

A CLB MEDIA INC. PUBLICATION • VOLUME 46 • ISSUE 1

Electrical Business

DECEMBER/JANUARY 2009/10

THE ²⁰¹⁰BlueBook
Canada's Electrical and Datacom Source Guide
Buyers' Guide



■ Also in this issue...

- A 'shocking' community pool gets checked for stray voltage (Page 6)
- Heads up and hats off with foam inserts (Page 8)
- HST checklist for contracting businesses (Page 37)

"Big City Consultants Shut Down Our Pool"

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"... we've just packed a harder punch in a smaller package."

What's a little change among friends?

Yes, the magazine you're holding in your hands is, in fact, the same Electrical Business magazine you've come to trust for nearly 50 years.

Over the years, the one suggestion we've regularly heard from you, our readers, is this: Can you make the magazine a little more 'portable'. So we're a little smaller on the X and Y axes, but we think you'll find it easier to connect with the information within.

Essentially, we've just packed a harder punch in a smaller package.

While flipping through the pages of this issue, you'll notice we've integrated The BlueBook Buyers' Guide within the pages of the magazine, rather than print it as a separate publication. It is the environmentally responsible thing to do, and it keeps all the information in one place—again, making it easier for you to connect with the buying information you need.

In our zeal to get news and information out to you sooner, you will start receiving your EBMag a month earlier (which is why you're receiving this December/January edition now, and your February 2010 edition will be arriving in January, and so forth). This helps get the information you want out into the market sooner, and keeps it there longer.

Despite some of these tweaks, EBMag's mandate has not changed. We still don't aim to teach electrical contractors, electricians, electrical engineers, inspectors or code authorities how to do their jobs: there are plenty of

schools and institutions already doing that, and doing it well. No, EBMag is all about showing Canada's electrical professionals ways in which they can do their jobs better, faster and/or for greater profit.

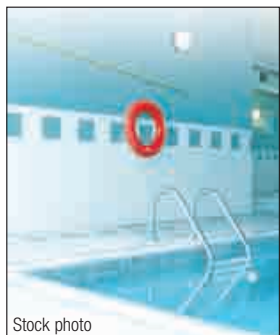
We serve the 'business' of Canada's electrical businesses.

From round tables with industry experts to research on energy rebates and incentives, all of our news, features and columns speak to new products and technologies on the market, smarter ways of doing things, best practices, legal advice, etc.—anything and everything that helps you be more profitable.

No other magazine is so focused on serving its readership. And readers like you are not just going to our flagship—Electrical Business magazine—but exploring our other products, like: our website, EBMag.com, which receives several thousand unique visitors a month; or E-Line, our now-bimonthly newsletter, which is read by about 12,000 of you!

And because we are Canada's electrical industry's community partner, we want you to be involved with us as much as possible. Visit www.EBMag.com and click Get Involved to learn about all the ways in which you can be a part of our community. While you're there, feel free to poke around to see everything else you've been missing. **EB**

Anthony Caplan



Stock photo

On the cover and page 6

A 'shocking' community pool gets checked for stray voltage

Professional engineers had to be called in to investigate a community swimming pool. The townspeople were complaining they and their children were receiving electrical shocks while in the pool and deck area. At times, the electrical shocks were so severe that they could only exit the pool at the shallow end by quickly rolling themselves out onto the deck. They could not touch the pool's deck or metal ladders for fear of receiving additional electrical shocks.

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Now integrated with the pages of Electrical Business, The BlueBook Buyers' Guide is your one-stop shop for all things electrical and low-voltage.

38 Tips for selecting electric floor heating systems

Once considered a luxury (due in part to their rarity and high cost), electric floor heating systems have become a practical, cost-effective and very popular upgrade for both homes and businesses—and difficult for contractors to ignore. But with the expansion of the market comes an influx of competing brands, so how can installers make the best selection for their electric floor heating system to ensure minimal labour and the highest return on investment?



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2010 Saskatchewan's Top 20 Employers

Magna Electric Corp a top 20 employer for 2010

Magna Electric Corp. (MEC) has been listed as one of Saskatchewan's Top 20 Employers for 2010 (www.magnaelectric.com) by Mediacorp Canada Inc., the folks behind the eluta.ca job search website. MEC was chosen because it:

- helps employees prepare for retirement with contributions to a matching RSP plan, phased-in retirement work options and financial planning assistance;
- manages several flexible work options, including telecommuting, variable scheduling, and shortened work weeks;
- supports ongoing employee skills development with tuition subsidies, mentoring programs and career planning services; and
- gives new employees three weeks of paid vacation time, in addition to a Christmas shutdown period.

MEC provides electrical consulting, manufacturing, construction and field service to the industrial, commercial and institutional sectors, and currently has offices in Saskatoon, Regina, Winnipeg, Calgary and Toronto, and a total of roughly 200 (and growing) employees. Congratulations!

RBC says Canada emerging from recession – Modest growth projected in 2010

The tide is turning for the Canadian economy, with growing signs that aggressive policy actions are taking effect.

According to a new report by RBC Economics, although the Canadian economy contracted at an average of 3.4% in the second quarter, the stage is set for a return to positive growth by the third quarter of this year.

"Improved financial markets, low borrowing rates and fiscal stimulus have moved Canada's economy forward," said Craig Wright, senior vice-president and chief economist, RBC. "We expect that Canada's recession will turn out to be the least severe of the past three, even after the consecutive hefty drops in GDP output from late 2008 and early 2009."

The Canadian economy is set to grow in the second half of this year with a sharp rebound in auto production in the third quarter and a recovery in the housing market leading the charge.

The report projects that the Canadian economy will grow by 2% and 2.4% in the third and fourth quarters of 2009, respectively, and 2.6% in 2010.

"While the staying power of the recovery at home and abroad is still at risk, we believe the momentum is likely to build as financial markets continue to recover and stimulus spending continues to have a positive impact," added Wright.

Consumer spending, however, is still being weighed down by the 8.7% unemployment rate, which the report anticipates is likely to edge higher by year's end. Improvement is on the horizon in early 2010, when RBC forecasts the stage will be set for the labour market to stabilize, the unemployment rate to begin falling and the hiatus in consumer spending to end. However, with the

unemployment rate set to remain historically high, inflation is expected to remain below the Bank of Canada's mid-point target of 2%.

With positive signs emerging in the U.S. economy, RBC has boosted its U.S. forecast for growth over the second half of this year to 1.9% and is anticipating the U.S. real GDP will expand by an average of 2.2% in 2010.

The report notes that expected Q3 growth of 2% will be the first quarter in the past five to show a positive gain. Though the return to positive growth in the U.S. is encouraging, the rate of increase in 2010 will only result in modest downward pressure on the unemployment rate.

RBC Economics expects this rate to peak at 10% late this year and only drop to 9.7% by the end of 2010. A slow labour market is expected to keep inflation very low through the forecast.

Moeller Electric to become CopperLogic



Moeller industrial control products will now be represented exclusively in Canada by CopperLogic Inc.

(Ltd.), www.copperlogic.com.

Ben Orr, CopperLogic's director of marketing communications, explained that Moeller's Canadian (and U.S.) sales organizations were actually sold to the present management group five years ago. "We continued to do business as Moeller Electric until the sale of Moeller GmbH last year. This name change has been planned for a while."

Orr went on to say that the change is in name only: "We're the same group of people selling Moeller products to a loyal customer base. We just have a different name on our business cards."

The company currently sells through a network of 600+ distributors in Canada and the U.S., and plans to expand its lineup immediately by introducing CopperLogic-branded control products that compliment the Moeller brand. It will also continue to manufacture and market motor control centres and custom control panels, as well as support Moeller's installed base of these products.

Orr said the transition from Moeller Electric to CopperLogic was announced in a private communication to its channel and customer base in October. He expects the transition to be complete by mid 2010.

Energy efficiency a new objective of National Building Codes

The Canadian Commission on Building and Fire Codes (CCBFC), following consultations with the provinces and territories, has decided that energy efficiency will be considered as a new objective in the National Construction Codes and has agreed on the approach it will follow in developing requirements.

A new edition of the National Energy Code for Buildings (NECB) will be published in 2011. One of the main steps is to develop an energy efficiency objective, which does not fit within the current four code objectives (accessibility, safety, health, fire and structural protection). The objective will form the basis for energy efficiency requirements in both buildings and houses.

It will be developed by a joint task group

Electrical Business

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established by the CCBFC and the Provincial/Territorial Policy Advisory Committee on Codes (PTPACC). The task group is considering the results of a bottom-up analysis of the 1997 Model National Energy Code for Buildings and working to finalize the proposed sub-objectives and functional statements. Meanwhile, a CCBFC standing committee is moving forward on developing proposed changes for the NECB. Consultations on the new objective and its functional statements, as well as the proposed changes, will take place during the fall 2010 public review.

Business conditions readings retreat modestly

NEMA's (www.nema.org) Electroindustry Business Confidence Index (EBCI) for current North American conditions lost ground in October for the first time in four months, falling 6.7 points. Nonetheless, at 51.9, the index managed to breach the critical 50-point threshold for the third straight month, suggesting at least a modest improvement in industry conditions relative to September.

The EBCI for future North American conditions also slipped in October, declining 7.4 points to 61.5. While a sizable proportion of industry leaders continue to expect further improvement in the business environment during the next six months, anecdotal comments suggest that the degree of improvement is largely seen as limited.

The Electroindustry Business Confidence Index gauges the business confidence of the electroindustry in Asia, Europe, North America and Latin America, and is based on the results of a monthly survey of senior managers at NEMA (National Electrical Manufacturers Association). Those companies represent more than 80% of the electroindustry.

Ontario announces new supports for apprentices

Ontario's premier, Dalton McGuinty, recently announced new measures to help workers enter and complete apprenticeships.

"More Ontarians than ever are entering the skilled trades to support their families and we're committed to helping them succeed," said McGuinty. "These additional measures will help Ontario's apprentices train to fill high skill, high-quality jobs in the future."

New supports and incentives include grants of up to \$2000 to apprentices and \$1000 to employers when training is successfully completed. Also, giving apprentices the choice to complete more of their in-school training upfront when work placements are temporarily unavailable. Grants of up to \$1500 per term are also in the mix to help apprentices with the cost

of school when they are not eligible for employment insurance.

"Ontario understands the importance of apprenticeship to our long-term prosperity. Supporting apprentices, employers and training providers is an investment in Ontario's future," said John Milloy, minister of training, colleges and universities. **EB**

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“Big City Consultants Shut Down Our Pool”

A ‘shocking’ community pool gets checked for stray voltage

By Patrick J. Lynch, P.Eng

This article is based on Lynch’s engineering case study “A Near Death Shocking Experience”, disseminated in November 2009. Place names have been omitted

— Ed.

“Big City Consultants Shut Down Our Pool”

That was the front-page headline the local newspaper ran the day after we arrived to investigate a community swimming pool in a small town. Here’s why we were called in the first place:

The townspeople were complaining they and their children were receiving electrical shocks while in the pool and deck area. At times, the electrical shocks were so severe that they could only exit the pool at the shallow end by quickly rolling themselves out onto the deck. They could not touch the pool’s deck or metal ladders for fear of receiving additional electrical shocks.

Young children standing on the wet deck area would also receive electrical shocks each time their hands or feet came into contact with the water. Clearly, there were also issues associated with people who had electronic pacemakers using this pool.

So we did what any other professional electrical engineers would do: we immediately shut down the pool. Then we started our investigation.

What amps do to people

Table A displays typical human electrical sensitivity to 60 Hz alternating current flow through the body. You’ll notice electrical current level perception in humans begins at .0003 amps, with loss of muscle control at .015 to .023 amps. Heart ventricular fibrillation may occur at .1 amps and above; when there are open skin cuts (invasive contact), then this threshold level may drop down to as low as .000029 amps. Electrical codes generally consider .005 amps to be the upper limit of acceptability.

Electrical measurements revealed current flow from the pool water to various points around the surrounding deck area ranging from .5 to 1 amp. Zero sequence current measurements performed at the main incoming 600-volt pool electrical service indicated 30 amps.

The main pool service breaker was then opened to kill all the power to this entire facility. Even with the main circuit breaker open, measured current flow on the pool service neutral/ground wire was still 30 amps! (See Diagram 1)

Where were the 30 amps of current coming from?

Working with the utility

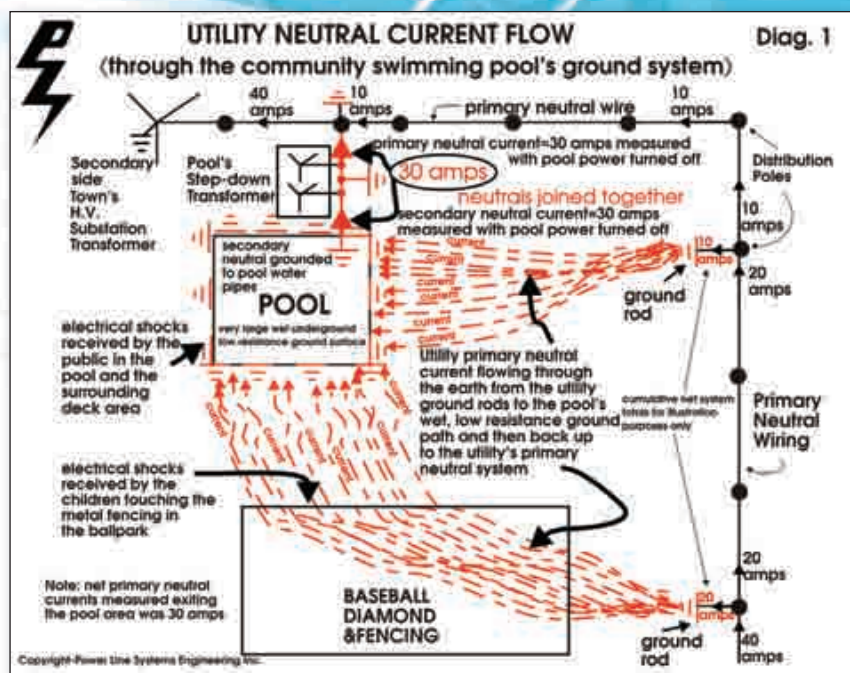
With the cooperation of the local electric utility, a bucket truck was used to allow a worker to measure the current on the primary side aerial neutral in front of this community pool (see Diagram 1). 30 amps of primary neutral current was coming from this completely powered-down community swimming pool complex!

Diagram 1 shows one of the town’s electrical substations located on one corner of this property. The electrical feed for the pool complex comes first from the street H.V. aerial feed to an outdoor step-down transformer 600 V/347 V, then inside to the main switchboard (the switchboard neutral, as required, is grounded to the pool’s waterpiping system).

Behind the pool complex is the town’s main baseball diamond area. As soon as we completed our ground current measurements, the local electrician—remembering an earlier incident—blurted out that the kids at the baseball diamond have been receiving ‘lifters’ (a.k.a. electrical shocks) for many years; every time they touched the metal outfield ball-park fencing, in fact.

I asked him whether a detailed engineering investigation had been conducted to determine the root cause of these metal fence shocks.

Stock photo



He said the town's response was to order the removal of the metal fence and install a wooden one; the problem instantly disappeared.

"Are there any wooden pools available?", I wondered.

What's really going on?

To recap: with the pool complex's power all switched off, there were still 30 amps of neutral/ground current on the secondary 600-volt side of this step-down transformer. These same 30 amps of current are then transferred to the neutral on the high-voltage side of the transformer, then fed back to the aerial primary street neutral that goes back to this nearby substation.

We know it is standard utility practice to connect the ground, and secondary/primary neutrals together at each transformer. This explains this neutral current flow from the secondary side of this pool transformer to the primary side. It does not, however, explain the source of these 30 amps of current flow.

We also know utilities ground their primary neutral wiring to a 10-ft copper rod that is driven at the base of their distribution poles. Some utilities will use this technique to ground their primary neutral after every fourth pole or 1/4 mile along their distribution system (depending on the utility, distribution voltage levels, soil conditions, etc).

So what does this multi-grounded utility neutral do to the utility neutral current flow?

Essentially, it creates a parallel path for the utility neutral current flow. Part of this current will flow on the designated utility neutral wire back to the substation, and the other part will flow through the earth and return to the substation via the earth. The amount of current flowing back via the earth depends on the impedance of the utility neutral wire versus the earth's impedance.

Is this the pool's current source?

At the pool's primary feeder location, only 10 amps were measured at the street on the overhead primary-side neutral wire. Once this primary neutral wire passed the pool complex and joined up with the complex's primary neutral wire, the neutral current increased to 40 amps (30 amps + 10 amps). The combined 40-amp utility neutral current then returned to the secondary side of the nearby utility transformer substation.

Apparently, the very large, underground wet/low-resistance grounded surface area of the pool enclosure was 'attracting' the 30 amps of utility current from the surrounding ground area (including the area around the baseball diamond fencing). This utility current (30 amps) 'collected' by the pool's underground very low-resistance surfaces, then went back to the nearby substation via the short utility neutral wire interconnection between the pool complex and substation. (We noticed that, as the town's electrical load increases throughout the day, this utility neutral current flowing through the pool could also increase.)

Now, for a solution to this 'shocking' pool scenario.

At our request (with all our supporting test documentation), the local utility disconnected the primary and secondary neutral interconnection at the pool's main 600-volt step-down transformer. It also promised to inspect its primary distribution neutral wiring system, and replace as required. The existing pool deck area was removed to allow the installation of additional copper bonding grounds.

Long-term outlook

Many experts strongly believe all electric utilities should be government-mandated to completely reconfigure their power system. This would prevent their primary power utility neutral currents from entering customer premises and potentially causing serious injury to people and property.

In the case of this small-town swimming pool, a potentially serious, life-threatening tragedy was averted... but how many more scenarios like this one remain? **EE**

TABLE A		
Sensitivity of humans to electric current flow through the body in amperes		
Description	Alternating 60 Hz	
	Men	Women
Slight sensation at point of contact	.0004	.0003
Threshold of bodily perception	.0011	.0007
Pain, with loss of voluntary muscle control	.016	.0105
Painful and severe shock, breathing difficult, muscular control lost	.023	.015
Possible heart fibrillation after 3 sec	.1	.1

Could this same problem occur on a lake rather than the swimming pool in this study, and lead to an swimmer's electrocution?

Could this same problem occur on a cattle farm; when the cattle, standing on current-laced earth, come into contact with the metal watering troughs or are connected to the automated milking equipment?

Here's a link to a recent electric utility electrocution court case, where one teenager swimming in a lake was electrocuted/drowned, and two others were brain damaged:
tinyurl.com/yjhkgsn

Let's hope and pray there are no more deaths, and that this 'standard' electric utility power cable configuration is quickly changed.

Patrick J. Lynch, P.Eng., has been the president of Power Line Systems Engineering Inc. since 1986. He graduated Electrical Engineering from the University of Waterloo in 1975, and has successfully directed Power Line's completion of over 1100 complex electrical engineering site disturbance investigations around the globe. Visit www.powerlinesystems.ca.



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T&B new product alert



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T&B monthly tips



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EB mind your safety

Heads up and hats off with foam inserts

We have an arc flash problem on our heads that we need to address—our hard hats.

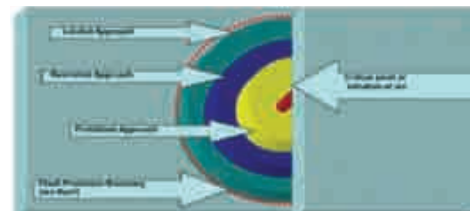
Hard hat manufacturers have developed Type II hard hats that provide both vertical and lateral (side impact) protection. Many of these hats use expanded polystyrene foam to provide the lateral protection, and a number of industrial companies and their safety departments are unilaterally mandating the use of Type II hard hats in all situations.

This has to be stopped when work is being done either within the Flash Protection Boundary or Limited Approach Boundary (FPB or LAB, whichever is furthest out) from exposed, energized electrical equipment.

I often hear people say either: “The hard hat will block the flash” or “The balaclava will protect my head from melting foam”. I find this amazing, as these claims invariably come from people with no scientific background or FR testing experience. Their statements are just opinions masquerading as fact.

The polystyrene in these hard hats can have a melting temperature as low as 240°C, and it doesn’t take much of an arc flash to generate a temperature like this. (The temperature of an arc fault can easily reach 5000°C.) When this hard hat foam melts, it can drip through a balaclava and into your scalp. Only a team of professionals at the burn unit has a chance of being able to surgically remove it.

The reason that *absolutely no one* can make statements about the safety of foam inserts in hard hats is that no formal standard exists for testing them. This issue has been on the radar of the ANSI Z89.1 “Industrial Head Protection” committee for quite some time and, in mid-November, the ASTM F18.65 Technical Committee created a subcommittee “Taskforce for Di-electric Hard Hat Arc Flash Testing”. The committee comprises includes members from Hydro Quebec, Exelon Energy, First Energy, DuPont, Oberon, ArcWear.com and e-Hazard.



com, and is chaired by Hugh Hoagland.

Hoagland is an original member of the IEEE 1584 committee (“Guide for Performing Arc Flash Hazard Calculations”), and has been involved with arc flash testing and standards creation for several decades. In short, his credentials are impeccable. One of Canada’s larger utilities hired Hoagland to conduct arc flash tests on a Type II foam insert hard hat from a major manufacturer (see sidebar, “Test Video”).

In lieu of an firm hard hat standard, Hoagland used ASTM F 2178 “Standard Test Method for Determining the Arc Rating and Standard Specification for Eye or Face Protective Products” to conduct the testing. When the hard hat failed, the utility informed the safety AHJ (authority having jurisdiction) that it would not conform to a Type II hard hat requirement within the FPB or LAB and, further, banned Type II hard hats for its electrical workers within these areas.

You must do this as well.

CSA Z462 “Workplace Electrical Safety” and NFPA 70E “Standard for Electrical Safety in the Workplace” are both very clear; all clothing and PPE (personal protective equipment) must not melt, so you must ban Type II hard hats within the FPB or LAB. As a worker, you are allowed to refuse dangerous work, and wearing Type II foam insert hard hats that have not been arc flash tested and certified while you work on exposed, energized electrical equipment is dangerous. Refuse.

If you have not had an arc flash study done (after testing to make sure your protective devices operate within specs), then you have no idea what, in fact, may happen during an arc flash. Make no mistake: when you pass the calorie rating of an FR material, it will ignite and burn. The result is one more electrical worker in the burn unit—or a body bag.

Until next time, be ready, be careful and be safe. **EB**

Canada Training Group has been providing consulting services to industry since 1980; Dave Smith, the president, can be reached at davesmith@canada-training-group.ca. You will find this article (and others) at www.canada-training-group.ca. Feel free to use them to support your own safety program and other initiatives.

Test video

Hoagland’s test can be viewed at www.canada-training-group.ca. Under “Client Login”, type in “t2” for Company, and “ouch” for the password.

Training Calendar

5 Day Course:
Maintenance and Testing of Low and Medium Voltage Circuit Breakers

Circuit breakers have enjoyed a very high profile since NFPA 70E and CSA Z462 have made their regular maintenance a mandated requirement.

Arc flash studies and label information are based upon breakers opening up within their specifications. If a breaker is not properly maintained it will not open correctly, or perhaps at all, and whatever PPE is listed on the label is immediately under rated.

When breakers fail, the explosions are catastrophic, with injuries, damages and downtime quickly costing millions of dollars. This training course is designed to give plant maintenance personnel hands on experience with inspection, testing and maintenance of common breakers.

Through class discussion and hands-on labs using industrial circuit breakers and specialized test gear, participants will clearly understand how to fulfill the requirements of CSA Z462 and NFPA 70E to keep their systems, companies and most importantly their personnel properly protected.

Feb 8th	Saskatoon	OR10037E
Mar 8th	Edmonton	OR10029E
Mar 22th	Fort McMurray	OR10003E
Apr 26th	Winnipeg	OR10018E
Jun 14th	Toronto	OR10034E

This course is also available privately onsite anywhere in North America, call the number below to schedule one for your organizations maintenance team

1-800-661-1663

For full schedule information visit www.canada-training-group.ca/eb

Canada's Electrical and Datacom Source Guide

A white Ford Transit van is shown from a side-rear perspective against a solid blue background. The van's side sliding door on the passenger side is open, revealing the interior seating and floor. The rear double doors are also open, showing the large cargo area with a metal floor and side panels. The van has a black bumper and silver wheels.

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Lighting

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ELECTRICAL SYSTEM SIMULATION & ANALYSIS

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Eaton
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Accubid Systems

INVENTORY SOFTWARE

LIGHTING SOFTWARE

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TEST & MEASUREMENT

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RCC Electronics
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Z-Trauq Inc.

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AEMC Instruments
Agilent Technologies
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Brunelle Instruments Inc.
Contretron Inc.
Eaton
Extech Instruments
FLIR Systems Canada Ltd.
Fluke Electronics Canada
Ideal Industries (Canada) Corp.
Quick Cable Canada Ltd.
RCC Electronics
Z-Trauq Inc.

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Black Box Canada Corporation
Cable Organizer.com Inc.
Fluke Electronics Canada
RCC Electronics

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Agilent Technologies
Extech Instruments
Fluke Electronics Canada
Intermec Technologies Canada Ltd.
NICA-Power Battery Corp.
RCC Electronics

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Fluke Electronics Canada
RCC Electronics
Renfrew Electric Co Ltd.
TempoTech Controls Inc.
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Arrow Fastener Company
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Thomas & Betts Canada Ltd.
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Timberland Equipment Ltd.
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TRANSFORMERS

ACCESSORIES

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HB Ettlin/Ettlin-Daniels
Storm Copper Components, Co.
Vista Professional Outdoor Lighting
Z-Trauq Inc.

SWITCHGEAR

Caterpillar Inc.
Cooper Industries
Eaton
GE Consumer & Industrial
GE Electrical Distribution
Intermec Technologies Canada Ltd.
M.G.B. Electric Inc.
MVA Power Inc.
NICA-Power Battery Corp.
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Atlas Transformer Inc.
Brownsburg Electronik
Cam Tran Co. Ltd.
Cooper Industries
Delta Transformers
Eaton
EGS Electrical Group Canada Ltd.
Ericson Manufacturing Co.
GE Consumer & Industrial

GE Electrical Distribution
Hammond Manufacturing Co. Ltd.
M.G.B. Electric Inc.
Mid-Northern Electric Ltd.
NICA-Power Battery Corp.
Northern Transformer Inc.
REX Power Magnetics
Standard Products Inc.
Surplec Inc.
WEG Motors & Drives / VJ Pamensky Canada Inc.
Willett Manufacturing Ltd.
Yokogawa Corporation of America
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UTILITY

HARDWARE & POLES

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MVA Power Inc.
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Industrial Power & Control Inc.
MVA Power Inc.
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Eaton
GE Multilin
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Modular Power Systems Inc.
MVA Power Inc.
NICA-Power Battery Corp.
RCC Electronics
ShawFlex
Storm Copper Components, Co.
Techspan Industries Inc.
Thomas & Betts Canada Ltd.
Timberland Equipment Ltd.
Trans Canada Electro Ltd.
Z-Trauq Inc.

VEHICLES & EQUIPMENT

ACCESSORIES

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EQUIPMENT

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AMAC Equipment Ltd.
Kubota Canada Ltd.
Schleuniger, Inc.
Timberland Equipment Ltd.

VEHICLES

AMAC Equipment Ltd.

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Electro Cables Inc.
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Intermec Technologies Canada Ltd.
Mid-Northern Electric Ltd.
Nexans Canada Inc.
Northern Cables Inc.
Southwire Company
Techspan Industries Inc.
Tevelec Limited
Transglobal Systems of Canada Inc.

BUSBAR

CAN-D Electrification Systems Ltd.
EXM Manufacturing Ltd.
Iconopower Ltd.
Industrial Power & Control Inc.
Storm Copper Components, Co.
Tevelec Limited

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Cooper Industries
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Tevelec Limited
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COAXIAL CABLE

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CommScope Enterprise Solutions
Electro Cables Inc.
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Trans Canada Electro Ltd.
Transglobal Systems of Canada Inc.

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Nexans Canada Inc.
Panduit Canada Corp.
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Tevelec Limited
Transglobal Systems of Canada Inc.

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Belden
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CommScope Enterprise Solutions
CXtec
Nexans Canada Inc.
O-m6
Superior Essex Communications LP
Tevelec Limited
Times Fiber Canada Limited
Transglobal Systems of Canada Inc.
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Storm Copper Components, Co.
Tevelec Limited
Trans Canada Electro Ltd.
United Wire & Cable Inc.

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Southwire Company
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Southwire Company
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MP Husky Corp.
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Panduit Canada Corp.

Tevelec Limited
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ERICO
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Thomas & Betts Canada Ltd.
Transglobal Systems of Canada Inc.
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HST checklist for contracting businesses

Part 1 of 2

Now is a good time to start preparing for the upcoming Harmonized Sales Tax (HST) changes in both British Columbia and Ontario. Here are some planning tips to make the transition easier (we'll cover more specific details in Part 2).

Recording sales and costs

1. Will the way I prepare sales invoices change?
2. Will the way I record costs change?
 - a) When the answer to either question is Yes, then how will the HST impact my computer technology (IT)?
 - b) Do I need to change my accounting programs?
 - c) Do I need to adjust tax rates on invoicing?
 - d) Do I need to change my inventory programs?
 - e) Do I need to change my estimating/quotation programs?
 - How do my supplier/subtrade pricing lists treat PST?
 - f) Who will I get to make the necessary changes?
 - g) What lead times do I need?

If you charge GST @ 5%, then you will need to change that to the HST rate (BC 12% and ON 13%). If you charge PST and GST, you will need to drop the PST calculation. Are prices from existing pricelists PST inclusive? Does my estimating/quoting program add PST?

Promotional, sales and other materials

1. If I provide online ordering, will I need to change my rates?
2. If the following items show pricing, they will likely be impacted, so changes will need to be made in advance:
 - a) Brochures
 - b) Preprinted invoices
 - c) Marketing materials
 - d) Website information
 - e) Pricing lists
 - f) Estimating/quotation sheets
 - g) Other

Pricing policies and estimating

1. Will my costs reduce?
 - Will I pass on the savings to my customers?
2. Will my costs increase?
 - Will I pass on the increase to my customers?
3. How will I explain changes to my customers?
4. How will I quote jobs now for execution after 01 July 2010?
5. How will I quote jobs now that will straddle 01 July 2010?
 - Do I understand the Transition Rules?
6. What do I do about jobs that I've already quoted that straddle 01 July 2010?
7. What HST rate do I use for out-of-province work?

There is some excellent guidance from the Canadian Construction Association (CCA) in their Bulletin, "Finance News Harmonized Sales Taxes & Fixed Price Contracts: Transitional Issues October 2009". Visit www.cca-acc.com.

Cash flow

1. Will I be paying out 12% or 13% HST in one period, but not recovering it until another period?
 - If so, how will I manage my cash flow?
2. Will I be collecting 12% or 13% HST in one period and not remitting it until another period?
 - If so, how will I manage my cash flow?

Residential construction

1. Do I know the rules?
 - a) Have I explained them to my customers?
 - b) Have I prepared for the changes in my accounting and costing processes?

The \$10-million rule

1. Certain input tax credits (ITCs) for companies with annual taxable sales over \$10 million will be reduced; this includes ITCs on vehicles under 3000 kg, telecom, and meals and entertainment.
 - a) How will you record this in your records?
 - b) How will this impact your bottom line?
 - c) What exactly is included?

Transition rules

1. How do I deal with prepayments for projects that straddle 01 July 2010 or start after that date? The rules are different for prepayments received before/after the announcement.
2. How do I deal with deposits that straddle 01 July 2010 or start afterward?
3. How do I deal with contracts signed before the announcement for work to be done after 30 June 2010?
4. How do I deal with contracts signed after the announcement and before 01 July 2010 for work to be done after 30 June 2010? Same as above?
5. How do I deal with contracts that straddle the transition date?
6. How do I deal with customers who pay in advance for work to be done after 30 June 2010?

Tax Planning Opportunities: how do I manage the process to my best advantage?

- When a GST registrant buys items that include PST and can hold off until 01 July 2010 and pay HST instead, he will get an ITC (input tax credit). This will save him 7% in BC and 8% in Ontario. For example, when a GST registrant's equipment (office or field) qualifies for the 5% GST, it would now qualify for 12% ITC. (Watch for the \$10-million rule.)
- A non-GST or exempt registrant could buy items that are now PST-exempt, but will be subject to HST in advance of 01 July 2010 (i.e. renovations, new home).
- If you lease equipment or vehicles, the PST should stop on 30 June 2010.
- If my customers are not registered for GST, should I be getting them to do their work before 01 July 2010? Do I have a strategy for marketing this? This applies to any work done residentially (replacing furnaces, water tanks, A/C, roofing, electrical or renovations). Do it in time to benefit from the Renovation Tax Credit—up to 31 January 2010.
- How will MASH (municipalities, academic, schools and hospitals) clients react? Which is best for them, before 01 July 2010 or after?
- How are non-registrants (homeowners) going to react? Which is best for them, before 01 July 2010 or after? **EB**

Ron Coleman is a member of the Institute of Certified Management Consultants of British Columbia. A noted speaker, he has completed many interfirm financial comparisons of groups of construction companies in Canada and the United States. Ron's numerous published education programs include a 36-hour business management course specifically designed for ECABC. Visit www.ronaldcoleman.ca for a lot of additional information and resources.

TIPS for selecting electric floor heating systems

Dan Pavlovic

Once considered a luxury (due in part to their rarity and high cost), electric floor heating systems have become a practical, cost-effective and very popular upgrade for both homes and businesses—and difficult for contractors to ignore.

These systems have had a huge presence in Europe for several years, but have more recently started to penetrate the North American market. The warmth, comfort and energy savings that these systems offer have created such a stir here that it is anticipated they will match, if not surpass, the demand for this product in places like Norway and other Scandinavian countries where the majority of homes/businesses use this popular form of complementary heating.

But with the expansion of the North American electric floor heating market comes an influx of competing brands, some of which offer far better engineering features and benefits than others. So how can installers make the best selection for their electric floor heating system to ensure minimal labour and the highest return on investment?

A quality product and a knowledgeable local representative are imperative in securing business opportunities, encouraging continued referrals and contributing to a more profitable business. Contractors that are knowledgeable about their products will find an increase in responsiveness and willingness from their customers to try this upgrade.

You are your product! To help you out, here are a few tips for differentiating the good electric floor heating products from the bad.

1. Look for a genuine multi-year warranty

Warranties are one of the main things customers may ask about, so be sure to offer something that will ensure your product is chosen over that of a competing contractor. Look for warranties that are not pro-rated and provide 10 years of coverage (minimum). Many companies subscribe to some form of warranty on their electric floor

heating systems, but beware of those that are pro-rated and, especially, those whose pro-rating only applies to the cable materials.

The problem with pro-rated warranties is they depreciate in value every year, covering increasingly less of the product cost and forcing the customer to put out more money should a problem occur. These warranties often only cover the cost of the product and not the costs of removal and/or repair of cables, flooring material, and service fees. This can give the installer a bad reputation, resulting in fewer referral opportunities.

To avoid this, look for a warranty that goes above and beyond the typical, pro-rated, material cost-only warranty. Some of the more credible and established floor heating companies in the market go as far as to cover up to 5X the original cost of the cable materials with no devaluation over an extended period. This speaks volumes to the confidence the manufacturer has in its product.

2. Look for twin-conductor cables

This is an extremely important feature: the twin-conductor cable reduces the electromagnetic fields (EMFs) and simplifies the electrical hook-up with a single-point connection, saving you time and money. Single-conductor cables release much higher amounts of EMFs and are thought to be a greater safety risk. They also use the 'home run' approach whereby the cables have to be

looped back around—a time-consuming task, especially in rooms with complicated layouts.

Look for twin-conductor cables with Teflon FEP insulation and aluminum earth screen. The aluminum earth screen that surrounds the heating conductors is there for customer protection and safety, and is very important when installing in bathrooms and other wet locations.

3. Look for Energy Star-certified programmable thermostats with a GFCI

Only a few companies in the electric floor heating business have made thermostats that are programmable, energy-efficient and include a Class A-rated GFCI. Having a programmable, Energy Star-certified thermostat is an added selling feature that will reduce the home/business owner's heating costs and save on energy—a plus for both the owner and the environment.

Rooms that have heated flooring can be zoned individually and programmed to turn On/Off at specific times of the day. This allows the home/business owner to turn down his traditional heating system and only heat desired locations; again, saving energy and money.

Always offer your customers a thermostat that comes complete with GFCI. The GFCI provides personal protection from the risk of electrical shock. (This should be a standard safety feature on all thermostats, but, unfortunately, is only common among a select few.)





Leverage these unique selling features with your customers to ensure you get the job over a competitor.

4. Look for self-adhesive mats

Self-adhesive mats are designed to be laid on top of any subfloor and covered with only 1/4 in. of thinset or self-levelling compound. They work efficiently underneath tiles, wood laminate, carpet and vinyl. The factory-applied adhesive on the underside of the mat allows it to adhere to the subfloor.

This is a very important feature to keep in mind when purchasing electric floor heating because it eliminates several steps in the installation process, saving up to 30% in time and money for the installer.

Other non-adhesive mats on the market can be more challenging to use and require additional labour to install. Adhesive mats simply roll out, and can be customized onsite to fit around obstacles by simply cutting the mesh (not the cable) with a pair of scissors or removing the cable itself from the mesh mat and maneuvering it around the desired area. Again, this reduces installation time and potential errors while guaranteeing accurate distances and balanced heating.

The cables used in these mats are also energy-efficient, costing about \$0.10/hr to heat the floors in a 100-sf room (depending on your area, the cost per kWh may vary). Many home and business owners choose heated

flooring to complement traditional heating because it allows for greater control over the timing, temperature and location of the heat in a desired location.

5. Look for wet location-approved cables

Despite the fact that the majority of electric floor heating systems are installed in bathrooms, they have been limited to areas away from direct moisture due to safety concerns. However, some companies now offer heating cables that are CSA/UL approved for wet locations, opening up installations in many more places, like the shower! This is yet another innovative feature that can be offered to your customers with confidence, allowing you to differentiate yourself from your competitors.

As an installer, knowing the best products on the market will put you one step ahead of your competition. Take the proactive approach to maximizing company profits and customer satisfaction by offering high-quality electric floor heating systems to your clientele. You'll be amazed at the warm response! **EB**

Dan Pavlovic is an application engineer with Danfoss, which launched an online community where you can get certified to install floor heating. Use coupon code Dafo\$\$09 at www.LXInstaller.com to gain free access to the training material. To reach Dan, email Dan_P@danfoss.com.



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2010

Networking Luncheon: Paul Murphy
(Independent Electricity System Operator)
Ontario Energy Network (OEN)

January 12

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Visit www.ontarioenergynetwork.com



Electrical Safety Workshop
IEEE IAS (Industry Applications Society)

February 1-5

Memphis, Tenn.

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NETA (InterNational Electrical Testing Association)

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Electrical Learning Expo
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March 25


Calgary, Alta.

Visit www.elecleague.ab.ca



EB lighting products

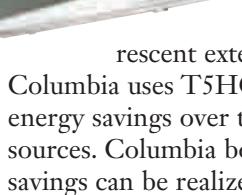
GE Twist LED upgrade module



GE's puck-shaped LED module gives lighting designers and end-users the ability to upgrade LED lighting as technology advances. The module uses an installation process—a clockwise twist motion—that the company says contrasts sharply with current integrated LED luminaires and modules that require mechanical fasteners to couple the LED package to a heat sink, and a plug to make the electrical connection. GE boasts that with its module, the necessary thermal and electrical connections are made with a twist of the unit into its socket.

GE
www.ge.com

Columbia MorphT fluorescent exterior area light



The MorphT fluorescent exterior area light from Columbia uses T5HO technology to offer energy savings over traditional 400W HID sources. Columbia boasts that bonus energy savings can be realized using occupancy sensors that provide full brightness when an area is in use and light only half the lamps while unoccupied. Retrofit benefits include a one-for-one replacement with 400W HID, a light-weight installation onto existing poles, and no extra wiring for the optional occupancy sensor. It is certified by the International Dark-Sky Association and has been accepted into the 2009 IES Progress Report.

COLUMBIA LIGHTING
www.columbialighting.com


Glo Synergy tube fluorescent replacement lamps



The LED lighting tube from Glo Synergy was designed to work with conventional fixtures to replace fluorescent lamps and can be used to retrofit existing installations. It plugs into two-prong receptacles and replaces standard tubes. They feature no warm-up time or buzzing noise, no flickering and a bi-pin instant start connection type, says Glo Synergy. They are available in clear or single frosted lenses and work in hot and cold temperatures. Made of polycarbonate housing, the tubes use 14-20W power consumption and are lead- and mercury-free. The company boasts that the tubes last eight times longer than regular T12 and T8 fluorescent tubes.

GLO SYNERGY
www.glosynergyled.com

Philips PS parallel Optanium 3-4 lamp T8 ballasts



Philips Lighting Electronics has expanded its Optanium T8 electronic ballasts to include 3- and 4-lamp fixed output models featuring programmed-start parallel operation. The ballasts are suitable for a range of office, institutional, educational and commercial applications where occupancy sensors or other frequent switching devices are used. The parallel programmed-start ignition enables independent lamp operation, says Philips, which can reduce overall maintenance and relamping costs by allowing for exact identification of the expired lamp. The ballasts' hot restrike feature in remote wired applications involving standard or energy-saving lamps allows users to replace lamps without cycling power, even in tandem wired applications.

PHILIPS
www.philips.com

connections. Storm 6-in. grounding bars are available in lengths of 12 in., 16 in. and 18 in., though custom sizes can be ordered. Kits make ordering convenient: for example, a kit includes ground bar with standoff insulators, stainless mounting brackets, hex bolts and spring-lock washers.

STORM COPPER COMPONENTS CO.
www.stormcopper.com


Capital Safety ExoFit NEX body harness



Capital Safety's new ExoFit NEX body harness features Duo-Lok quick-connect buckles, which include a locking mechanism to eliminate slippage and constant readjustment. The Revolver ratcheting torso adjustor features a winding device that spools the webbing as you set the harness for a proper fit. Additional hardware includes moulded lanyard keepers that simplify the connection of any-sized snap hook, and break away to prevent snagging and tripping. ExoFit NEX is constructed with Repel Technology Webbing, which resists abrasion and water. The chest platform on the ExoFit NEX places the labels and i-Safe RFID tag behind Velcro covers; a covered pocket with elastic sides is placed on the front of the chest strap. The ExoFit NEX meets all applicable industry standards, including CSA and ANSI.

CAPITAL SAFETY
www.capitalsafety.com

DBI-Sala Rollgliss R500 rescue and escape device

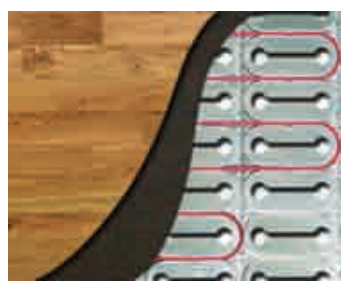


The Rollgliss R500 rescue and escape device from DBI-Sala (a Capital Safety brand) offers controlled descent, self-rescue, emergency evacuation and assisted rescue with lifting capabilities. The optional lifting wheel helps facilitate assisted rescue from a distance. The system is suitable for evacuation and rescue during wind turbine, utility pole and tower construction and maintenance. It is designed with corrosion-resistant materials and 9.5-mm super static kernmantle rope that is configured with connecting hardware at each end of the lifeline for bidirectional rescue. The system can be used at heights of up to 1,000 ft for a single user weighing 310 lb or less, or 330 ft for two users totaling 550 lb or less. The unit is available in five models that include the descender, rope, 3 anchoring slings, 3 carabiners, pulley, edge protector, rope grab and carrying bag. Additional options include a rescue hub, ladder bracket and humidity-resistant case.

DBI-SALA
www.capitalsafety.com

EB products

Danfoss Reflect heat insulation plates



The Danfoss Reflect provides under-floor electrical heating for laminate and engineered wood. The company says that the floor is not affected by the underlying insulating sheets or the rising heat because it is given off in a controlled manner with a relatively low amount of power. The system can be installed on concrete or directly on wooden floors without additional preparation because the unit provides the necessary insulation against the subfloor. Depending on the desired effect, the heating cable is installed in each, every second or every third cable groove and the plates are adjusted to curves and angles by using a jigsaw.

DANFOSS
www.lx.danfoss.com

Techspan arc flash labels

Techspan Industries says its arc flash labels help create a safe environment. The labels can be installed on switchboards, powerboards, control panels, motor control centres, and all other types of electrical equipment. There are 13 styles to choose from, two of which are bilingual. Available in the standard 3.5 x 5-in. size, there are both "Danger" and "Warning" labels. They can be purchased in 5- or 25-label packs. Custom labels are available upon request.

TECHSPAN INDUSTRIES
www.techspan.biz

Storm Copper 6-in grounding bar for towers

Storm Copper Components introduced a new grounding bar and optional kit; these UL-listed, 6-in. solid cold-drawn copper ground bars divert maximum current associated with lightning strikes common to communication towers and antenna installations. They afford greater space for attaching multiple cables with compression lugs; the additional size also increases spacing from the outside edge to 2 in., further isolating



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Section 30: Recessed Luminaires

Misapplication of recessed lighting can result in fires and other serious consequences. For this reason, the National Building Code (NBC) of Canada and applicable provincial and territorial building codes specify that recessed lighting 'fixtures' must not be located in insulated ceilings unless they are designed specifically for such installation.

The Canadian Electrical Code (CEC) offers a number of choices for selecting recessed 'luminaires' for installation in insulated ceilings. Rule 30-002: Special Terminology defines four distinct types, while Rules 30-900 to 30-908 describe the conditions for their use.

You've no doubt noted that the NBC and CEC use different terms to describe such lighting equipment (fixtures and luminaires, respectively). I will use CEC's term.

Recessed luminaires may be marked IC or Non-IC, where IC means approved for installation in an insulated ceiling. Rule 30-002 defines recessed luminaires as "luminaires designed to be either wholly or partially recessed in a mounting surface" and explains their

construction requirements for contact with buildings insulation or otherwise as follows:

Recessed luminaire, Type IC (intended for insulation contact) has a thermal protective device that opens when the lighting equipment's surface temperature rises to a pre-determined level. Rule 30-900 explains that a "cavity" may be within either a ceiling or wall. A thermal device opens the circuit and shuts down the luminaire until it has cooled sufficiently.

Recessed luminaire, Type IC, inherently protected (intended for insulation contact) does not have a thermal protective device, but is designed and constructed in such a way that the maximum allowable surface temperature will not be exceeded—even when the luminaire is blanketed with thermal insulation. There is no need to turn off this luminaire, as its design prevents it from reaching an unsafe temperature.

Recessed luminaire, Type Non-IC (not intended for insulation contact) is designed

for installation in a cavity with minimum dimensions and spacings in relation to insulation and combustible material. Minimum dimensions are listed in Rule 30-902.

Recessed luminaire Type Non-IC, marked spacings (not intended for insulation contact) is designed for installation in a cavity where the clearances to combustible building materials and thermal insulation are specified by the manufacturer. Rule 30-904 defines requirements.

All recessed luminaires must be marked appropriately; Rules 30-902 to 30-908 specify the required markings to ensure such lighting equipment is correctly identified and installed.

Rule 30-902: Spacings for Non-IC-type luminaires
This type of Non-IC recessed luminaire must be marked "Type Non-IC". Its installation must provide at least 13 mm from combustible materials (other than at the point of support), and thermal insulation must not be closer than 76 mm. CEC provides the minimum spacings.

Rule 30-904: Spacings for Non-IC, marked spacings-type luminaires
This type must be marked "Type Non-IC, marked spacings" and must maintain spacings from thermal insulation and combustible materials (except at the point of support) in accordance with the manufacturer's instructions, which are marked on the luminaire. In this case, the manufacturer provides the minimum spacings.

Rule 30-906: Luminaires designed for thermal contact
Type IC luminaires are permitted to contact combustible material, or be blanketed with thermal insulation, since their design prevents temperatures from going high enough to ignite combustible materials.

Rule 30-908: Luminaires designed for non-combustible surfaces contact only
These luminaires must be marked as only suitable for installation on a non-combustible surface and/or in contact with non-combustible materials. **EE**

Always consult the electrical inspection authority in your jurisdiction for more specific interpretation.

Les Stoch is president of L. Stoch & Associates, specialists in quality management/engineering services. Visit him online at www.lstoch.ca.

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

Tackle The Code Conundrum... if you dare

So, you think you know the electrical code, eh? Well, we'll soon find out if you're an electrical code junkie or downright code-clueless. Take a look at the following questions and check your answers in February's Electrical Business.

How did you do?

- 3 of 3** — Not only are you smart, you love to show off.
- 2 of 3** — You're pretty smart, but you still missed one.
- 1 of 3** — Your understanding of these questions is not up to code.
- 0 of 3** — Did you come up with your answers by playing Eenie, Meenie, Minie, Moe?

Question 1

A 12-kW electric range is to be installed in a fast food shop, so a 40-amp branch circuit is acceptable.

- a) True
b) False

Question 2

A fusible switch is marked for continuous operation at 80% of its rating, and is fed with single-conductor, free air-rated cables. The maximum continuous circuit load cannot exceed 85% of the circuit rating.

- a) True
b) False

Question 3

The secondary circuit of a transformer rated ____ or less shall be permitted to be grounded by connecting it to the primary circuit bonding conductor.

- a) 500 VA c) 2000 VA
b) 1000 VA d) 5000 VA

Answers to Code Conundrum Electrical Business November 2009

Q-1: Insulated conductors having temperature ratings in excess of 75°C can be installed in surface raceways, but such conductors shall not have ampacities exceeding those of 75°C conductors, regardless of their temperature ratings.

- a) True. Rule 12-1604(2).

Q-2: Talc or soapstone is permitted to be used as a lubricant when inserting conductors in raceways.

- a) True. Subrule 12-908(2).

Q-3: A travelling crane operating over combustible fibers or accumulations of flyings shall be supplied by a system that is isolated and ungrounded.

- a) True. Rule 18-322.



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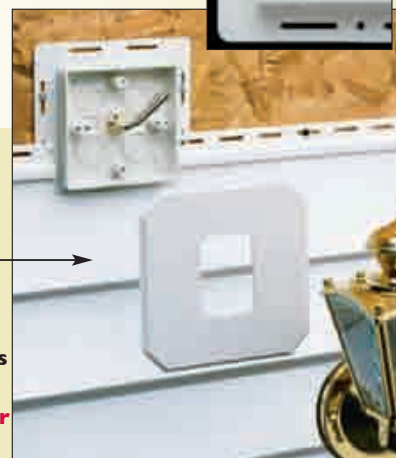
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