bermis Inc.
BJ Take Inc.
Brownsburg Elektronik
Cooper Industries
Dromey Design Inc.
Electro-Meters
Energy Efficient Lighting Company
Limited
Energy Innovations Co.
GE Lighting
HB Etlin/Etlin-Daniels
Juno Lighting Group
Osram Sylvania Ltd.
Philips Lighting Canada
Pioneer Lighting
ROMLight International (Canada) Inc.
SOLA Canada Lighting & Power Inc.
SPI Systems Ltd.
Standard Products Inc.
Ultrasave Lighting Ltd.
Universal Lighting Technologies

FLUORESCENT

BJ Take Inc.
Chloride Systems
Energy Efficient Lighting Company
Limited
Energy Innovations Co.
GE Lighting
HB Etlin/Etlin-Daniels
Juno Lighting Group
Osram Sylvania Ltd.
Philips Lighting Canada
Pioneer Lighting
SOLA Canada Lighting & Power Inc.
SPI Systems Ltd.
Standard Products Inc.
Ultrasave Lighting Ltd.
Universal Lighting Technologies

LIGHTING CONTROLS

ICI

Acuity Brands Lighting Canada, Inc.
Aube Technologies
Cristal Controls Ltd.
Dimonoff

NSI Industries
ROMLight International (Canada) Inc.
Schneider Electric
SPI Systems Ltd.
Vigilant Technical Sales Ltd.

RESIDENTIAL

Aube Technologies
Bach Simpson Corporation
Bartco Lighting, Inc.
Baumer Electric Inc.
Caplugs
Cooper Industries
Eaton
EGS Electrical Group Canada Ltd.
Electro-Meters
GDM Electronics and Controls
George Kelk Corporation
Lamp Source
Langford & Associates Inc.
NSI Industries
Ray Electric Limited
Techcon Enterprises Ltd.
Vista Electrical Products

SENSING DEVICES

Bartco Lighting, Inc.
EGS Electrical Group Canada Ltd.
Energy Innovations Co.
GDM Electronics and Controls
HB Etlin/Etlin-Daniels
Ledalite Architectural Products
Ledtronics, Inc.
Pinnacle Systems Inc.
Rab Design Lighting Inc.
RC Electrical Services
Standard Products Inc.
Techcon Enterprises Ltd.
WAGO Corporation

LIGHTING FIXTURES

CUSTOM

B.L. Innovative Lighting
Bach Simpson Corporation
Bartco Lighting, Inc.
Beghelli Canada Inc.
BJ Take Inc.
Cam Tran Co. Ltd.
Caplugs
Custom Lighting Ltd.
Eaton
Edison Lighting Group Ltd.
EGS Electrical Group Canada Ltd.
Electro-Meters
Energy Innovations Co.
GE Security
Gensco Equipment
George Kelk Corporation
HB Etlin/Etlin-Daniels
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical
Systems
Juno Lighting Group
Lamp Source
Langford & Associates Inc.
Ledalite Architectural Products
Ledtronics, Inc.
Lighting Nelson & Garrett Inc.
Lumax Industries Inc.
Lumid
Magic Lite Ltd.
Mills Architectural Lighting
Pioneer Lighting
Pulsar Technologies Inc.
Rab Design Lighting Inc.
Ray Electric Limited
Rebelle Architectural Lighting
Techcon Enterprises Ltd.
Valuelight
Vigilant Technical Sales Ltd.

Visioneering Corp.
WAC Lighting Company
Waldmann Lighting

ICI

Acuity Brands Lighting Canada, Inc.
Arani
Custom Lighting Ltd.
Foresight Lighting Inc.
Jackson Power & Electric Ltd.
Liteline Corporation
Lumax Industries Inc.
Luxe Lamp Ltd.
Pioneer Lighting
Rab Design Lighting Inc.
Rebelle Architectural Lighting
ROMLight International (Canada) Inc.
Ruud Lighting Canada / BetaLED
Vista Professional Outdoor Lighting

LANDSCAPE

Acuity Brands Lighting Canada, Inc.
Bach Simpson Corporation
Bartco Lighting, Inc.
Baumer Electric Inc.
Cam Tran Co. Ltd.
EGS Electrical Group Canada Ltd.
Energy Innovations Co.
George Kelk Corporation
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical
Systems
Juno Lighting Group
Lamp Source
Langford & Associates Inc.
Lumca Inc.
Magic Lite Ltd.
Rab Design Lighting Inc.
Rebelle Architectural Lighting
Ruud Lighting Canada / BetaLED
Standard Products Inc.
Stress Crete Group
Techcon Enterprises Ltd.
Vigilant Technical Sales Ltd.
Vista Professional Outdoor Lighting

POLES

Acuity Brands Lighting Canada, Inc.
Bach Simpson Corporation
Bartco Lighting, Inc.
EGS Electrical Group Canada Ltd.
Energy Innovations Co.
George Kelk Corporation
Juno Lighting Group
Lamp Source
Langford & Associates Inc.
Rab Design Lighting Inc.
Rebelle Architectural Lighting
Ruud Lighting Canada / BetaLED
Standard Products Inc.
Stress Crete Group
Techcon Enterprises Ltd.
Thomas & Betts Canada Ltd.
Vigilant Technical Sales Ltd.
Waldmann Lighting

RESIDENTIAL

Acuity Brands Lighting Canada, Inc.
Arani
Artcraft Electric Ltd.
Eaton
Energy Efficient Lighting Company
Limited
Energy Innovations Co.
Engineered Lighting Products
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical
Systems
Liteline Corporation
Lumax Industries Inc.
Magic Lite Ltd.
Pioneer Lighting
Rab Design Lighting Inc.

Standard Products Inc.
Stress Crete Group
Turolight Inc.
Vista Electrical Products
Vista Professional Outdoor Lighting
WAC Lighting Company

ROADWAY

Acuity Brands Lighting Canada, Inc.
Arani
Bach Simpson Corporation
Bartco Lighting, Inc.
Cam Tran Co. Ltd.
EGS Electrical Group Canada Ltd.
Juno Lighting Group
Lamp Source
Langford & Associates Inc.
Lumca Inc.
Rab Design Lighting Inc.
ROMLight International (Canada) Inc.
Ruud Lighting Canada / BetaLED
SPI Systems Ltd.
Standard Products Inc.
Stress Crete Group
Techcon Enterprises Ltd.
Turolight Inc.

SECURITY/SAFETY

Acuity Brands Lighting Canada, Inc.
Azco Technologies Inc.
Bach Simpson Corporation
Banner Guard, Div of Reef Industries
Bartco Lighting, Inc.
Beghelli Canada Inc.
Chloride Systems
EGS Electrical Group Canada Ltd.
Energy Innovations Co.
Federal Signal Corporation
GE Security
George Kelk Corporation
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical
Systems
Juno Lighting Group
Lamp Source
Langford & Associates Inc.
NSI Industries
Optic-Light Inc.
Pioneer Lighting
Rab Design Lighting Inc.
Ruud Lighting Canada / BetaLED
Standard Products Inc.
Techcon Enterprises Ltd.
Thomas & Betts Canada Ltd.
Vista Electrical Products
Vista Professional Outdoor Lighting

LIGHTING MISCELLANEOUS

LOUVERS

Bartco Lighting, Inc.
BJ Take Inc.
Dimonoff
Energy Innovations Co.
Greenlite Corp.
Liteline Corporation
Standard Products Inc.
Vigilant Technical Sales Ltd.

LOWERING DEVICES

Bartco Lighting, Inc.
EGS Electrical Group Canada Ltd.
Energy Innovations Co.

MOUNTING DEVICES

Bartco Lighting, Inc.
Cristal Controls Ltd.
EGS Electrical Group Canada Ltd.
Energy Innovations Co.
HB Etlin/Etlin-Daniels
Venture Lighting Canada

REFLECTORS

Bartco Lighting, Inc.
BJ Take Inc.
Custom Lighting Ltd.
Energy Innovations Co.
Liteline Corporation
Philips Lighting Canada
Standard Products Inc.
Visioneering Corp.

MOTORS & MOTOR CONTROLS

FUSE BLOCKS

Automation Control Inc.
Bartco Lighting, Inc.
CommScope Enterprise Solutions
Cummins Hydraulics
Eaton
EGS Electrical Group Canada Ltd.
Fusetek
GDM Electronics and Controls
GE Electrical Distribution
Intermec Technologies Canada Ltd.
Lamp Source
Techspan Industries Inc.
Terra Tape, Div of Reef Industries
Weidmuller
Wilson High Voltage Inc.
Yokogawa Corporation of America

MOTOR CONTACTOR/STARTER/CTRL.

Automation Control Inc.
B & M Manufacturing Inc.
Banner Guard, Div of Reef Industries
Bartco Lighting, Inc.
Benshaw Canada Controls Inc.
CAN-D Electrification Systems Ltd.
Chess Industrial Power Rectifiers Inc.
CommScope Enterprise Solutions
Control Technology Corp.
Cummins Hydraulics
Dromey Design Inc.
Eaton
Egan Automation Inc.
EGS Electrical Group Canada Ltd.
GDM Electronics and Controls
GE Electrical Distribution
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical Systems
IDEC Canada Ltd.
Intermec Technologies Canada Ltd.

International Innovative Systems
Jackson Power & Electric Ltd.
Lamp Source
Lovato Electric Corporation
M.G.B. Electric Inc.
Meltric Corporation
Metalumen Manufacturing Inc.
Phoenix Contact Ltd.
Schneider Electric
Siemens Canada Limited
Techspan Industries Inc.
Terra Tape, Div of Reef Industries
The Panel Shop Inc.
WAGO Corporation
WEG Motors & Drives / VJ Pamensky
Canada Inc.
Willett Manufacturing Ltd.
Wilson High Voltage Inc.

MOTORS

Automation Control Inc.
Brook Crompton Ltd.
CommScope Enterprise Solutions
Control Technology Corp.
Cummins Hydraulics
Federal Signal Corporation
FLIR Systems Canada Ltd.
GDM Electronics and Controls
Greenlite Corp.
Intermec Technologies Canada Ltd.
International Innovative Systems
KCS
Lamp Source
MICROMO
Omron
Rockwell Automation, Inc.
SEW Eurodrive Co. of Canada Ltd.
Vigilant Technical Sales Ltd.
WEG Motors & Drives / VJ Pamensky
Canada Inc.
Wilson High Voltage Inc.

PILOT DEVICES

Carlo Gavazzi Canada Inc.
Eaton
Fusetek
GE Electrical Distribution
IDEC Canada Ltd.
Lovato Electric Corporation
Siemens Canada Limited
Techspan Industries Inc.
Wavell Electric Ltd.

RELAYS

Automation Control Inc.

Banner Guard, Div of Reef Industries
Carlo Gavazzi Canada Inc.
CommScope Enterprise Solutions
Cummins Hydraulics
Eaton
EGS Electrical Group Canada Ltd.
GDM Electronics and Controls
GE Electrical Distribution
IDEC Canada Ltd.
Intermec Technologies Canada Ltd.
International Innovative Systems
Lamp Source
Mersen Canada Toronto Inc.
Metalumen Manufacturing Inc.
Omron
Renfrew Electric Co Ltd.
Schneider Electric
Techspan Industries Inc.
Terra Tape, Div of Reef Industries
WAGO Corporation
WEG Motors & Drives / VJ Pamensky
Canada Inc.
Weidmuller
Wilson High Voltage Inc.
Yokogawa Corporation of America

VARIABLE FREQUENCY DRIVES

ABB
Automation Control Inc.
Banner Guard, Div of Reef Industries
CAN-D Electrification Systems Ltd.
CommScope Enterprise Solutions
Control Technology Corp.
Dromey Design Inc.
Eaton
EGS Electrical Group Canada Ltd.
GDM Electronics and Controls
GE Electrical Distribution
Industrial Power & Control Inc.
International Innovative Systems
KCS
Lamp Source
LGI Lighting Group Inc.
Lovato Electric Corporation
Metalumen Manufacturing Inc.
Omron
Schneider Electric
SEW Eurodrive Co. of Canada Ltd.
Siemens Canada Limited
Terra Tape, Div of Reef Industries
Vigilant Technical Sales Ltd.
WEG Motors & Drives / VJ Pamensky
Canada Inc.
Wilson High Voltage Inc.

PERSONAL PROTECTIVE EQUIPMENT

BELTS/HARNESSES/LANYARDS; ETC.

3M Canada
AMAC Equipment Ltd.
Capital Safety Group
Industrial Power & Control Inc.
Lynn Valley Manufacturing

CLOTHING/FOOTWEAR/GLOVES

AMAC Equipment Ltd.
Certified Insulated Products Corp.
Lynn Valley Manufacturing
PMMI International Ltd.
Salisbury by Honeywell
TillyWear

HEAD PROTECTION

3M Canada
AMAC Equipment Ltd.
Certified Insulated Products Corp.
Lynn Valley Manufacturing
PMMI International Ltd.
Salisbury by Honeywell

POWER CONDITIONING/QUALITY

EMFS

Conec Corporation
Cos Phi Inc.

LINE CONDITIONERS

Alico Industries Inc.
Cos Phi Inc.
Cummins Hydraulics
Eaton Power Quality Ltd.
Erikson Commercial
Industrial Power & Control Inc.
Intermec Technologies Canada Ltd.
Langford & Associates Inc.
Stacion Ltd.
Superior Electric

PEAK-LIMITING DEVICES

Cos Phi Inc.
Eaton
Iconopower Ltd.
Intermec Technologies Canada Ltd.

POWER DISTURBANCE MONITORS

ACR Systems Inc.
Alico Industries Inc.
Cos Phi Inc.
Fluke Electronics Canada
Intermec Technologies Canada Ltd.
Metalumen Manufacturing Inc.
NICA-Power Battery Corp.
RBI Solar Inc

POWER FACTOR CORRECTORS

Advanced Energy Networks Inc.
Alico Industries Inc.
Banner Guard, Div of Reef Industries
Cos Phi Inc.
Cummins Hydraulics
Eaton
Eaton Power Quality Ltd.
Edison Lighting Group Ltd.
GDM Electronics and Controls
GE Electrical Distribution
Iconopower Ltd.
Intermec Technologies Canada Ltd.
Langford & Associates Inc.
Metalumen Manufacturing Inc.
OSRAM SYLVANIA Ltd.
Power Survey International
RBI Solar Inc
Schneider Electric
Vigilant Technical Sales Ltd.
Z-TRAUQ INC.

POWER LINE FILTERS

Cos Phi Inc.
Cummins Hydraulics
Eaton Power Quality Ltd.
GE Electrical Distribution
Intermec Technologies Canada Ltd.
NICA-Power Battery Corp.
Osram Sylvania Ltd.
Phoenix Contact Ltd.
Power Survey International
Terra Tape, Div of Reef Industries

SPECIALTY TRANSFORMERS

Advanced Energy Networks Inc.
Alico Industries Inc.
Brownsburg Elektronik
Cos Phi Inc.
Edison Lighting Group Ltd.
GE Electrical Distribution
Intermec Technologies Canada Ltd.
K2C Industrial Automation Inc.



Innovative LED Solutions for Commercial & Industrial Applications

Conventional Fluorescent versions are available

Fluorescent Retrofit Kit	High Bay	Vapor Tight	Troffer	Gymnasium	Wrap & Wraparound
4,400 lumens 8,800 lumens	8,800 lumens 17,600 lumens	4,400 lumens 6,800 lumens	4,400 lumens 8,800 lumens	8,800 lumens 17,600 lumens	4,400 lumens 8,800 lumens



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Langford & Associates Inc.
NICA-Power Battery Corp.
REX Power Magnetics
Superior Electric
Terra Tape, Div of Reef Industries
Wilson High Voltage Inc.
Yokogawa Corporation of America
Z-TRAUQ INC.

TRANSIENT SUPPRESSORS

Alico Industries Inc.
Banner Guard, Div of Reef Industries
Cos Phi Inc.
Cummins Hydraulics
Eaton
Eaton Power Quality Ltd.
ERICO
GE Electrical Distribution
Intermec Technologies Canada Ltd.
International Innovative Systems
Langford & Associates Inc.
NICA-Power Battery Corp.
Phoenix Contact Ltd.
R3&A Limited
Roxtec Inc.
Superior Electric
Terra Tape, Div of Reef Industries
Venture Lighting Canada
Wil-Can Electronics Canada Ltd.

POWER SOURCES BACK-UP

BATTERIES/SUPPLIES

Absopulse Electronics Ltd.
Advanced Energy Networks Inc.
AEG Power Solutions Inc.
Alico Industries Inc.
Analytic Systems
C-CAN Power Systems Inc.
Chess Industrial Power Rectifiers Inc.
Eaton
Edison Lighting Group Ltd.
FLIR Systems Canada Ltd.
GNB Industrial Power, a div of Exide Technologies
Intermec Technologies Canada Ltd.
Lex Tec Inc.
NICA-Power Battery Corp.
Northern Lights Energy Systems Ltd.
Omron
Stacion Ltd.
Storm Copper Components, Co.
Sunfind Solar Products Inc.
Terra Tape, Div of Reef Industries
Weidmuller
Wilson High Voltage Inc.

GENERATORS

Advanced Energy Networks Inc.
Alico Industries Inc.
Caterpillar Inc.
Eaton
Intermec Technologies Canada Ltd.
K2C Industrial Automation Inc.
Kubota Canada Ltd.
NICA-Power Battery Corp.
WEG Motors & Drives / VJ Pamensky Canada Inc.
Wilson High Voltage Inc.

UPS

Absopulse Electronics Ltd.
AEG Power Solutions Inc.
Black Box Canada Corporation
Caterpillar Inc.
Chloride Systems
Eaton
Eaton Power Quality Ltd.
GE Electrical Distribution
IE Power Inc.
Lex Tec Inc.

Middle Atlantic Products Canada Inc.
NICA-Power Battery Corp.
Rittal Systems Ltd
Schneider Electric
Stacion Ltd.
Superior Electric

PROTECTIVE DEVICES

BREAKERS

ABB
Eaton
Fusetek
GE Electrical Distribution
Hubbell Canada LP - Electrical Systems
Mersen Canada Toronto Inc.
MVA Power Inc.
Schneider Electric
Vista Electrical Products
Weidmuller

FIRESTOP SYSTEMS

3M Canada
CBS Electric Insulation Materials (Edm.) Ltd.
NSI Industries
Weidmuller

FUSES/FUSE CLAMPS

ADC Telecommunications Inc.
Chess Industrial Power Rectifiers Inc.
Fusetek
Mersen Canada Toronto Inc.
Techspan Industries Inc.

PROTECTION RELAYS

Banner Guard, Div of Reef Industries
Carlo Gavazzi Canada Inc.
Chess Industrial Power Rectifiers Inc.
Eaton
GE Electrical Distribution
International Innovative Systems
Metalumen Manufacturing Inc.
Modular Power Systems Inc.
Omron
Renfrew Electric Co Ltd.
Schneider Electric
Virelec Ltd.
Weidmuller
Yokogawa Corporation of America
Z-TRAUQ INC.

PROTECTIVE COVERS

CB Engineering Ltd.
Electric Power Accessories Corp.
Firwin Corp.
Leviton Manufacturing of Canada Ltd.
Lind Equipment Ltd.
Vista Electrical Products

SAFETY SWITCHES

Carlo Gavazzi Canada Inc.
Eaton
GE Electrical Distribution
IDEC Canada Ltd.
Industrial Power & Control Inc.
Leviton Manufacturing of Canada Ltd.
Omron
Schneider Electric
Wavell Electric Ltd.

SURGE SUPPRESSORS

Alico Industries Inc.
Cos Phi Inc.
Eaton
Eaton Power Quality Ltd.
EGS Electrical Group Canada Ltd.
ERICO

GDM Electronics and Controls
GE Electrical Distribution
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical Systems
International Innovative Systems
Langford & Associates Inc.
Leviton Manufacturing of Canada Ltd.
LGI Lighting Group Inc.
Mersen Canada Toronto Inc.
NICA-Power Battery Corp.
North American Sales Co. Inc.
R3&A Limited
Roxtec Inc.
Shat-R-Shield Inc.
Venture Lighting Canada
Vista Electrical Products
WAGO Corporation
Weidmuller

RACEWAY & DUCT

BUS DUCT

A-D Technologies
Ardrion-Mackie Limited
Bach Simpson Corporation
Bel Products
Eaton
Eaton Power Quality Ltd.
Firwin Corp.
GE Electrical Distribution
Industrial Power & Control Inc.
MP Husky Corp.
Panduit Canada Corp.
Thomas & Betts Canada Ltd.
United Wire & Cable Inc.

CABLE TRAY

Azco Technologies Inc.
Black Box Canada Corporation
Chaifant Manufacturing Company
Chatsworth Products, Inc.
ERICO
Fusetek
Middle Atlantic Products Canada Inc.
MP Husky Corp.
Niedax Inc.
Panduit Canada Corp.
Ralston Metal Products Ltd.
RangeRack, Inc.
Thomas & Betts Canada Ltd.
Trans Canada Electro Ltd.
United Wire & Cable Inc.
Wavell Electric Ltd.

FLOOR BOXES

Azco Technologies Inc.
Bach Simpson Corporation
Middle Atlantic Products Canada Inc.
Morgan Schaffer Systems Inc.
Panduit Canada Corp.
Thomas & Betts Canada Ltd.

INTEGRATED RACEWAY SYSTEMS

Azco Technologies Inc.
Middle Atlantic Products Canada Inc.
Optimum Energy Products Ltd.
Panduit Canada Corp.
Thomas & Betts Canada Ltd.

LAY-IN DUCT

Abel Electric
Azco Technologies Inc.
Bel Products
Hammond Manufacturing Co. Ltd.
Langford & Associates Inc.
Panduit Canada Corp.
Ralston Metal Products Ltd.
Thomas & Betts Canada Ltd.

RACEWAY

ADC Telecommunications Inc.
Azco Technologies Inc.
Belden
ICC
Middle Atlantic Products Canada Inc.
Niedax Inc.
Panduit Canada Corp.
Techspan Industries Inc.
Thomas & Betts Canada Ltd.

UNDERFLOOR DUCT

ADC Telecommunications Inc.
Azco Technologies Inc.
Langford & Associates Inc.
MVA Power Inc.
Panduit Canada Corp.
Thomas & Betts Canada Ltd.

WIRE MANAGEMENT SYSTEMS

Abel Electric
Anamet Canada Inc.
Azco Technologies Inc.
Bach Simpson Corporation
Band-N-Go Inc.
Belden
Black Box Canada Corporation
Burndy Canada Inc.
CableOrganizer.com, Inc.
CBS Electric Insulation Materials (Edm.) Ltd.
Chatsworth Products, Inc.
ERICO
Firwin Corp.
Fusetek
Hammond Manufacturing Co. Ltd.
HB Etlin/Etlin-Daniels
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical Systems
Industrial Power & Control Inc.
Middle Atlantic Products Canada Inc.
Niedax Inc.
NSI Industries
Panduit Canada Corp.
Phoenix Contact Ltd.
RangeRack, Inc.
Techspan Industries Inc.
Thomas & Betts Canada Ltd.
Venture Lighting Canada

SIGNALLING DEVICES

ANNUNCIATORS

Brownsburg Elektronik
Erikson Commercial
Federal Signal Corporation
GE Security
IDEC Canada Ltd.
NATIONAL CABLE SPECIALISTS
NSI Industries
Optic-Light Inc.

CLOCKS

Erikson Commercial
GE Security
Mine Safety Appliances Canada
Optic-Light Inc.

FIRE ALARM EQUIPMENT

Erikson Commercial
Federal Signal Corporation
GE Security
Kidde Canada Inc.
Optic-Light Inc.

INTERCOMS

Baumer Electric Inc.
Camden Door Controls

Erikson Commercial
Federal Signal Corporation
GDM Electronics and Controls
GE Security
Optic-Light Inc.

MONITORING/SIGNALLING EQUIPMENT

Abel Electric
ACR Systems Inc.
Camden Door Controls
Energy Innovations Co.
Erikson Commercial
Federal Signal Corporation
GDM Electronics and Controls
GE Security
Mine Safety Appliances Canada
NICA-Power Battery Corp.
Optic-Light Inc.
Ralston Metal Products Ltd.
Renfrew Electric Co Ltd.
Veriteq Instruments
Z-TRAUQ INC.

SAFETY DEVICES

Abel Electric
Carlo Gavazzi Canada Inc.
Erikson Commercial
Federal Signal Corporation
FlashFog-Arias Tech Ltd.
GDM Electronics and Controls
GE Security
IDEC Canada Ltd.
Industrial Power & Control Inc.
International Innovative Systems
Mersen Canada Toronto Inc.
Mine Safety Appliances Canada
NSI Industries
Optic-Light Inc.
Schneider Electric
Siemens Canada Limited
Tecno-Kebec

SOFTWARE & DATA

CABLE MANAGEMENT SOFTWARE

Optimum Energy Products Ltd.
Weidmuller

EDI SOFTWARE

Cristal Controls Ltd.
Federal Signal Corporation
TillyWear

ELECTRICAL MAINTENANCE

Banner Guard, Div of Reef Industries
Eaton
GDM Electronics and Controls
Moloney Electric Inc.
Wilson High Voltage Inc.
Yokogawa Corporation of America

ELECTRICAL SYSTEM DESIGN

Dromey Design Inc.
Eaton
Priority Wire & Cable, Inc.
Rittal Systems Ltd
Rockwell Automation, Inc.
Wilson High Voltage Inc.

ELECTRICAL SYSTEM SIMULATION & ANALYSIS

Banner Guard, Div of Reef Industries
Dromey Design Inc.
Eaton
Moloney Electric Inc.
Priority Wire & Cable, Inc.
Wilson High Voltage Inc.
Yokogawa Corporation of America

ESTIMATING SOFTWARE

Maxwell Systems
Rittal Systems Ltd
Transglobal Systems of Canada Inc.
Trimble / Accubid

INVENTORY SOFTWARE

Dematic Limited
Maxwell Systems

LIGHTING SOFTWARE

Dimonoff

PRICING DATA

Maxwell Systems

TEST & MEASUREMENT

CALIBRATION SYSTEMS

Anritsu Electronics Ltd.
Criterion Instruments Ltd.
Extech Instruments
Fluke Electronics Canada
GE Multilin
Intermec Technologies Canada Ltd.
Manta Test Systems
Moloney Electric Inc.
NICA-Power Battery Corp.
TempoTech Controls Inc.
Wilson High Voltage Inc.
Yokogawa Corporation of America

DETECTORS

Analygas Systems
Anritsu Electronics Ltd.
Baumer Electric Inc.
Contretron Inc.
EGS Electrical Group Canada Ltd.
Extech Instruments
Fluke Electronics Canada
Ideal Industries (Canada) Corp.
Intermec Technologies Canada Ltd.
Manta Test Systems
MVA Power Inc.
NICA-Power Battery Corp.
Photonix Technologies
Serge Bariil & Associates Inc.
TempoTech Controls Inc.
UE Systems Inc.
Wilson High Voltage Inc.

LIGHT METERS

AEMC Instruments
EGS Electrical Group Canada Ltd.
Extech Instruments
Intermec Technologies Canada Ltd.
Manta Test Systems
Photonix Technologies
SPI Systems Ltd.
Transglobal Systems of Canada Inc.
Wilson High Voltage Inc.

MEASURING EQUIPMENT

ACR Systems Inc.
AEMC Instruments
Agilent Technologies
Anritsu Electronics Ltd.
Berkeley Varitronics Systems Inc.
CableOrganizer.com, Inc.
Cos Phi Inc.
Criterion Instruments Ltd.
Extech Instruments
Fluke Electronics Canada
Intermec Technologies Canada Ltd.
Manta Test Systems
Moloney Electric Inc.

NICA-Power Battery Corp.
Omron
Phenix Technologies Inc.
Photonix Technologies
Renfrew Electric Co Ltd.
TempoTech Controls Inc.
Timberland Equipment Ltd.
Transglobal Systems of Canada Inc.
Veriteq Instruments
Wilson High Voltage Inc.
Yokogawa Corporation of America
Z-TRAUQ INC.

METERS

ACR Systems Inc.
AEMC Instruments
Agilent Technologies
Anritsu Electronics Ltd.
Brunelle Instruments Inc.
Contretron Inc.
Eaton
Extech Instruments
FLIR Systems Canada Ltd.
Fluke Electronics Canada
Ideal Industries (Canada) Corp.
Leviton Manufacturing of Canada Ltd.
Photonix Technologies
Quadlogic Meters Canada Inc.
Quick Cable Canada Ltd.
Transglobal Systems of Canada Inc.
Z-TRAUQ INC.

NETWORK TESTING EQUIPMENT

AEMC Instruments
Anritsu Electronics Ltd.
Berkeley Varitronics Systems Inc.
Black Box Canada Corporation
CableOrganizer.com, Inc.
Fluke Electronics Canada
Fluke Networks Canada
Transglobal Systems of Canada Inc.

OSCILLOSCOPES

AEMC Instruments
Agilent Technologies
Extech Instruments
Fluke Electronics Canada
Intermec Technologies Canada Ltd.
Manta Test Systems
NICA-Power Battery Corp.
Wilson High Voltage Inc.

SPECIALTY

3M Canada
ACR Systems Inc.
Anritsu Electronics Ltd.
Fluke Electronics Canada
Photonix Technologies
Renfrew Electric Co Ltd.
TempoTech Controls Inc.

WAVEFORM ANALYZERS

Agilent Technologies
Anritsu Electronics Ltd.
Extech Instruments
NICA-Power Battery Corp.

TOOLS

ACCESSORIES

3M Canada
AMAC Equipment Ltd.
Baumer Electric Inc.
Burndy Canada Inc.
Contretron Inc.
Cummins Hydraulics
EGS Electrical Group Canada Ltd.

Fluke Electronics Canada
Lamp Source
NICA-Power Battery Corp.
North Safety Products
NSI Industries
RBI Solar Inc
REX Power Magnetics
RHINO Professional Labeling Tools
TE Connectivity - Raychem Cable
Accessories
Tevelec Limited
Timberland Equipment Ltd.
Transglobal Systems of Canada Inc.
Weidmuller
Wera Tools
Wilson High Voltage Inc.
Yokogawa Corporation of America

HAND TOOLS

Abel Electric
Aero-Tech Light Bulb Co.
AMAC Equipment Ltd.
Arrow Fastener Company
Brady Canada
Burndy Canada Inc.
Certified Insulated Products Corp.
Channel Vision
Chanellock
CZ Labs
Dromey Design Inc.
Emerson Control Techniques
GE Multilin
Guth Lighting Company
ICC
Ideal Industries (Canada) Corp.
Klein Tools
Lamp Source
M. K. Morse Company
Panduit Canada Corp.
Phoenix Contact Ltd.
RAB Lighting
REX Power Magnetics
Salisbury by Honeywell
Techspan Industries Inc.
Thomas & Betts Canada Ltd.
Transglobal Systems of Canada Inc.
WAGO Corporation
Weidmuller
Wera Tools

POWER TOOLS

Aero-Tech Light Bulb Co.
AMAC Equipment Ltd.
Burndy Canada Inc.
Emerson Control Techniques
GE Multilin
Lamp Source
Legrand Canada Inc.
M. K. Morse Company
Panasonic Canada Inc.
RAB Lighting

SPECIALTY TOOLS

AMAC Equipment Ltd.
Azco Technologies Inc.
Band-N-Go Inc.
Brother Canada
Burndy Canada Inc.
Capital Safety Group
CBS Electric Insulation Materials (Edm.) Ltd.
DCD Design & Manufacturing Limited
FLIR Systems Canada Ltd.
Fluke Electronics Canada
IlSCO of Canada Co.
MVA Power Inc.
PMMI International Ltd.
Quick Cable Canada Ltd.
Rack-A-Tiers
Thomas & Betts Canada Ltd.
Timberland Equipment Ltd.
Weidmuller

TRANSFORMERS

ACCESSORIES

Advanced Energy Networks Inc.
Atlas Transformer Inc.
Brownsburg Electronik
HB Etlin/Etlin-Daniels
Storm Copper Components, Co.
Vista Professional Outdoor Lighting

SWITCHGEAR

Alico Industries Inc.
Atlas Transformer Inc.
Baumer Electric Inc.
Caterpillar Inc.
Cummins Hydraulics
Eaton
GE Electrical Distribution
Lamp Source
M.G.B. Electric Inc.
Mersen Canada Toronto Inc.
Modular Power Systems Inc.
MVA Power Inc.
NICA-Power Battery Corp.
Thomas & Betts Canada Ltd.
Timberland Equipment Ltd.
Wilson High Voltage Inc.

TRANSFORMERS

Advanced Energy Networks Inc.
Alico Industries Inc.
Atlas Transformer Inc.
BEMAG Transformer
Brownsburg Electronik
Cam Tran Co. Ltd.
Chess Industrial Power Rectifiers Inc.
Delta Transformers
Eaton
Edison Lighting Group Ltd.
EGS Electrical Group Canada Ltd.
Ericson Manufacturing Co.
GE Electrical Distribution
Hammond Manufacturing Co. Ltd.
Jefferson Electric
Lamp Source
Langford & Associates Inc.
M.G.B. Electric Inc.
NICA-Power Battery Corp.
North American Sales Co. Inc.
Northern Transformer Inc.
Optic-Light Inc.
Osram Sylvania Ltd.
REX Power Magnetics
Schneider Electric
Shat-R-Shield Inc.
Surplec Inc.
Timberland Equipment Ltd.
Vigilant Technical Sales Ltd.
WEG Motors & Drives / VJ Pamensky Canada Inc.
Willett Manufacturing Ltd.
Wilson High Voltage Inc.
Yokogawa Corporation of America
Z-TRAUQ INC.

UTILITY

HARDWARE & POLES

AMAC Equipment Ltd.
Band-N-Go Inc.
Locweld Inc.
MVA Power Inc.
Schneider Electric
Stress Crete Group
Thomas & Betts Canada Ltd.

INSTALLATION EQUIPMENT/DEVICES

AMAC Equipment Ltd.
Band-N-Go Inc.
DCD Design & Manufacturing Limited
Erikson Commercial
Industrial Power & Control Inc.
MVA Power Inc.
RBI Solar Inc
TE Connectivity - Raychem Cable
Accessories
Timberland Equipment Ltd.

UTILITY PRODUCTS

3M Canada
AMAC Equipment Ltd.
Band-N-Go Inc.
Baumer Electric Inc.
Eastern Wire & Conduit
Eaton
GE Multilin
Guth Lighting Company
IlSCO of Canada Co.
J. Walter Company Ltd.
Lamp Source
LOCWELD Inc.
MVA Power Inc.
NICA-Power Battery Corp.
RBI Solar Inc
ShawFlex
Storm Copper Components, Co.
TE Connectivity - Raychem Cable
Accessories
Techspan Industries Inc.
Thomas & Betts Canada Ltd.
Timberland Equipment Ltd.
Trans Canada Electro Ltd.

VEHICLES & EQUIPMENT

ACCESSORIES

AMAC Equipment Ltd.
Eaton
Timberland Equipment Ltd.

EQUIPMENT

A-D Technologies
Advanced Energy Networks Inc.
AMAC Equipment Ltd.
Kubota Canada Ltd.
Schleuniger, Inc.
Timberland Equipment Ltd.

VEHICLES

AMAC Equipment Ltd.

WIRE & CABLE

BUILDING WIRE

Alpha Wire
Baumer Electric Inc.
Belden
Cerro Wire
Domtech Inc.
Egan Automation Inc.
Electro Cables Inc.
General Cable
Industrial Power & Control Inc.
National Cable Specialists
Nexans Canada Inc.
Northern Cables Inc.
Optimum Energy Products Ltd.
Priority Wire & Cable, Inc.
Selsor Cable Technology
Southwire Canada Company
Techspan Industries Inc.
Tevelec Limited
TriVista Inc.

BUSBAR

ABCO Custom Manufacturing Inc.
Bel Products
Burndy Canada Inc.
CAN-D Electrification Systems Ltd.
CBS Electric Insulation Materials (Edm.) Ltd.
EXM Manufacturing Ltd.
Hammond Manufacturing Co. Ltd.
Iconopower Ltd.
Industrial Power & Control Inc.
Mersen Canada Toronto Inc.
Storm Copper Components, Co.
Tevelec Limited

CABLE ASSEMBLIES

ADC Telecommunications Inc.
AFOP
Alico Industries Inc.
B.I.M. Limited
Belden
Berk-Tek, A Nexans Company
CommScope Enterprise Solutions
Dromey Design Inc.
General Cable
ICC
Jackson Power & Electric Ltd.
Optimum Energy Products Ltd.
Quick Cable Canada Ltd.
Selsor Cable Technology
Southwire Canada Company
Storm Copper Components, Co.
Tevelec Limited
Timberland Equipment Ltd.
Times Fiber Canada Limited
Transglobal Systems of Canada Inc.
Tritech Electric Ltd.
TriVista Inc.
Weidmuller

COAXIAL CABLE

Alpha Wire
Belden
CommScope Enterprise Solutions
CZ Labs
Electro Cables Inc.
National Cable Specialists
Priority Wire & Cable, Inc.
Selsor Cable Technology
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Trans Canada Electro Ltd.
Transglobal Systems of Canada Inc.

DATA CABLING

ADC Telecommunications Inc.
Belden
Berk-Tek, A Nexans Company
Black Box Canada Corporation
Electro Cables Inc.
ICC
Lex Tec Inc.
National Cable Specialists
Nexans Canada Inc.
Panduit Canada Corp.
Priority Wire & Cable, Inc.
Selsor Cable Technology
Siemens Canada Limited
Silver Fox
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Transglobal Systems of Canada Inc.

FIBER OPTIC CABLING

ADC Telecommunications Inc.
Alpha Wire
Belden
Berk-Tek, A Nexans Company
CableOrganizer.com, Inc.
CommScope Enterprise Solutions

CXtec
DCD Design & Manufacturing Limited
ICC
Leviton Manufacturing of Canada Ltd.
Lex Tec Inc.
National Cable Specialists
Nexans Canada Inc.
O-m6 Technologies Inc.
Phoenix Contact Ltd.
Priority Wire & Cable, Inc.
Selsor Cable Technology
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Transglobal Systems of Canada Inc.
United Wire & Cable Inc.

HIGH-VOLTAGE CABLE

Duct-O-Wire Canada Ltd.
General Cable
National Cable Specialists
Nexans Canada Inc.
Priority Wire & Cable, Inc.
Quick Cable Canada Ltd.
Southwire Canada Company
Storm Copper Components, Co.
TE Connectivity - Raychem Cable
Accessories
Tevelec Limited
Trans Canada Electro Ltd.
United Wire & Cable Inc.

LINE CORDS & FEEDER CABLE

Belden
General Cable
Jackson Power & Electric Ltd.
Nexans Canada Inc.
Priority Wire & Cable, Inc.
Quick Cable Canada Ltd.
Southwire Canada Company
Tevelec Limited
Transglobal Systems of Canada Inc.

OCTOPUS CABLES

Optimum Energy Products Ltd.
Priority Wire & Cable, Inc.
Tevelec Limited

PORTABLE WIRE

CBS Electric Insulation Materials (Edm.) Ltd.
Cummins Power Generation
Domtech Inc.
National Cable Specialists
Optimum Energy Products Ltd.
Priority Wire & Cable, Inc.
Tevelec Limited
Trans Canada Electro Ltd.

PREMISE WIRE & CABLE

ADC Telecommunications Inc.
Belden
Berk-Tek, A Nexans Company
CommScope Enterprise Solutions
CXtec
Domtech Inc.
Electro Cables Inc.
Hubbell Canada LP - Electrical Systems
Lex Tec Inc.
National Cable Specialists
Nexans Canada Inc.
Priority Wire & Cable, Inc.
Selsor Cable Technology
Storm Copper Components, Co.
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Transglobal Systems of Canada Inc.

SPECIALTY CABLES

3M Canada
Alpha Wire
Azco Technologies Inc.
Belden
Black Box Canada Corporation
CBS Electric Insulation Materials (Edm.) Ltd.
CommScope Enterprise Solutions
Cummins Power Generation
CXtec
Domtech Inc.
Drexan Corporation
Dromey Design Inc.
Electro Cables Inc.
General Cable
Iconopower Ltd.
Industrial Power & Control Inc.
LGI Lighting Group Inc.
National Cable Specialists
Nexans Canada Inc.
Northern Cables Inc.
Optimum Energy Products Ltd.
Priority Wire & Cable, Inc.
Quick Cable Canada Ltd.
Selsor Cable Technology
Southwire Canada Company
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Trans Canada Electro Ltd.
Transglobal Systems of Canada Inc.
United Wire & Cable Inc.

STRUCTURED CABLING SYSTEMS

Belden
Black Box Canada Corporation
Channel Vision
Chatsworth Products, Inc.
CommScope Enterprise Solutions
CXtec
CZ Labs
Electro Cables Inc.
ERICO
Hyperline Systems Canada Ltd.
ICC
Industrial Power & Control Inc.
Leviton Manufacturing of Canada Ltd.
MP Husky Corp.
Nexans Canada Inc.
Optimum Energy Products Ltd.
Panduit Canada Corp.
Selsor Cable Technology
Superior Essex Communications LP
Tevelec Limited
Transglobal Systems of Canada Inc.

SYSTEMS CABLE

Ardron-Mackie Limited
Belden
CAN-D Electrification Systems Ltd.
CommScope Enterprise Solutions
Domtech Inc.
Dromey Design Inc.
Eaton
Legrand Canada Inc.
Nexans Canada Inc.
Optimum Energy Products Ltd.
Phoenix Contact Ltd.
Priority Wire & Cable, Inc.
Southwire Canada Company
Superior Essex Communications LP
Tevelec Limited
Transglobal Systems of Canada Inc.
TriVista Inc.
United Wire & Cable Inc.

WIRING DEVICES & ACCESSORIES

CABLE TIES

3M Canada
Alpha Wire

ASB Heating Elements Ltd.
Azco Technologies Inc.
Band-N-Go Inc.
Belden
CBS Electric Insulation Materials (Edm.) Ltd.
Chatsworth Products, Inc.
Fusetek
HB Ettlin/Etlin-Daniels
Hubbell Canada LP - Lighting Division
ICC
Ideal Industries (Canada) Corp.
IlSCO of Canada Co.
National Cable Specialists
NSI Industries
Panduit Canada Corp.
Quick Cable Canada Ltd.
Silver Fox
Techspan Industries Inc.
Tevelec Limited
Thomas & Betts Canada Ltd.
Transglobal Systems of Canada Inc.
Vista Electrical Products
Wavell Electric Ltd.

COMPOUNDS & SEALANT

3M Canada
AMAC Equipment Ltd.
CBS Electric Insulation Materials (Edm.) Ltd.
Cummins Hydraulics
Lamp Source
Thomas & Betts Canada Ltd.

CONTACT CLEANERS

3M Canada
AMAC Equipment Ltd.
CBS Electric Insulation Materials (Edm.) Ltd.
Cummins Hydraulics
Thomas & Betts Canada Ltd.

FASTENERS

Band-N-Go Inc.
CBS Electric Insulation Materials (Edm.) Ltd.
Chatsworth Products, Inc.
Electric Power Accessories Corp.
HB Ettlin/Etlin-Daniels
Lamp Source
Langford & Associates Inc.
Legrand Canada Inc.
Quick Cable Canada Ltd.
Techspan Industries Inc.
Venture Lighting Canada
Vista Electrical Products

INSULATING EQUIPMENT

3M Canada
CBS Electric Insulation Materials (Edm.) Ltd.
Firwin Corp.
Industrial Power & Control Inc.
Lamp Source
Storm Copper Components, Co.
TE Connectivity - Raychem Cable
Accessories
TEXT Canada Inc.

MARKERS/DEVICES & LABELLING/LABELS

3M Canada
Azco Technologies Inc.
Banner Guard, Div of Reef Industries
Belden
Brother Canada
CBS Electric Insulation Materials (Edm.) Ltd.
Lo-Cost Nametag & Engraving Inc.

NSI Industries
Panduit Canada Corp.
Phoenix Contact Ltd.
RHINO Professional Labeling Tools
Schleuniger, Inc.
Silver Fox
Tech Products, Inc.
Techspan Industries Inc.
TEXT Canada Inc.
WAGO Corporation
Weidmuller

MISCELLANEOUS

3M Canada
Burndy Canada Inc.
CBS Electric Insulation Materials (Edm.) Ltd.
Guelph Twines Ltd.
Hubbell Canada LP - Lighting Division
Industrial Power & Control Inc.
Lind Equipment Ltd.
NSI Industries
Pass & Seymour Legrand Canada
Quick Cable Canada Ltd.
Tevelec Limited

RECEPTACLES/PLATES/ SWITCHES; ETC.

Belden
Channel Vision
Eaton
Energy Innovations Co.
Ericson Manufacturing Co.
Hubbell Canada LP - Lighting Division
Hubbell Canada LP - Electrical Systems
Jackson Power & Electric Ltd.
Leviton Manufacturing of Canada Ltd.
Lex Tec Inc.
Techspan Industries Inc.
Transglobal Systems of Canada Inc.
Vista Electrical Products

SOLDER & RELATED DEVICES

CBS Electric Insulation Materials (Edm.) Ltd.
Cummins Hydraulics

TAPES

3M Canada
A-D Technologies
Banner Guard, Div of Reef Industries
CBS Electric Insulation Materials (Edm.) Ltd.
Dura-Line Corp.
Electric Power Accessories Corp.
Guth Lighting Company
NSI Industries
Techspan Industries Inc.
Vigilant Technical Sales Ltd.
Vista Electrical Products

TERMINATING EQUIPMENT

3M Canada
Abel Electric
Azco Technologies Inc.
Baumer Electric Inc.
Belden
Black Box Canada Corporation
Channel Vision
Fluke Electronics Canada
Fluke Networks Canada
Panduit Canada Corp.
Schleuniger, Inc.
TE Connectivity - Raychem Cable
Accessories
Techspan Industries Inc.
Vigilant Technical Sales Ltd.
WAGO Corporation

ALBERTA**ALLTRA ENGINEERING SERVICES LTD.**

201, 334-53 Ave. S.E.
Calgary, AB T2H 0N3
T: 403-287-1510
F: 403-243-8623

ANIXTER CANADA

Calgary, AB 403-250-9646
W: www.anixter.com

BARTLE & GIBSON CO. LTD.

13475 Fort Rd.
Edmonton, AB T5A 1C6
T: 780-472-2850
F: 780-476-6686
Airdrie, AB 403-945-9481
Barrhead, AB 780-674-4255
Calgary, AB 403-216-6717
Calgary AB, AB 403-291-1099
Edmonton, AB 780-483-1411
Edmonton, AB 780-437-7767
Edson, AB 780-723-6180
Fort McMurray, AB 780-743-4476
Lethbridge, AB 403-320-0411
Medicine Hat, AB 403-527-3565
Spruce Grove, AB 780-962-4891
W: www.bartlegibson.com

BREWS SUPPLY

12203 40 St. SE
Calgary, AB T2Z 4E6
T: 403-243-1144
F: 403-243-2975
Edmonton, AB 780-452-3730
Grande Prairie, AB 780-814-8234
Medicine Hat, AB 403-526-2773
Red Deer, AB 403-343-6950
W: www.brewssupply.com

CENTURYVALLEN

4810-92 Ave.
Edmonton, AB T6B 2X4
T: 780-468-3366
Bonnyville, AB 780-826-3131
Calgary, AB 403-287-1690
Cambridge, AB 519-658-4182
Edmonton EG, AB 780-468-3366
Edmonton ES, AB 780-430-4000
Edmonton WE, AB 780-454-0471
Fort McMurray, AB 780-743-4336
Grande Prairie, AB 780-532-0843
Lethbridge, AB 403-329-4747
Medicine Hat, AB 403-526-6461
Nisku, AB 780-986-1525
Red Deer, AB 403-343-6671
W: www.centuryvallen.com

DELCO WIRE AND CABLE LTD.

Calgary, AB 800-649-7916
W: www.delcowire.com

ECS ELECTRICAL CABLE SUPPLY LTD.

Calgary, AB 403-250-9211
Edmonton, AB 780-436-9380
W: www.ecswire.com

EECOL ELECTRIC

63 Sunpark Dr. S.E.
Calgary, AB T2X 3V4
T: 403-253-1952
F: 403-252-6441
Airdrie, AB 403-945-9761
Bonnyville, AB 780-826-7220
Brooks, AB 403-362-3008
Calgary, AB 403-243-5594
Calgary, AB 403-250-3330
Calgary, AB 403-236-2182
Edmonton, AB 780-468-6141
Edmonton, AB 780-451-6481
Fort McMurray, AB 780-791-1835
Grande Prairie, AB 780-532-8750
High Level, AB 780-926-4839
Lethbridge, AB 403-328-2353
Medicine Hat, AB 403-527-7189

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W: www.eecol.com

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W: www.raylewpower.com

**ELECTRICAL WHOLESALERS
(CALGARY) LTD.**

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Calgary, AB T2E 6L9
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F: 403-291-4898
W: www.ewcl.net

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Edmonton, AB T5L 3B3
T: 780-451-2311
F: 780-455-1504
Edmonton South, AB ... 780-432-2400
Sherwood Park, AB 780-417-9770
W: www.ewel.ca

ELECTRO SONIC INC.

Calgary, AB 403-255-9550
W: www.e-sonic.com

ENGRAVER'S EXPRESS INC.

Calgary, AB 403-569-0400
W: www.engraversexpress.com

FALVO ELECTRICAL SUPPLY LTD.

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Edmonton, AB T6E-5Z1
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F: 780-468-1181
W: www.falvo.com

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Calgary, AB T3E 1Y6
T: 403-451-9065
F: 800-690-2392
W: www.g2solarcorp.com

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5005-12A St. S.E.
Calgary, AB T2G 5L5
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W: www.gescan.com

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F: 403-250-2050
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COMPANY**

Calgary, AB 403-287-0155
Edmonton, AB 780-454-3535
W: www.guillevin.com

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Calgary (Regional Office), AB
..... 800-667-9199
W: www.halometrics.com

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W: www.litemor.com

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W: www.powerwright.com

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W: www.torbramelectric.com

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Calgary, AB 403-730-9800
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Calgary, AB T2G 3A7

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Edmonton (Projects), AB... 780-733-2249
Edmonton (South), AB 780-469-0475
Fort McMurray, AB 780-743-0378
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W: www.bartlegibson.com

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W: www.centuryvallen.com

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New Westminster, BC... 604-273-2911
W: www.e-sonic.com

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F: 604-533-0229
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..... 800-667-9199
W: www.halometrics.com

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W: www.litemor.com

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Vancouver, BC V5Y 1B3
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W: www.light-resource.com

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Victoria, BC 250-383-1116
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F: 250-389-2824

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W: www.noramco.ca

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Vancouver, BC..... 778-588-7417
W: www.powerwright.com

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F: 204-772-1461
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W: www.web.egpenner.com

ELECTRO SONIC INC.

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W: www.e-sonic.com

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W: www.gescan.com

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W: www.litemor.com

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W: www.wainbee.com

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F: 204-954-9898
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St. Boniface (Winnipeg), MB 204-954-9901
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W: www.eddygroup.com

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W: www.liteco.ca

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F: 905-677-6505
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1352 Sagewood Cres.
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Location intelligence

The key to customer service and service delivery

Phil Kazuba



It's not just who you are but *where you are* that makes an impact on business today. The ability to combine your location with that of your customers can lead to new opportunities for success.

For example, electrical and utility contractors can use location data to improve service levels, especially as they pertain to service calls. Location data can also be used by call centre operations to efficiently plan and route contractor's and technician's service responses.

Being able to promptly answer customer questions, dispatch appropriate contractors to service sites and efficiently route fleet are just some of the advantages of integrating real-time location into operational platforms. Robust location knowledge streamlines business operations by leveraging high-quality data and helps companies make better business decisions.

A growing case for location intelligence

The importance of location-based information is becoming better recognized, and organizations such as Ontario's Electrical Safety Authority (ESA) are seeing the business gain in incorporating this technology. ESA is responsible for enhancing public electrical safety in the province, and has been using location technology to provide public access to licensed electrical contractors and enhance the ability of its inspectors to locate service sites via

optimal route selection, thereby maximizing the number of daily service calls.

"It is critical that ESA provide public access to licensed electrical contractors, and that ESA inspectors can easily locate work sites," said Bohdan Baluta, director of information technology at Electrical Safety Authority. "Our location intelligence partner [...] helps us do this with accurate, location-based solutions that offer consumers a choice of licensed contractors, and allow inspectors to plan routes that will maximize the number of inspections they are able to perform."

Location intelligence allows companies to go beyond traditional methods of data analysis and planning, such as spreadsheets and charts, and enables them to organize and understand geographic data to easily identify patterns and trends that can be displayed through visualization tools.

By combining geographic- and location-related data with other business data, organizations can gain visibility into their entire corporate network and service providers, increase their turnaround times, swiftly access vital information, improve their customer service and become more proactive in facilitating business strategies.

Instead of rows and columns of static data, location-based software allows companies to render rich, thematic maps and work with

visually interactive analytics. Some tools can incorporate multiple data sources to round out a user's data requirements with accuracy, proximity and robust resources.

Geocoding is an essential component of location intelligence, assigning latitude and longitude coordinates to a physical location. Much different than postal code analysis, geocoding pinpoints the location as accurately as possible, often to the building rooftop or parcel level. Rooftop-level geocoding can precisely determine a property's distance for service calls. In the case of ESA, location intelligence has helped it enhance its customer service through improved capabilities and more efficient use of personnel.

In another example, the Ontario Medical Association has used location intelligence with its centralized database, allowing OMA to perform numerous economic analyses (including meeting the federal mandate of determining appropriate physician incentives for rural areas).

Another company, Union Gas, has used location-based data to promote its energy conservation program to additional eligible clients in an effort to reduce natural gas consumption among that group. As a result, Union saved 11.5 million m³ in natural gas, and its uptake rate increased to 4% and, in some areas, as high as 8% (compared to the typical response of just 1%).

In terms of sales, service and distribution, location intelligence helps carriers optimize their processes by more effectively routing service calls, marketing to specific areas and planning delivery routes by geographic data. It also plays a key role in identifying areas of market potential and aligning sales and marketing networks to capture that market potential.

Flex your location intelligence

Using demographics and lifestyle information to profile top customers and predict product-purchasing behaviours can help brokers and agents more effectively upsell and cross-sell existing customers, and identify the highest potential lifetime value of new customers. **EB**

In his role as vice-president & general manager of DMTI Spatial Inc. (www.dmtispatial.com), Phil Kazuba is responsible for leading the organization as well as maintaining strategic long-term relationships with existing clients while building growth opportunities with potential customers.



Consider blended learning as applied to electrical safety training

Jim Pollard

Many people refer to workplace electrical safety training as “arc flash training”, but workplace electrical safety training goes far beyond teaching workers about electrical hazards and should focus on instructing them on how to work safely.

No matter what you call this type of instruction, employers are required to provide adequate electrical safety training to their entire workforce. Our goal in satisfying this regulatory requirement should be to deliver practical knowledge that can be immediately applied the very next time any worker is exposed to an electrical hazard.

This paper will discuss the use of a blended learning model using e-learning technology and leveraging instructor-led sessions to deliver more practical workplace electrical safety training.

Working in tandem

The concept of blended learning as it is being used today dates back to the late 1990s. I’ve seen a significant upswing in acceptance since the emergence of this hybrid form of learning, as several universities and colleges across Canada and the U.S. have adopted these systems.

Blended learning requires the use of self-paced digital media, for which (in this discussion) I refer to as *e-learning* (also referred to as CBT or online training). The e-learning is completed by the worker as a prerequisite to additional face-to-face instructor-led sessions.

When blending these two forms of training, employers have the opportunity to customize the instructor-led session based on data collected from the e-learning assessment.

The training required for workplace electrical safety should be determined by the worker’s risk of exposure to electrical hazards and status of electrical safety competency. Qualified electrical workers require more electrical safety training than non-electrical workers (also referred to as unqualified electrical workers). Employers should define worker roles and responsibilities as part of an electrical safety program, then determine what constitutes adequate training for each worker.

When the employer’s electrical safety program is aligned with Occupational Health & Safety Management Systems, a training matrix should be established to document qualification and training requirements by worker role.

Every worker is exposed to electrical hazards at most workplaces, although the risk of this exposure resulting in an injury is often very low. E-learning as a stand-alone training solution can be effective for non-electrical workers as it requires very little downtime, is cost effective and constitutes as effective due diligence for employers. In the majority of cases, non-electrical workers require only awareness-level training for workplace electrical safety, as well as content related to their specific scope of work in operating electrical equipment.

To provide more practical knowledge for qualified electrical workers, we can use a

blended learning system. Employers must first understand the required curriculum and identify the generalized content versus practical application knowledge, then separate the information in a blended learning system.

Workplace electrical safety training requires a significant amount of generalized knowledge, including:

- scope
- definitions
- terminology
- electrical hazard identification
- understanding potential harm
- risk assessment procedure
- applicable codes, regulations and standards

Examples of practical knowledge include the application of electrical safety theory within a work flow process, such as developing and executing electrically safe work procedures for energized electrical work tasks, applying appropriate preventive and protective control measures, completing arc flash and shock hazard analysis, completing an electrical hazard risk assessment and selecting electrical-specific PPE, and tools and equipment appropriate for the task.

The utilization of e-learning as part of a blended learning system for workplace electrical safety training can be used to efficiently deliver the electrical safety theory (generalized content knowledge), which is used as a prerequisite to better prepare the worker for face-to-face time with an instructor.

Instructors benefit from a more-educated student with fresh subject matter knowledge. The bricks-and-mortar classroom time can be better spent with an instructor who has more time to focus on the application of the subject matter using physical learning aids, exercises and practical application instruction. Workers with more practical knowledge are better able to apply the preventive and protective control measures in the field from the applicable best practice standards.

Blended learning overcomes employer challenges

One of the challenges facing industry is the cost for training. The actual cost to employers far outweighs the pure training costs when you factor in demobilization of workers, wages, loss of 'productive' time and travel costs. E-learning allows for self-paced learning that can be spread over several days or weeks leading up to an instructor-led session. Provided the face-to-face time is best spent building on the prerequisite knowledge, employers don't need to

reduce the amount of electrical safety training due to budgetary constraints.

Blended learning using an effective prerequisite allows workers to absorb and understand more of the instructor-delivered curriculum. Employers can provide more than one day-worth of workplace electrical safety training without requiring the worker to spend an equivalent amount of time in a bricks-and-mortar classroom.

Another challenge for employers are site-specific electrical hazards that are inadequately addressed by off-the-shelf workplace electrical safety training courses. The use of a blended learning model for training allows workers to spend more of the valuable face-to-face time with an instructor covering their site-/industry-specific training needs and get their questions answered. This time can also be spent reviewing the employer's electrical safety program, related policies, safe work procedures and emergency response program.

Blended learning systems can be used to increase the effectiveness of workplace electrical safety training. There are many benefits to consider, including lower costs for training, more practical application knowledge for qualified electrical workers and less time spent in a bricks-and-mortar classroom. Employers considering blended learning should research all of the available e-learning and instructor-led training options available.

To optimize the potential success of any electrical safety training, competency validation on-the-job is recommended. Training can be defined as knowledge transfer and, by itself, doesn't validate any electrical worker as being 'competent'. Employers should follow up on all forms of electrical safety training and use an electrical safety competency validation process to ensure the workers are applying the knowledge provided using preferred training methods. **EB**

Jim Pollard is the owner of Unlimited PPE Inc. (www.arctested.com) and a member of several committees related to electrical safety, including CSA Z462, ULC-S801, ULC Live Working and CSC/IEC TC78. Unlimited PPE Inc. represents the Oberon Company in Canada and promotes ESPE Electrical Safety Program Solutions Inc. You can reach Jim at (905) 573-0300.

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Are standby generators the next must-have accessory?

Scott Spidle

Despite the increase in disruptive weather events and some dire statistics about the reliability of the power grid that services both Canada and the U.S., many businesses and property owners do not have standby (backup) generators. Nevertheless, the winds of change appear to be blowing.

In Canada, events such as the Alberta flood of July 2013 and the November 2013 power outages in Ottawa are reminding businesses and residents of their vulnerability. With cities such as Quebec experiencing intermittent but ongoing outages of the hydro system, the case for installing standby generators is mounting.

Businesses—and even individuals—are becoming increasingly unable to function without power. From computers to smartphone chargers, the electrically powered components of our lives connect us in ways we couldn't imagine a few decades ago. Without power, most of us cannot function in any real business or social capacity for more than a few hours. This environment creates significant opportunity for electrical contractors, engineers and other professionals to help their customers specify, acquire and install standby generators.

Making the case

Before you can help a client purchase a standby generator, you must, of course,



persuade them that such a purchase is necessary and practical. Following is some information that may help sway their decisions.

Arguments for necessity

The power grid that services Canada and the U.S. is outdated, built largely on analogue technology that is easily disrupted and does not mesh well with a digital world. The estimated cost to upgrade the power grid to digital, fluctuation- and outage-resistant technology is \$2 trillion, and there is no mechanism or governing body in place to collect or provide the money. Making matters worse, the grid runs with half the capacity headroom it had only 20 years ago.

Power grid failures have increased 124% since 1990; about 500,000 energy customers experience a power outage every day. The average cost of a power outage for large businesses and industrial concerns is \$1500 per second.

The possibility of a prolonged power grid collapse (possibly due to a cyber-attack or terrorism) has become great enough that, in November 2013, government and utility officials staged a massive emergency drill (called GridEx II) that involved thousands of utility workers, business executives, National Guard officers, FBI antiterrorism experts and government officials from Canada, the U.S. and Mexico.

Climate change is certain to put further stress on the power grid as temperatures and weather become more extreme.

Arguments for practicality

- Standby generators increase resale values for properties of all types.
- In many cases, owners of standby generators can use them to go off-grid during peak demand times. This enables them to reduce their power bills and, depending on how much power they generate, may even let them sell power back to the electric companies. Net zero power generation is a possibility in many areas.

- Generators have become much more energy-efficient and quieter than in previous decades, making them more appropriate, earth-conscious purchases for urban dwellers and environmentalists.

How much is enough?

When you're assisting clients with the specification and purchase of their first standby generator, you'll want to help them match their needs to the right equipment. Walk them through potential scenarios for 1-day and 3-day outages, as well as outages of one week or longer. They'll be surprised at how much power they need to be comfortable for more than 24 hours.

For residential and even small business uses, some of your customers may be satisfied with a small, managed-load unit, which they should be able to purchase and have installed for less than \$10,000 USD. These units let the operator power lights and basic home- or office-grade electrical appliances, including the blower for a forced air gas, propane or oil furnace. A managed-load unit with a transfer switch installed near the power breaker will give the operator control over power generation, and offers them the flexibility to decide which items the generator will power.

Depending on the home or business, a 'whole-house' generator may be more appropriate, but these start around \$10,000 installed, and run up to \$20,000 or more, depending on whether they are air- or liquid-cooled. These larger units will power an entire home or small office or retail operation that doesn't have walk-in coolers, as well as other equipment with more robust power needs.

Specifying larger generators for big businesses, restaurants and industrial operations becomes more complicated than adding up appliances (check out this online calculator tinyurl.com/13g7ktk).

Note that, in all cases, it's important to stress the need for routine maintenance. Standby generators fail at a rate of up to 20%, usually because they are not properly maintained. When your client cannot commit to following manufacturer maintenance and testing routines, you should help them identify a company that can perform maintenance for them. Some generator vendors offer maintenance and repair, as well.

Evaluating the options

Some of the features to consider in standby generators, especially those that will be located close to homes or businesses that plan to remain in operation, include:

- Fuel source: will the operator want to connect the generator to an existing natural gas supply line, or is such a capability not practical in the area of operation? If the latter is true, a diesel generator may be the best option.
- Permanent versus temporary: will the generator be installed permanently on a platform, or will the

owner want the flexibility of moving it to different locations based upon need?

- Sound-attenuation: is the generator quiet?
- Environmental friendliness: does the generator meet any environmental mandates for the area in which it will be operated? For larger generators, does it offer a spill-containment feature?
- Power distribution: if the generator will not be permanent connected, does it have convenient power distribution panel with receptacles and Cam-Lok connectors?



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- Cold packaging: except for temperate areas such as parts of British Columbia and Nova Scotia, having a generator heater—or a cold package installation—is crucial for any permanently installed generator. Not all generators will operate as well in cold climates, even with a heater, so weather is a major consideration for model selection.
- Cost: purchasers of larger generators may not be able to afford the expense of a new one. However, quality used or rebuilt units, which offer long life and reliability, are available at considerable savings over the cost of a new model (see “Questions to ask about used equipment” when purchasing a used generator for your clients.)

Some of your clients may argue in favour of a portable generator because they are less expensive and don’t have to be installed. However, generators can be hazardous when operators do not understand how to use them properly. Hundreds of people die each year from generator emissions poisoning. They are also not fuel efficient, their emissions are considerable, and they are noisy.

Final thoughts

While power outages may be inevitable, they do not have to cause disruption or contribute to disaster. Individuals and businesses can safeguard themselves against future power outages with a standby generator that fits their needs and circumstances. Evidence for the wisdom of this decision is clear and considerable. It’s up to electrical contractors, engineers and other professionals to embrace the current situation and pass that wisdom on to their customers. **EB**

In his current capacity as vice-president of rental and service, Scott Spidle oversees Worldwide Power Products’ (www.wpowerproducts.com) rental fleet and the service team that supports it. With more than 18 years of experience in operations and management, Spidle has completed numerous projects where he developed and implemented operating procedures.

INSPECTION PROCESS, COMMENTS AND REPAIR CHECKLIST

Check When	ITEM COMPONENT OR PROCESS	EXPLAIN ACTION TAKEN/COMMENTS
Passed:	Visual/Walk Around:	REQUIRED ON EVERY LINE
<input type="checkbox"/> yes	Walk around unit and clean up as needed.	
<input type="checkbox"/> yes	Ladders and fire equipment present? Quantity?	
<input type="checkbox"/> yes	Safety jacks present? Quantity?	
<input type="checkbox"/> yes	Visual inspection of generator & control panel.	
<input type="checkbox"/> yes	Operational inspection of frequency and voltage.	
<input type="checkbox"/> yes	Operational test of radiator louvers/vents – clear.	
<input type="checkbox"/> yes	Operation inspection of control panel meters.	
<input type="checkbox"/> yes	Document any excessive noise in engine or generator.	
<input type="checkbox"/> yes	Are Operation & Maintenance Manuals present?	
<input type="checkbox"/> yes	Are noise attenuation/insulation materials secure?	
<input type="checkbox"/> yes	Is container/enclosure intact?	
<input type="checkbox"/> yes	Paint job	
<input type="checkbox"/> yes	Level of rust	
<input type="checkbox"/> yes	Mounting	
	Cooling System:	
<input type="checkbox"/> yes	Document overall condition of radiator/heat.	
<input type="checkbox"/> yes	Check and document entire cooling system for leaks.	
<input type="checkbox"/> yes	Head gasket (must not leak to pass).	
<input type="checkbox"/> yes	Jacket Water Pump (must not leak to pass).	
<input type="checkbox"/> yes	Separate circuit after cooler pump (must not leak to pass).	
<input type="checkbox"/> yes	Thermostatic valve (must work & not leak to pass).	
<input type="checkbox"/> yes	Thermostatic housing (must work & not leak to pass).	
	Fuel System:	
<input type="checkbox"/> yes	Check all fuel lines for cracks, leaks, pliability, support.	
<input type="checkbox"/> yes	Fuel transfer pump (must not leak to pass).	
<input type="checkbox"/> yes	All fuel supply return lines (must not leak to pass).	
<input type="checkbox"/> yes	Hand priming pump (must not leak to pass).	
<input type="checkbox"/> yes	Filter base(s) (must not leak to pass).	
<input type="checkbox"/> yes	Document fuel pressure idle and rated RPM.	Idle RPM Oil PSI Rated RPM Oil PSI
	Lubrication System:	
<input type="checkbox"/> yes	Document oil PSI after doing PM1 service below.	Idle RPM Oil PSI Rated RPM Oil PSI
<input type="checkbox"/> yes	Head to block joint (& spacer plate if applicable).	
<input type="checkbox"/> yes	Front/rear crank seals.	
<input type="checkbox"/> yes	Front cover and flywheel housing.	
<input type="checkbox"/> yes	All major castings (head, block, oil pan, etc.).	
<input type="checkbox"/> yes	Oil Cooler	
<input type="checkbox"/> yes	Turbocharger	
	Electronics & Starting Systems:	
<input type="checkbox"/> yes	Check battery, terminals, connections, cables and CCA's.	
	Intake & Exhaust Systems:	
<input type="checkbox"/> yes	Check air intake pipes, air filter & restriction gauge.	
<input type="checkbox"/> yes	Check exhaust cracks, leaks or smoke w/ engine running.	
<input type="checkbox"/> yes	Check exhaust manifold for oil or fuel slobbering.	
<input type="checkbox"/> yes	Check exhaust manifold if any broken hardware.	
<input type="checkbox"/> yes	Inspect turbo for excessive end play clearance.	
<input type="checkbox"/> yes	Inspect turbo for any seal leaks.	
<input type="checkbox"/> yes	Ensure waste gate functions properly.	

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• Has the unit been rebuilt? If so, who performed the rebuild, and when?

• Has the unit been used since the rebuild, and for what purpose and period?

Specifications

• Horsepower, kW/MW, voltage, frequency, etc.

Package configuration

• What is the configuration of the package (e.g. fuel tank, enclosure)?

• Can you create a custom package from equipment that meets my specs?

Testing/inspection

• Has the unit been serviced and load banked?

• Do you use any formal inspection process and what is it?

Service

• Can you service and/or maintain the unit for us, and what are the terms?

• Does the package come with a warranty? **EB**

Global adjustment has become a significant charge for Ontario electricity consumers, and what was once a small credit in 2005 has ballooned to the point where it now exceeds the cost of energy itself. Recent regulation changes now allow larger consumers to choose how the global adjustment is charged, giving them an option to be billed based on their consumption during the top five peak demand hours in the province.

This presents a tremendous opportunity for many companies to save hundreds of thousands of dollars by implementing strategies to ensure they reduce or offset their load during these peak hours.

The potential for savings is significant: every 1 MW that a large consumer is able to either curtail load or displace it through approved onsite generation during the top five peak hours in 2012 will result in annual savings of over \$300K. This is forecast to increase to over \$400K annually by 2016.

What is global adjustment?

The global adjustment (GA) is a line item charge on your monthly electricity bill and is used to cover the difference between the market price and rates paid to regulated and contracted generators, and to pay for conservation and demand management programs. The GA was designed to assist the government in eliminating coal-based generation and greening the power system through conservation, demand response and cleaner generation sources.

When GA was first introduced in 2005, it included the existing Power Mitigation Rebate, which was paid by Ontario Power Generation back into the electricity market, and resulted in a net credit to consumers. However, this credit disappeared the following year and the GA became a minor charge. In 2009, the GA charge increased significantly as several new natural gas plants came online. In addition, with the introduction of the Green Energy Act, feed-in tariff (FIT) and micro-FIT programs in 2009, the GA continued to grow unabated to the point where it now replaces the net energy settlement charge as the single largest line item on the monthly bill.

During those same years, the Ontario Spot Market price for electricity dropped significantly, primarily due to the lower cost of natural gas, which tends to set the hourly market price. However, the GA is forecast to increase further over the next four years as those companies with contracts to upgrade or build new generation will finish their construction and begin to produce new energy at their contracted rates.

Changes to how global adjustment is charged

Prior to January 2011, all major Ontario consumers paid global adjustment on a volumetric basis, with the monthly cost spread equally across the total energy consumed by the loads in the province. However, with



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the passing of Ontario Regulation 398/10 amending Regulation 429/04, two separate classes of consumers were created: Class A consumers are defined as having a monthly average peak over 5000kW, while all others are considered Class B.

Class A consumers no longer pay their GA portion based on their total energy consumption, but instead are now charged based on their consumption relative to the total

Ontario load during the top five hours (from different days) of any given 12-month base period. Hence, the program is referred to as the '5 Coincident Peak' or 5CP program.

Little has changed for Class B consumers, whose GA amounts continue to be charged based on their total energy consumption within each month, except that they must also make up any difference in savings realized by the Class A group. In both

cases, GA continues to be a separate charge item on the bill, identified as the Global Adjustment Charge.

When the new GA regulation was introduced in 2011, the Class A consumer was paying about \$200,000 for GA per average MW consumed during the 5CP periods. For 2013, the GA is forecast to be about \$350,000/MW annually and is expected to rise to almost \$400,000/MW by 2015. That is an

average increase of about 20% per year since 2011. The Independent Electricity System Operator (IESO) and Ontario Power Authority (OPA) determine the GA recovery charges required monthly, and provide these numbers to the LDC (local distribution company) who, in turn, charges and collects from their customers accordingly. The LDCs remit the collected GA dollars to IESO for settlement and disbursement.

In 2012, the regulation was further amended to allow Class A consumers to choose how they were billed for GA. They now have the choice of being billed on a \$/MWh (Class B) or based on the \$/MW (Class A) basis. Many consumers continue to select Class A, as they are able to save simply based on their inherent load profile, and are billed based on the peak MW method. This also allows them to have further control over the GA charges they may incur in the future.

This could present significant opportunities for savings. By anticipating when the grid peaks are going to occur, the Class A consumer could cut its loads during the 5CP days to reduce their GA contributions considerably.

Opportunities for significant savings

For most businesses, electricity costs represent a relatively small portion of their overall operating budget. It is often a challenge to balance the financial benefits of curtailing load during peak hours and the disruption this could cause to productivity. However, the opportunity for saving on GA costs is so significant that it has become an increased priority for consumers that qualify as Class A. Many are now looking at demand response (DR) strategies with new interest, and are considering the three main opportunities below:

- Direct production curtailment.
- Non-production baseload conservation and demand management.
- Load-displacing onsite generation (with full environmental approval to be used for this purpose).

Curtail production

Given the small number of hours upon which the 5CP program is based, directly scaling back production operations to reduce demand during peak hours is often the most effective strategy. This is particularly key for consumers that have a small number of large loads and may have slack in their production cycle or, alternatively, have the capacity to build up storage inventory of one component then shut down part of the plant for a number of hours without impacting main production lines.

This strategy involves careful analysis of the energy needs throughout all

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stages of the production cycle to identify opportunities for load curtailment, then setting limits on when and how long each stage can be shut down without significantly impacting the business.

Manage demand

Many consumers have production constraints that prevent even short interruptions to their operations. They must consider alternate solutions that focus on curtailing their non-production baseload, such as lighting, HVAC and compressed air. The key is to develop a strategy and select technologies that include a DR component. It is not simply about conservation or saving a few kilowatt-hours across the board anymore; it is about being able to curtail loads by having the proper controls in place that will allow for that flexibility when you need it most.

The good news for consumers is there are an increasing number of new technologies available on the market designed to control baseloads. Businesses are starting to assess new conservation & demand management (CDM) technologies for the purpose of DR to reduce non-production baseloads within their facilities, seeking to reduce demand without impacting production time. By focusing more on the benefits of DR, rather than efficiency and conservation alone, businesses can more easily justify investments in these new technologies.

Onsite generation

Using back-up generators to curtail demand is not a new concept; for several years, customers who have environmentally approved generation capacity have been shaving their peaks by generating their own power. The difference now is that the use of generators is becoming more prominent as the 5CP and other DR programs provide an accelerated payback of the initial capital costs. Every kW of generation output during a peak hour has the same net benefit in reducing your GA costs than as a reduction in the consumer's load itself.

Consumers wishing to utilize existing generators, or considering the purchase of new ones, must consider the additional costs of running the equipment during peak hours and ensure they have the appropriate environmental certification that allows them to use it for this purpose. In some cases, customers with existing backup generators may simply upgrade their equipment to meet the environmental certification requirements.

Challenges facing consumers

The challenge for most Class A consumers is knowing when to cut load so it will have the greatest impact on their GA costs. The balance is always between cutting too often, which impacts production, versus not cutting enough and missing the peaks. We are approaching the third year of the 5CP program and have noticed a significant impact on the grid.

There are only five peaks during the base period that matter most when determining the peak demand factor. However, the peaks this past summer were wider and longer than ever, making it much more difficult to predict the peaks when compared to previous years.

The following is a guide to help customers to reduce usage during peak periods, all of which can alter when the peaks occur for the day:

- Assess the impact of GA on your overall bills. Analyze the sources of load within your company and their contribution during peak days. Assess your ability to reduce these loads during peak days. Identify opportunities for stockpiling with batch processes within some areas to make it easier to ride through a curtailment.

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- Develop an energy management strategy that includes demand response. Evaluate using existing or new low-cost or no-cost methods for opportunities in curtailing loads.
- Engage the right departments. The strategy should involve the whole organization to execute your plan.
- Understand how electricity demand is reported in Ontario and establish your demand threshold (MW). The demand threshold will be your initial point in the Ontario demand where you will want to activate your curtailment actions. After the five peaks have been established that exceed the initial threshold, the new threshold becomes the lowest of the five. Setting the initial threshold is critical. When the threshold is too low, production will be unnecessarily disrupted; when it is too high, peaks will be missed.
- Monitor the Ontario electricity market in real-time. Understanding the market dynamics and what is happening during peak days is crucial in knowing whether to cut for any day. Some key elements to look for are:
- Monitor the IESO hourly demand forecast carefully. The forecast itself rarely equates to the final actual demand, so it is important to factor in confidence bands so you will not miss a peak should the final demand come in higher than the forecast, or should the peak shift to another hour.
- Track the actual demand very carefully during peak days. You are now competing with over 1000MW of other Class A consumers that are all trying to avoid the peak while hoping the rest of the group do not. As a result, peak hours can shift radically throughout the day. When possible, it is best to monitor demand deviations in real-time so you can quickly detect and respond to such shifts.
- Monitor other components of the Ontario electricity

market that will impact demand. IESO will warn of changes to the demand forecast in their System Status Reports. Also, large industrial customers may withdraw their market bids to consume energy for upcoming hours, indicating that they may also be curtailing load during those hours.

- Assess the impact of other Class A load actions on the system peak and DR programs on the system peak (e.g. impact of DR3 or PeakSaver Plus). These, again, will negate peaks or shift them to another hour.

Best of both worlds: elect Class B but behave like a Class A

Consumers over 5000KW will be classified as a Class A consumer by default; however, they can elect to be billed as a Class B consumer by June 15, prior to the start of the associated Adjustment Period. Class A consumers generally experience an advantage in lower GA costs but, in some cases, remaining on the volumetric approach that Class B consumers pay will be less expensive. The decision to be Class B should be based on your Peak Demand Factor (PDF) from the past Base Period, along with the energy volume requirements you foresee going into the next Adjustment Period.

Even as a Class B consumer, these companies can still implement an energy management strategy to shave some load during peak hours to lower their PDF for the current Base Period. When the strategy is successful, they can switch to a Class A for the next Adjustment Period; were they unable to shave peak load, they can select to remain a Class B consumer for that period. This provides a best-of-both-worlds hedging strategy, and allows consumers to test and implement energy strategies within their organizations with little consequences should the strategy fail.

Help to the rescue

Unless electricity is a major portion of an organization's total costs, it is unlikely they have the dedicated staff and knowledge to implement a demand response strategy themselves. Fortunately, there are companies

operating in the Ontario electricity market that provide the tools, services and experience that can aid in developing and implementing a successful strategy.

This allows consumers to tap into a vast knowledge of expertise and existing skill sets—as well as powerful market tools—allowing them to execute their strategy more rapidly and more precisely than had they done it by themselves. The costs of most services are minor considering the potential savings offered through the GA 5CP program, and they increase the likelihood that the plans are ready to execute before the critical peak periods occur.

Some of the offerings available to consumers over 5000 KW include the following:

Analysis and planning consulting services

Energy experts are available to assess your energy bills and future energy requirements to determine whether you should elect to be a Class A or B consumer for the next Base Period. They can then provide energy audits that will identify areas that would benefit from CDM, targeting primarily demand response opportunities that will result in a lower GA cost.

These services can lead to the implementation of a sophisticated energy management strategy. It may include building automation systems that will help consumers monitor and report on load details, as well as control demand in several areas under computer control.

Peak avoidance services

Peak avoidance services utilize market experts that monitor Ontario demand and provide alerts to consumers that identify hours that are at risk of becoming peaks. These service providers should have an in-depth knowledge of the Ontario electricity market so they can establish initial demand thresholds with confidence using the latest long-term forecast information and tools. The initial threshold is established early in the season as the point where loads will be expected to curtail. The goal is to miss the peak hours while not over-curtailing to the point where the disruptions negatively impact the customer's business. Market monitoring and communications are extremely important to ensure any changes to the demand are identified and discussed well ahead of the likely peak hours.

The service should provide assessments prior to the peak seasons, as well as several times during peak days as at-risk hours are approached or as forecasts are updated (e.g. Day Ahead and Day Of alerts). The provider should also monitor changes in the demand, the behaviour of large consumers and

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activation of other demand response programs throughout the day so it can alert its subscribers.

Market monitoring tools

Advanced market monitoring tools have been available to the Ontario electricity market for generators and large consumers for many years. These tools allow consumers to monitor for changes in Ontario demand, set thresholds and receive alerts, and detect variances in demand forecasts specifically for Class A consumers wishing to avoid peak hours. These systems are browser-based, requiring no additional software installation, and provide more insight into the market, including what other large consumers are doing to avoid the peaks.

DR3 aggregation services

Ontario Power Authority's Demand Response 3 (DR3) program is available through several aggregators, and will pay a standby and activation fee for demand response. While both DR3 and GA 5CP programs are based on demand response activations, there are several key differences between these programs:

- GA 5CP is completely voluntary, while DR3 is contractual.
- GA 5CP based on the top five hours (different days) in the period. DR3 requires a maximum of either 100-hour or 200-hour commitments in curtailment.
- GA 5CP savings through reduction in GA avoidance (over \$300K per MW yearly) are recovered the next year. DR3 contracts pay in the current year and range from \$60-125K per MW, plus up to \$200 per MWh during activations.
- DR3 activations are triggered by a combination of forecast market prices and a supply cushion (percentage of supply in reserve). During peak demand season, generator maintenance and outages have been completed and there is generally enough capacity, so supply cushion may not be an issue. DR3 activations often do not coincide with 5CP activations.
- DR3 curtailment is calculated using a baseline load prior to the activation. Voluntary curtailments for 5CP prior to a DR3 trigger can impact this baseline, resulting in a lower deemed curtailment and/or a penalty from the aggregator.

An energy management strategy can result in savings through both DR3 and GA 5CP. While the financial certainty of a DR3 contract is a benefit, consumers should take precaution that such contracts do not penalize them from taking actions to avoid the

more significant GA costs. Aggregators receive no benefit from the 5CP program, but are compensated through DR3 revenue and may be in a conflict of interest and unwilling to provide candid advice to consumers.

Summary

Any energy consumer with an average monthly peak over 5000 KW can take advantage of the global adjustment 5CP program. Whether

the company develops its energy management strategy alone or with the help of a third-party, the financial savings that result from avoiding the top five demand peaks can be extremely lucrative. Curtailing or displacing load for GA demand response can be accomplished in many ways, and can be the most cost effective way of reducing your electrical costs.

It is becoming more difficult for

companies to ignore the program, as other industries and their competitors have already begun to take advantage of the GA, maximizing the opportunity to gain a competitive edge—particularly as GA is forecast to continue rising for the next four years. **EB**

This article originally appeared on EBMag's dedicated energy management website, www.Energy-Manager.ca.



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Don't let these 3 common mistakes kill your next work truck spec

Bob Johnson

At its most basic level, a work truck is a piece of equipment that helps your employees do their jobs. Since well-designed equipment enhances productivity, your objective when designing a work truck is to optimize the vehicle to achieve the best overall return for dollar spent.

But three common mistakes can jeopardize your results and lead to a work truck that just doesn't work. Here is some advice on how to defeat these spec killers and, instead, write a killer spec.

MISTAKE #1: Working out of order

Many people start the specification-writing process with the truck chassis, when it is actually most logical to address the body and equipment first.

Think about it: an effective, productive work truck is designed to perform a specific job or series of jobs. Therefore, it makes sense to start the process by defining the job or jobs the truck will perform. From there, you can address the equipment and associated truck body needed to perform those tasks.

Finalizing the body and equipment will define the vehicle's required payload, necessary

clear cab-to-axle chassis length and the loaded body's centre of gravity. This information enables you to select an appropriately sized chassis, and perform an accurate weight distribution and payload analysis to determine the appropriate chassis.

Finish by choosing the powertrain that meets your performance criteria.

MISTAKE #2: Doing what you've always done

It's an easy trap to fall into: you're replacing an existing vehicle, so you figure all you have to do is duplicate the old unit.

Not so fast. For starters, the current vehicle may not have been optimized for the job it is doing. In such a case, the end users probably figured out how to make it work as well as they could, but that does not mean you shouldn't seek improvements with the new unit.

Even if the vehicle was properly spec'd at the time it was initially acquired, requirements change and new/improved products are constantly being introduced. It is possible that there is a new body, chassis or piece of equipment that would offer significant improvements over what was previously available.

Chassis selection in particular should be carefully thought through every time. Chassis specs change from year to year, so a current Class 3 chassis, for example, may not have the same net payload as an older Class 3 chassis from the same OEM.

One of the challenges facing work truck designers is keeping up with these changes. To some degree, you can accomplish this by reviewing new product literature and reading industry trade journals. However, nothing really beats seeing the equipment firsthand and talking directly to representatives of the companies developing this new equipment. Annual events like The Work Truck Show (put on by the National Truck Equipment Association) are unbeatable resources for meeting with hundreds of vendors and checking out their latest products in just a couple of days.

MISTAKE #3: Taking your best guess

After the preliminary selection of a suitable chassis has been made, perform a detailed weight distribution analysis to determine individual axle loadings. When necessary, optional axles, suspension components and frames may be required to ensure the chassis is not



PHOTOS FROM THE WORK TRUCK SHOW COURTESY NTEA.



overloaded, and all equipment-mounting requirements have been met.

Once the correct foundation components have been selected, it is time to move on to the powertrain (e.g. engine, transmission, axle ratio) and other components, such as the electrical system, fuel tanks and cab content. All of these components have an impact on the completed vehicle's overall performance and productivity, so it is important to make selections based on valid requirements.

In far too many cases, vocational truck designers make powertrain selections based on guesses instead of a careful analysis of horsepower and engine torque demands. Start by defining your performance criteria (e.g. road speed, starting gradeability, reserve gradeability) then calculate your actual requirements. This will allow you to select the proper engine, transmission and axle ratio to ensure the truck performs as required.

The payoff in this process is a truck that has better fuel economy and lower maintenance costs.

The powertrain design process is not

difficult, but is critical that you know how much the completed vehicle will weigh (including trailers for combination vehicles) and that you make realistic selections when establishing your performance criteria. Chassis dealers have access to sophisticated computer programs that will make these calculations for you, but the output is only as good as the information you put in.

Writing a killer spec

Designing an integrated work truck is not difficult, but it does require that you understand the design principles involved and that you research your requirements before starting the design process. When you take the time to write a killer spec, you will be rewarded with a more productive, cost-effective vehicle. **EB**

A regular contributor to Electrical Business, Robert (Bob) Johnson is a former fleet manager and currently serves as director of fleet relations for the National Truck Equipment Association (NTEA, www.ntea.com).

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- "Designing Your Next Truck Chassis to Meet the Job Requirements", presented by Robert J. Aquaro, vice-president, TARA Commercial Vehicle Consulting Services.
- "Optimizing Efficiency and Performance: Properly Spec'ing Your Next Powertrain", presented by Joe Johansson, senior applications engineer, Allison Transmission Inc. **EB**

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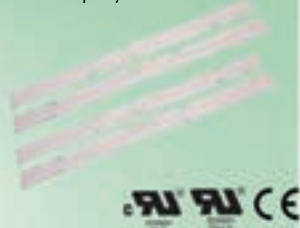
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8 solutions for construction site theft

Richard Frost

“Conservative estimates in the past have put the loss from construction site theft at around \$220 million in Canada annually, but many in the industry speculate that total costs could be closer to a billion dollars,” said Tim Bailey of AvidBuilder.com. Meantime, Frank Fourchalk of Community Capers said “Canada suffers from hundreds of thousands of dollars in construction theft every month.” These numbers are staggering, and what’s clear is that construction site theft is rampant. We’re also certain that both the frequency and severity of theft is well under-reported.

The true cost of theft is more than just the tangible cost of replacing the stolen item. To calculate the full impact to your business, you need to include:

- The delay to that particular job and future jobs, and potential penalties.
- The employee downtime while your people are waiting for replacement tools, equipment or materials, or while they fill out paperwork detailing what items were stolen.
- The impact to your insurance, whether it is increased premiums, increased deductibles, cancelled policies or bonding issues.
- The impact on your reputation, affecting your customer relations and ability to get the business you want.

Top 5 target items

The five most common items stolen from electrical contractors include:

- Materials (copper, wiring)
- Tools (hand and power)
- Appliances (furnaces, air-conditioners, electrical panels)
- Equipment (ladders, compact tractors and excavators, power cords)
- Vehicles (including trailers)

Electrical contractors are particularly vulnerable because you have items that are in demand and thieves are looking for. In addition, jobsites are usually less secure than a store, and are often in sparsely populated areas, providing thieves the privacy they need to commit the crime.

Theft costs business owners millions annually. Here’s how you can keep more of your money in your pocket (and away from thieves).

8 strategies for stopping theft

In reality, we understand that loss prevention requires effort and investment; when you consider the entire cost of theft, it is worth taking steps to prevent future losses. The best solution will depend on your situation, the type of inventory you carry, the magnitude of the problem, whether you can band together with other businesses to come up with a solution, etc.

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Meantime, here are eight strategies you can employ to reduce theft:

1. Just-in-time deliveries limit the amount of material available to be stolen. You're already striving for lean inventory management, but maybe a special emphasis should be put on high-value/target items, weekends, etc.
2. Fencing and barriers are an effective way to keep people out of a certain area or, at the very least, make it difficult to access.
3. Chains and padlocks can be used to secure gates, materials, tools and equipment. We recommend using grade 70 chain or steel cable (which takes specialized equipment to cut) and professional series locks that are difficult to break.
4. Trailers or tool chests can be used to secure materials, tools, appliances, etc.
5. Trailer locks, including wheel locks or hitch locks, make it difficult to steal the trailer. Some companies remove the hitch and/or wheels when the trailer is going to be parked in the same place for a number of days.
6. Cellular and satellite alarms that detect entry and/or movement can be hooked up to equipment, trailers, etc.
7. Marking with paint, microchips, tape, etc. Some companies have had success with marking tools and materials using vendors such as Stoptheft.ca Marking Systems, CanMark Industries and Operation Hands Off.
8. Live monitored video combines computer programs and human assistance to detect criminal activity and notify security guards or police.

Culture is key to making it all work

Developing a culture of loss prevention within a company is the key to reducing theft. The good news is that culture-building is relatively cheap; the challenge is being consistent. Implementing an internal policy on theft, for example, is great and costs only a bit of time, but it

needs to be enforced to be effective.

To kick-start your anti-theft culture, topics for employee meetings could include a reminder of your company policies (including your anti-theft policy), issues that are being encountered, asking for suggestions or ideas on how to prevent theft, discussions on what is being stolen and the ramifications, etc.

At any rate, ongoing communication between owners, supervisors and employees is essential to identifying issues and solutions, and keeping everyone focused on profitability and efficiency.

Insuring against theft

Having insurance will provide you with protection in the event of loss due to theft. However, to ensure you are properly covered, you need to consider more than just price when buying your insurance. Consider the following when discussing your needs with your insurance representative:

- What does your company or project need? Buying too much insurance costs you on the front end, while buying too little could cost you far more should you have a claim.
- What does the policy actually cover? Does it meet all your needs?
- What are the policy limits? Do your limits match the amount of coverage you need?
- What deductibles should you choose?

Putting a plan together to address thefts may seem daunting at first, but consider how much it would be worth to your business to reduce losses, improve morale, build your company's reputation or increase the number of jobs you can handle due to increased efficiency and timeliness. **EB**

Richard Frost, CIP, CRM, is Federated Insurance's loss prevention consultant for Special Risks and Associations (www.federated.ca).



NEW EDITION

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EB lighting products

Standard Products kicks off 2014 with expanded lamp offering



Standard Products is kicking off the New Year with a range of new lamps: PAR38, PAR30LN, PAR30SN, MR16, GU10, R20, BR30 and downlights. Available in 25° and 40° beams, the lamps offer 2700K, 3000K and 4000K colour temperatures, while the sink design boasts outstanding thermal management, ensures long life, and maintenance and energy cost savings. According to the company, professional grade optics ensure uniform beam patterns, while the tight binning process guarantees consistent LED chip colour from lamp to lamp. Dimmable down to 10%, the lamps are also Energy Star approved.

STANDARD PRODUCTS
www.standardpro.com

Ushio America introduces Uphoria LED MR-16 series with Cool-Blade heat sink



Ushio America's Solid State Lighting Group has launched its LED MR-16 series—Uphoria—featuring its Cool-Blade heat sink design where 48 aluminum cooling blades draw heat away from the LEDs. At 6.5W in a standard MR-16 form factor, Uphoria LED lamps incorporate Cree LEDs and are designed to replace higher wattage halogen MR-16 lamps. The lamps are available in flood (35°) and wide flood (60°) beam spreads and in warm white (3000K) or daylight (5700K) colour temperatures.

USHIO AMERICA
www.ushio.com

IES LEM-7-13 addresses lighting controls for energy management

The Illuminating Engineering Society of North America (IES) says it has published Lighting



Controls for Energy Management (LEM-7-13) to address how “lighting controls play an essential role in all lighting systems, especially when used to enact various control strategies to satisfy visual needs of users and energy management needs of owners”. The document is intended to help designers, users, commissioning agents, and other interested parties learn about energy-saving strategies, design considerations, equipment, communication protocols and the importance of commissioning for lighting control systems in both interior and exterior applications. It is available in print or as a PDF download from the IES at www.ies.org/store.
ILLUMINATING ENGINEERING SOCIETY OF NORTH AMERICA
www.ies.org

Leviton Zipline LED boasts market's fastest LED lighting retrofit



Leviton has expanded its Zipline modular retrofit system with the Zipline LED platinum series, a solution for commercial light fixtures boasting the fastest high performance LED installation on the current market. The system's plug-in edge-lit light arrays snap into the fixture, helping to eliminate components and wiring mishaps, says the company. Providing more than 50,000 hours at LM80, Zipline LED complies with the Design Lighting Consortium (DLC) for efficiency standards and is dimmable using Leviton Renoir II lighting controls. The UL-listed solution is available in 2x2 37W and 2x4 60W versions.

LEVITON
www.leviton.com

EB products

FLIR introduces VP50 CAT IV-rated non-contact voltage detector



FLIR Systems has released its pocket-size, CAT IV-rated non-contact voltage detector, the VP50. Some of the key features of this new detector are its LED worklight, and the dual-LED convenience light at the probe tip for illuminating inspection targets. The VP50 also boasts dual alarms to help alert the presence of voltage when working in noisy locations; high/low sensitivity modes; and a low-profile tip to help detect voltage on industrial equipment, low-voltage installations, and tamper-proof outlets.

FLIR
www.flir.com

Iriss releases 2nd ed. 10 Things You Need to Know About Infrared Windows



Iriss, a player in the industrial infrared (IR) window market for energized electrical inspections and safety, has released the second edition of 10 Things You Need to Know About Infrared Windows. A primary focus of this book is to educate businesses and their electrical personnel so they can perform safer, more efficient electrical inspections resulting in increased reliability. The second edition is pocket sized with notes pages and features a new bonus chapter on installation considerations for IR windows. Additionally, it includes information on new IR window lens materials, a transparent polymer that allow for IR and visual inspections of energized electrical components. Other chapters include IR window applications; how to calculate transmission rates; installation procedures; and risk assessment.

IRISS
www.iriss.com

GE offers PowerMOD power system for modular data centre market



GE's Critical Power business has introduced its PowerMOD containerized power systems platform, claiming to speed data centre expansion and increase energy efficiency and reliability. The GE PowerMOD modular power container can be configured with a range of critical power protection and efficiency technologies, including GE's automatic transfer switches, switchboards and transformers, to provide backup power from 200kW to 1500kW in standard design points for both 50-hertz and 60-hertz configurations. According to GE, the unit can be deployed in four to five months, instead of 24 months for traditional facilities, with capital expense reductions of almost 25%.
GE CRITICAL POWER
www.gecriticalpower.com

CBS ArcSafe RSA-12A remote switch actuator for breakers



The CBS ArcSafe RSA-12A is a custom-built remote switch actuator that remotely operates all styles of Westinghouse/Cutler-Hammer DS/DSL power circuit breakers. It is designed to operate on equipment with either manual or electric charging mechanisms, and is compatible with all DS breakers without any modification to the breaker. When accompanied by an applicable CBS ArcSafe Remote Switch Operator (RSO) control unit, the RSA-12A provides remote Charge, Close and Open operation from up to 300 ft away from the equipment, reducing the need for bulky personal protective equipment (PPE) and virtually eliminating, says the company, operator fatigue caused by manually operating the breaker while wearing heavy protective gear.

CBS ARCSAFE
www.cbsarcsafe.com

Cummins Onan rebrands residential and light commercial generators



Cummins Power Generation says it will be pursuing a one-brand strategy for its residential and light commercial standby generators—by rebranding its Cummins Onan lines to be marketed under the company name. “This rebranding will help us leverage the strength in the Cummins Power Generation brand, reminding customers that the same brand trusted in some of the largest power applications in the world also powers smaller applications such as homes and small businesses,” said Vivek Malapati, residential and commercial segment leader for Cummins Power Generation. Despite the name change, the company ensures the products will still provide “excellent product quality, great customer experiences and an overarching brand promise”.

CUMMINS POWER GENERATION

www.cumminspower.com

Eaton releases “industry-first” shunt trip safety switches

Eaton says its new shunt trip safety switches provide remote tripping and a visible means of disconnect for commercial and industrial applications, while being the first safety switches in the industry to incorporate a shunt trip module. The switch is



available in two-, three- and four-pole configurations for maximum system voltages of 600V AC and 1000V DC power with fusible and non-fusible protection options. When signaled remotely, the device will electrically trip the switch, enhancing personnel safety and expanding the range of applications where safety switches can be applied, adds Eaton. The switch is designed to communicate with equipment sensors to identify unauthorized or unsafe conditions, and disconnect the machine’s power source to help protect personnel and equipment. It is listed to the UL98 standard for AC configurations and UL98B for DC configurations.

EATON

www.eaton.com

John Deere releases 13.5L 6135HFG84 and 6135HFG75 gen-set engines

John Deere Power Systems (JDPS) has introduced two 13.5L generator drive diesel engines for emergency stationary gen-set applications in the 350kW to 500kW range. The PowerTech E 13.5L Tier 3 and PowerTech 13.5L Tier 2 engines boast reliable, cost-effective standby power for Canada’s 60 Hz market. The

PowerTech E 13.5L 6135HFG84 features higher-output PowerTech E ratings of 401 kW (538 hp) and 460 kW (617 hp) at 1800 rpm, and meets key power nodes of 350 and 400 kW standby power, while achieving Tier 3 emissions levels. Meanwhile, the PowerTech 13.5L 6135HFG75 offers a power rating of 563 kW (755 hp) at 1800 rpm and meets a key power node of 500 kW standby power, and achieves Tier 2 emissions levels.



JOHN DEERE POWER SYSTEMS

www.johndeere.com/jdpower

Kohler Power Systems releases new 2500REOZDC generator

Kohler Power Systems has released a new 2500kW generator with a V-16 (76L) engine. The 2500REOZDC has a 60Hz standby rating, features a 50C cooling system and heavy-duty air cleaner assembly, as well as dual-bearing alternators. The generator fully integrates with Kohler automatic transfer switches, custom parallel-switchgear and controls, says the company. The generator earned IBC 2012 seismic certification, making it suitable for operations such as hospitals, large data centres and water treatment plants.

KOHLER POWER SYSTEMS

www.kohlerpower.com/industrial

3M offers new line of gloves with electricians in mind



3M is offering a new line of hand protection; designed with electricians and contractors in mind, says the company, the 3M Comfort Grip and Gripping Material work gloves provide physical protection from cuts, punctures and abrasions while increasing dexterity and grip. The challenge for many electricians and contractors, says 3M, is finding hand protection that offers the dexterity they need as well as mechanical protection to keep them safe. The General Use Comfort Grip gloves are ideal for light- to medium-duty jobs that require precision handling. The nitrile palm coating provides grip even in wet or oily conditions, and ensures flexibility and abrasion resistance. The Cut-Resistant Comfort Grip gloves are for jobs that require handling abrasive or sharp materials (e.g. cable preparation or wire handling). The Gripping Material Work Glove helps users get a better grip on the job: comprising thousands of micro fingers, the 3M Gripping Material sewn on these gloves provides grip in dirty, wet or oily conditions. Durable synthetic suede, combined with padded fingers and thumbs adds protection, make them suitable for heavy-duty jobs in factories or on construction sites.

3M

www.3m.com

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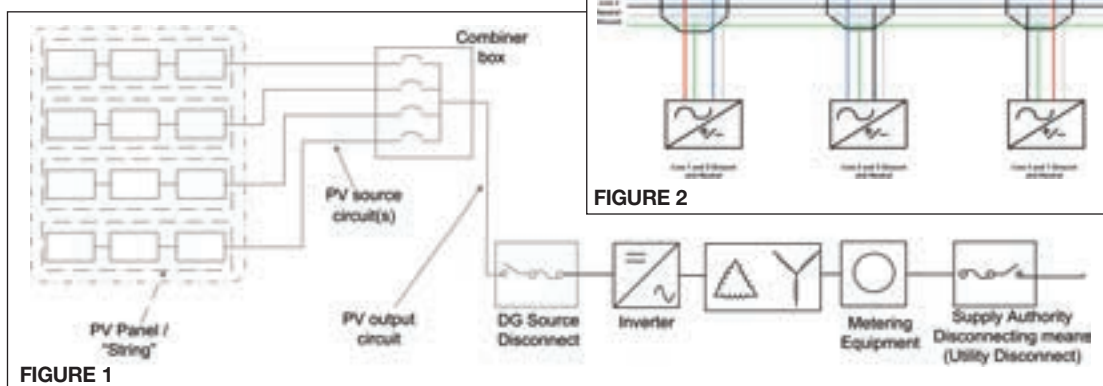


Interconnecting inverter-based generation to supply authority system

CEC Rule 84-008 is critical when interconnecting generation facilities feeding into the supply authority system (a.k.a. the grid). Entitled "Loss of supply authority voltage", Rule 84-008 requires that upon loss of voltage in one or more phases of the grid, any generation facility be automatically disconnected from all ungrounded conductors of the grid that it feeds, and not be reconnected until the normal voltage is restored.

This is to ensure the generated power will not feed into a fault on the grid or, when the grid is down for repairs, there is no power going into the system from embedded generation. Failing to meet this requirement is a safety concern, and could expose utility workers to a potential hazard.

This rule further permits an approved 'utility-interactive' inverter to be utilized to meet that requirement, based on the fact that these inverters are required to meet the anti-islanding requirements of CSA C22.2 No. 107.1, which ensure the inverter will cease to deliver power to the supply authority system upon loss of voltage. Let's look at two scenarios where this permission could be misapplied.



#1 Connecting the inverter through a transformer (Figure 1)

Depending on the transformer configuration, a loss of one phase on the primary side may only be seen as a phase unbalanced supply on the secondary; hence, the inverter will not disconnect from the grid.

This scenario could be perceived as an inverter failing to cease delivering power upon the loss of one phase of the grid but, actually, the inverter didn't see the loss of phase because of the transformer. Some inverters can detect the unbalance, but that is not a tested capability as per the anti-islanding test in the inverter standard.

To resolve this issue, voltage detection should be provided on the transformer primary to detect a loss of phase.

#2 Single-phase inverters connected to 3-phase utility incoming supply (Figure 2)

Multiple inverters connected in 3-phase configuration are considered a 3-phase balanced generation system. However, each single-phase inverter will only detect loss power on the phase(s) to which it is connected.

To resolve this issue, phase loss sensing is required on all phases such that, upon loss of the grid voltage on any one phase, the generation system automatically disconnects all inverters simultaneously from the system. Section 64, Rule 64-112 reaffirms this requirement and provides additional requirements for connecting single-phase inverters.

Finally, when interconnecting a generation facility, confirm that all the interconnection arrangements are in accordance with the requirements of the supply authority to which the generation is connected. **EB**

Questions and answers compiled by the Electrical Safety Authority | VISIT WWW.ESASAFE.COM

Tackle The Code Conundrum... if you dare!

Answers to this month's questions in February's Electrical Business.

How did you do with the last quiz? Are you a...

Master Electrician ? (3 of 3)
Journeyman ? (2 of 3)
Apprentice ? (1 of 3)
Plumber ?! (0 of 3)

Question 1

A plate grounding electrode shall be installed so it is in direct contact with exterior soil at no less than [] below grade level.

- a) 300 mm b) 450 mm c) 600 mm d) 750 mm

Question 2

Single-throw knife switches shall be mounted with their bases in [].

- a) a horizontal plane
b) a vertical plane
c) either a horizontal or vertical plane
d) none of the above

Question 3

Flexible cord type STOW is suitable for interconnection of photovoltaic panels within an array.

- a) True b) False

Answers: EBMag December 2013

Q-1: Wiring systems supplied by an ungrounded supply shall be equipped with a suitable ground fault detection device to indicate the presence of a ground fault.

- a) True. Ref. Rule 10-106 (2).

Q-2: The rating of disconnecting means for an X-ray machine with a momentary rating of 170A and long term rating of 60A shall be:

- c) 100A. Ref. Rule 52-008 (1).

Q-3: Luminaires, with a minimum weight of [], are required to be installed so that the branch circuit wiring connections and the bonding connections are accessible for inspection without removing the luminaire support.

- b) 4.5 kg. Ref. Rule 30-308 (2).

Nancy Hanna, P.Eng., is the engineering manager for Codes & Standards Department at Electrical Safety Authority (ESA) where, among other things, she participates in the development of bulletins, guidelines and technical communication concerning code interpretation and consistency issues. She is a LEED Accredited Professional, and is a member of several CSA TSCs for CEC Part 1, including Sections 24, 32, 46, 50 and 64. Nancy can be reached at nancy.hanna@electricalsafety.on.ca.

Always consult the electrical inspection authority in your province/territory for more specific interpretations.



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