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The Purchasing Guide for Electrical Contractors

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A Leader in Arc Flash Protection

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Ensure safety and continuous emergency power in commercial applications

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Photo courtesy of Russelectric



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The Purchasing Guide for Electrical Contractors

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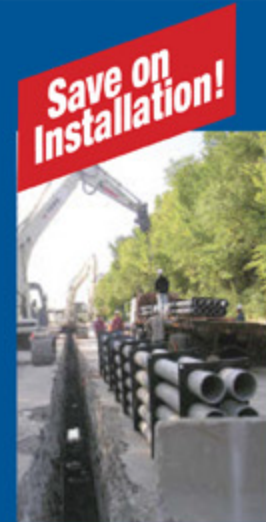
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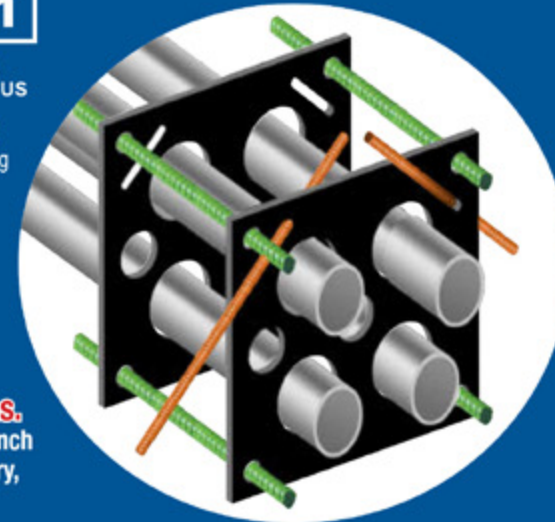
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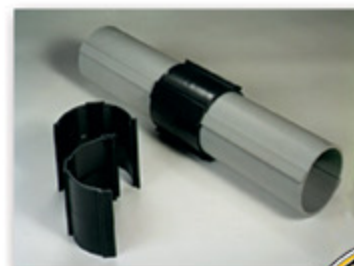
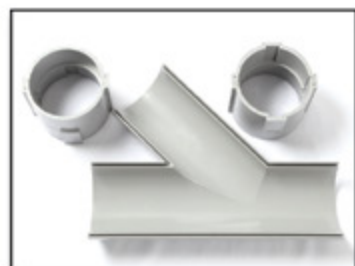


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Protect Yourself

Miller Safety Consultants — A Leader in Arc Flash Protection

Vince Miller started Miller Safety Consultants, a veteran owned business in 1999. The goal of the business was to provide cost effective safety consulting, employee training such as: confined space entry, fall protection, electrical safety and provide sales of electrical shock and flash protective equipment and fall protection equipment to businesses in the Washington DC area.

Reliance Industries provided fall protection products and much of the sales and training was on behalf of the supplier. In 2000, the owner decided to retire from his business, and Vince decided to discontinue the fall protection line of his business and concentrate more in the electrical training and products.

Vince had been a distributor for Certified Insulated Products (CIP), a manufacturer of electrical insulated tools and electrical arc flash clothing manufactured by Otex in Rochester, New York. As a distributor, Vince provided sales through his internet website and much through relationships with electrical contractors. His training was a classroom environment and was provided directly to customers but he also taught as a sub-contractor for other safety consulting companies and the

Chesapeake Safety Council in Baltimore, Maryland. In 2005, Vince partnered with Vivid Learning Systems in Cascades, Washington to provide on-line training in safe work practices.

Training in electrical safe work practices is still provided locally in the Washington DC area and as a partner with an electrical engineering firm and online. The training is based on the Occupational Health and Safety Administration (OSHA) standards and the National Fire Protection Association (NFPA) 70E standard.

Miller Safety Consultants is now a distributor for Cementex USA, Burlington, New Jersey, for insulated tools and equipment and clothing from OTEX Protective, Rochester, New York.

The majority of his sales of products

are from the web-based store. Cementex is nationally known for their quality equipment. Otex Protective is becoming more known for their quality clothing. For years, they have manufactured their products under other provider labels. Vince chose to not create his clothing line, but to sell the manufacturer product.

Vince has worked with many electrical company employees to fine-tune the clothing to be more comfortable for the user. Working closely with the manufacturer, they have made slight changes in how the cloth pattern was modified to meet final production. An example is the lightweight 40 Calorie vented hood offered by Otex.

The material is of the latest technology. The vented assembly is constructed for balance on the back of the hardhat and the airflow is 27 CFM to prevent fogging of the face shield and provide cooling to the worker. It took over a year to develop the product with the user prior to having the hood "flash tested". This product is now standard issue with many electrical contractors.

Being a small business and having quality providers has resulted in satisfied customers for Miller Safety Consultants. Being a direct supplier for OTEX Protective, another small business means customized customer needs can be met. □

For more information, visit
Miller Safety Consultants at:
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Vince at: sales@millersafetyltd.com.

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Commercial Duty Transfer Switches

Ensure safety and continuous emergency power in commercial applications



Russelectric's RTSCD ATS, a commercial-grade ATS with mission-critical quality.

AUTOMATIC TRANSFER SWITCHES serve to transfer electrical loads from a preferred power source to an alternate source when the preferred source's voltage and/or frequency varies from preset limits. The switches also retransfer loads when optimal voltage and frequency in the preferred source is restored. Long used in mission-critical, life safety applications like healthcare facilities to ensure continuous power supply, the switches can also provide an important function in commercial applications during outages.

Commercial-duty switches understandably deliver fewer features than mission-critical ones; however, the commercial-duty switches are not always built to the same standards of quality and reliability. Russelectric, A Siemens Business, an industry leader in the design, manufacture, and support of mission-critical automatic transfer switches, has responded to the need within the industry for reliability by developing a high integrity commercial duty ATS. Russelectric's RTSCD offers the well-known and respected Russelectric quality and factory support in a simpler, easier to maintain, and more affordable package.

Basics of automatic transfer switches

An ATS is put in place to sense for a loss of normal power from the usual power source, typically utility power supplied through power distribution equipment. When this loss of power is sensed, the ATS switches electrical loads to a secondary source, typically a generator. The ATS awaits the return of normal power, at which point it transitions the electrical loads back. All of this is done with little to no input from technicians, particularly in simpler commercial applications.

However, light industrial, commercial, and residential applications for



Rated for application with current of 400 amps or less, the RTSCD delivers a high-quality design at a lower price point compared to existing mission-critical ATS systems.

automatic transfer switches, such as multi-family housing units, schools, office buildings, and other campus environments, do not require the same sophisticated features that are found in a mission-critical ATS design. Nonetheless, they must still be reliable, easy to operate, and supported by technical experts.

These applications also tend to call for a small footprint as the pressure grows in several industries to use that same space to drive revenue. The market for commercial automatic transfer switches is currently growing faster than that of mission-critical systems; and the widespread demand for a low up-front cost alternative to mission-critical equipment has driven lower quality engineering and design in the market.

Developing a commercial-grade option with mission-critical quality

Recognizing both the growing demand for commercial-duty ATS systems and the lack of reliability in a number of low-cost options on the market, market leader Russelectric decided to adapt their industry standard mission-critical ATS technology to meet the differing needs of these commercial applications. The resulting RTSCD ATS was designed with similar design features to existing mission-critical ATS systems, ensuring consistency across the company’s overall product offerings.

Rated for applications with current of 400 amps or less, the RTSCD delivers a lower price point than seen in the mission-critical space. The RTSCD features a smaller footprint, fewer individual part scripts within the product for simpler manufacturing and maintenance, and a simpler overall design. It is available in open-transition and delayed-transition formats and offers a manual transfer option with rapid arc interruption.

“Throughout the industry, we kept hearing from end users who wanted the same kind of quality of design that they



have come to expect in mission-critical technology, but for lower amperages and at a lower price,” said John Stark, Product Line Management, Russelectric, A Siemens Business. “Responding to that demand, we have introduced the RTSCD. Its design represents the same quality and performance that contractors, consultants, and technicians have come to rely upon from Russelectric.”

Safety and maintenance

The RTSCD, like other Russelectric ATS designs, features operation from the front of the system for increased safety, as well as contacts that are also easily accessible and inspectable from the front of the unit. Furthermore, with fewer components and moving parts than non-commercial ATS, the chance of failure is significantly reduced with the RTSCD design.

Even more so than other heavier-duty and higher-amperage designs, the RTSCD is engineered for ease of startup and operation to avoid the possibility

of operator error. The RTSCD can be started up by users themselves without the need for an OEM technician. Its simplified design also benefits end users in terms of maintenance.

Conclusion

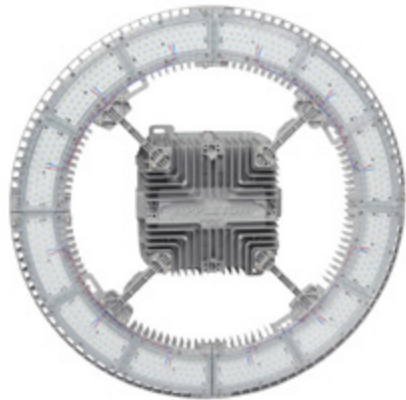
The need for more commercial-duty automatic transfer switches continues to grow as commercial, residential, and light industrial buildings begin to incorporate these products in their infrastructure designs to address the threat of power interruption. It has also become clear that the increase in demand for these products has created a push for lower priced options, in-turn introducing often unreliable products into the marketplace. Responding to the need for reliable ATS technology at a reduced price point, Russelectric developed its modestly priced RTSCD automatic transfer switch, offering the same quality and performance that contractors, consultants, and technicians have come to rely upon from Russelectric since 1955. □



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CONSIDER IT SOLVED™

DMF Lighting Appoints Nathan Hagemeyer as Vice President of Sales

DMF Lighting, a leading designer and manufacturer of premium modular LED downlighting systems, today announced the appointment of Nathan Hagemeyer as the company's vice president of sales. Hagemeyer will be responsible to lead the company in developing and executing sales strategies to drive continued growth across the commercial and industrial segments of the organization.

"Nathan brings passion, insight and a robust record in developing and implementing successful growth strategies to our leadership team," said Andy Wakefield, senior vice president, DMF Lighting. "He excels at optimizing efficiencies, motivating teams and building strong customer relationships, and we are excited to have Nathan a part of the DMF family."

Hagemeyer brings 15 years of experience, successfully leading sales, operations and marketing teams for manufacturing and distributor organizations. His most recent positions include managing director for Lutron Electronics' Europe and Africa division and previously was the company's director of sales operations overseeing all North American sales. He also served as vice president of Lonestar Electric Supply, a startup independent electrical distributor headquartered in Houston, Texas.

Hagemeyer earned a bachelor's degree in Business Administration



and Management from the University of Florida Warrington College of Business. He also attended The University of Chicago Booth School of Business where he completed the Sales Management program.

Prior to his tenure in the electrical industry, Hagemeyer served as an infantry officer in the U.S. Army and served two tours in Operation Iraqi Freedom. Hagemeyer will reside in Austin, Texas. □

ABOUT DMF LIGHTING

DMF Lighting brings a creative approach to lighting, offering award-winning modular LED technology that sets the bar for performance, quality, aesthetics and flexibility. An engineering-driven company, DMF Lighting's forward-thinking designs, responsive service and reliable distribution has provided successful solutions for residential and commercial projects for more than 30 years. At DMF, we understand that light is more than illumination; light is what makes a space beautiful, useful and, ultimately, enjoyable.

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Appleton™ Mercmaster™ Connect LED

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Learn more at: masteringled.com

Joe Saganowich Appointed NSI Industries’ First Electrical Division President

With More Than Three Decades Experience, Saganowich Will Report Directly to NSI CEO G. R. Schrotenboer as Part of the NSI Leadership Team

NSI Industries, LLC, a leading provider of electrical, HVAC, and building technology product solutions for more than 45 years, is proud to announce the appointment of industry veteran Joe Saganowich as the company’s Electrical Division President. This is a new position created to support the company’s rapid growth in the electrical market.

“During the past three years, NSI has experienced unparalleled growth and terrific momentum within our electrical division with key acquisitions as well as a number of new product launches,” explained G. R. Schrotenboer, CEO of NSI Industries. “As such, we needed not only to create a new position to lead this division, but to recruit a proven industry leader to fulfill this role, as well. Joe has deep experience in the electrical and manufacturing industries, making him the ideal choice to take on this responsibility and to continue to grow, develop, and direct our Bridgeport, Polaris, Tork, Metalics, and Remke brands. We are pleased to have him as



Joe Saganowich,
Electrical Division President

part of the NSI leadership team.” Saganowich joins NSI from IDEAL Industries, where he held positions as V.P. of sales and marketing for IDEAL’s North American Electrical Group. He also has worked as V.P. and general manager of SK Hand Tool, a division of IDEAL, and was its Southeast regional sales manager for the electrical group. Saganowich, who has a bachelor’s degree in marketing from Pennsylvania State University, has led sales teams for commercial and industrial lubrications groups of Pennzoil-Quaker State Products, SouthChem, Inc., and SUNOCO.

“NSI’s corporate model and impressive overall growth made my decision to join the team an easy one,” said Saganowich, who will report directly to Schrotenboer as part of the NSI leadership team. “NSI’s electrical division is home to many of the industry’s leading brands, which creates many new and exciting opportunities. I am looking forward to helping guide the division to continued prosperity.” □

ABOUT NSI INDUSTRIES, LLC

NSI’s core philosophy is Making Connections. Focused on the electrical, building technology, and HVAC markets, NSI connects distributors to products, services, and technologies by providing a fresh perspective and caring approach that drives smart solutions. The driving force behind a stable of market-leading brands and a large breadth of products, the company’s primary job for more than 45 years has been to fulfill the needs of distributors and their customers. By staying grounded in the principles of service and value, NSI continues to deliver high-quality, industry-advancing, and comprehensive product solutions that enable growth.

NSI has many well-respected brands, including Bridgeport Fittings®, Polaris® Power Connectors, TORK®Timers and Controls, WarriorWrap® Professional Tape, TERMINATOR™ Premium Wire Connectors, RHINO Safety™, Platinum Tools®, TechLogix Networx, Duro Dyne® Sheet Metal Accessories, Metalics™ Fasteners, Remke Industries, Lynn Electronics, and SUPCO. For additional information about NSI Industries and our family of brands, visit www.nsiindustries.com.



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CONSIDER IT SOLVED™

Appleton Areamaster Gen 2 LED Industrial Floodlights Can Save Up to 75% on Energy Costs

Versatile, energy-efficient luminaires feature optic designs for superior uniformity and coverage in hazardous industrial locations

Retrofitting HID floodlights with Areamaster Generation 2 LED industrial floodlights from Appleton will save companies upwards of 75% on energy costs, while virtually eliminating maintenance burdens, and improving worker productivity by providing uniform, high-quality light.

Exceptionally versatile, this next generation luminaire comes in a wide selection of beam patterns, color temperatures, and lumen outputs ranging from 9,000 to 38,000 lumens, allowing companies to cost-efficiently retrofit existing HID floods from 250W to 1500W, however diverse their lighting needs. Plus, it uses the same slip fitters and pole brackets as older Appleton HID floodlights so retrofits cost less and require fewer labor hours.

REDUCED MAINTENANCE

In harsh, hazardous locations -- such as an offshore oil rig or a wastewater treatment center -- it is potentially dangerous to expose maintenance personnel to the environment, especially when they are perched upon a tall ladder replacing a hard-to-reach component. The Areamaster Generation 2 LED virtually eliminates maintenance needs with upgrades that include a gasketed front wiring compartment, up to 10kV surge suppression for installations in Category C high-risk areas, and high-temperature silicone gaskets that prevent water ingress and corrosion. The patented thermal design ensures cool operation for a long, maintenance-free life and safe use in practically any Class I Division 2 or Class II hazardous location.

In addition, because the luminaire boasts an operational "on" time exceeding 60,000 hours, workers are not as frequently required to perform routine maintenance, unlike with an HID floodlight which can have a lifespan as brief as 3,000 hours. Replaceable LED drivers can extend luminaire life even beyond 60,000 hours. When run in an optimal environment of 25° C (77° F) the luminaries may last beyond 200,000 hours or approximately 22 years.

CUSTOMIZED LIGHTING SOLUTIONS

When light quality is diminished, work areas are inherently less safe. Poor lighting can cause eye strain and headaches, as well as a lack of employee focus. Fortunately, continuous light levels are a given with the Areamaster Generation 2 LED. A variety of available options allow engineers to create custom solutions that deliver targeted light for enhanced safety and productivity, even in extreme hot/cold temperature environments of -40° C to +65° C (-40° F to 149° F) and marine (salt water) environments.

Options include: a choice of either cooler 5000K or warmer 3000K color temperatures, as well as secondary optic options for NEMA 7x7, NEMA 7x6 (HID like) and NEMA 5x5 light distribution patterns to deliver lumens evenly and efficiently to floodlit areas without excess glare, hotspots, overspill, light pollution or wasted energy. Optic assemblies are fully gasketed to ensure board-level protection against dust and water ingress. There are also an assortment of mounting options, safety cables, guards and visors, along with replaceable drivers and lens covers. All lumen outputs are available for 120-277VAC or 347-480VAC.

Built for long-term reliability and extended luminaire life, Areamaster Generation 2 LED luminaires feature a copperfree aluminum diecast housing with architectural bronze polyester powder coat finish for exceptional corrosion resistance in the toughest environments. The luminaries are certified for Class I Division 2 and Class II hazardous locations and rated for use in NEC/CEC installations. High-temperature silicon gaskets and stainless steel bolts and accessories contribute to NEMA 4X, IP66/IP67 and Marine ratings for use in harsh and corrosive environments.

Appleton is backing its new Areamaster Generation 2 luminaries with a five-year warranty. In addition, Areamaster Generational 2 luminaries purchased with a secondary optic and extra surge protection receive a ten-year warranty.

For more information, visit
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DMF Lighting Launches New iX Series 2-Inch Fixtures, Becoming the New Standard for Premium Home Lighting

Small Aperture Lights Allow CI Channel Integrators to Go Smaller Without Compromises in Performance, Installation, and Serviceability

DMF Lighting, the leader in modular downlighting in the custom integration (CI) channel, today announced the launch of its new iX Series fixtures designed to elevate the entire home with modern, quiet ceilings and award-winning design. As part of its longstanding commitment to the CI channel, the DMF Small Aperture lights allow channel integrators to go smaller without compromises in performance, installation, and serviceability.

Homeowners and designers want a quiet ceiling, but current 2-inch fixtures are typically limited to specialty applications. DMF Lighting's iX Series Small Aperture solution removes the traditional constraints of 2-inch fixtures, allowing integrators to distinguish themselves from contractors by offering higher quality, premium aesthetic. The quiet revolution is here.

The solution that DMF has developed is a revolutionary product that offers the performance of larger fixtures and error-free installation, utilizing a patented Precision Lock Collar that eliminates over-cutting and ensures a perfectly cut, sharp flange and installations at a uniform depth. The fixture also offers painless serviceability as the custom-designed driver for this fixture is easily accessible below the ceiling.

The result is a quiet ceiling and a modular system that is as easy as plug, snap, and fit. Altogether, this provides the ultimate in flexibility, eliminates mistakes, and allows for effortless changes throughout the job.

"The iX Series offers all the advantages of a smaller footprint while maintaining strong light output and versatility," said Mike Libman, National Sales Director, Residential Systems, DMF Lighting. "The same housing will accommodate Standard Downlights, Wall Wash, or Adjustable in Round or Square. The one-piece precision-crafted metal trims are offered in standard and flangeless mud in or flawless wood application. Trims are easy to install or swap out to create the effect the homeowner is looking for. Additionally, the iX can be installed in both new construction and remodel applications."

The new iX Series continues to elevate the DMF Brand and solves existing installer issues associated with 2-inch products on the market and opens up new opportunities to delight homeowners and designers.

**For more information, visit
www.dmflighting.com**

New Klein Tools® Full Frame Gasket Safety Glasses Provide Extra Protection and Coverage

Klein Tools, for professionals since 1857, introduces new additions to Klein's expanding line of jobsite safety products, Gasket Safety Glasses, which provide extra protection from dirt and debris getting into your eye area, without compromising fit and comfort.

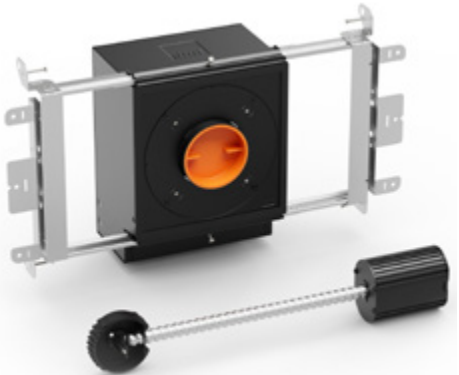
Professional Full-Frame Gasket Safety Glasses, Clear Lens (Cat. No. 60470), Gray Lens (Cat. No. 60471)

- Superior impact protection (tested to the latest ANSI Z87.1+ and CSA Z94.3 eyewear standards)
- Foam gasket and nylon strap provide secure seal preventing dirt and debris from entry
- UV protection; effectively blocks 99.9% of harmful UV rays
- High quality polycarbonate lens provides scratch resistance and high optimal clarity
- Durable, anti-fog coating won't wear off; works well even with masks
- Non-slip fit; rubber nose piece and temple tips for secure fit and grip
- Includes microfiber storage pouch/cleaning cloth
- Replacement Gasket/Strap Kit (Cat. No. 60483) also sold separately



"Tradespeople working in dirty and dusty environments will benefit from the extra eye protection provided by these Klein Pro Full Frame Gasket Safety Glasses," says Shantanu Deshpande, group product manager at Klein Tools. "The soft, but durable gasket and strap combination ensures long-term comfort and secure fit all day—allowing uninterrupted work and keeping debris clear from the eye area."

**For more information, visit
www.kleintools.com/new-products**

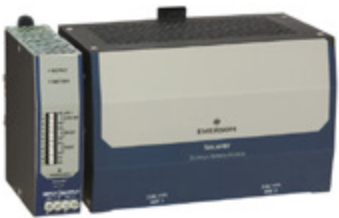


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Learn more at: www.solahd.com



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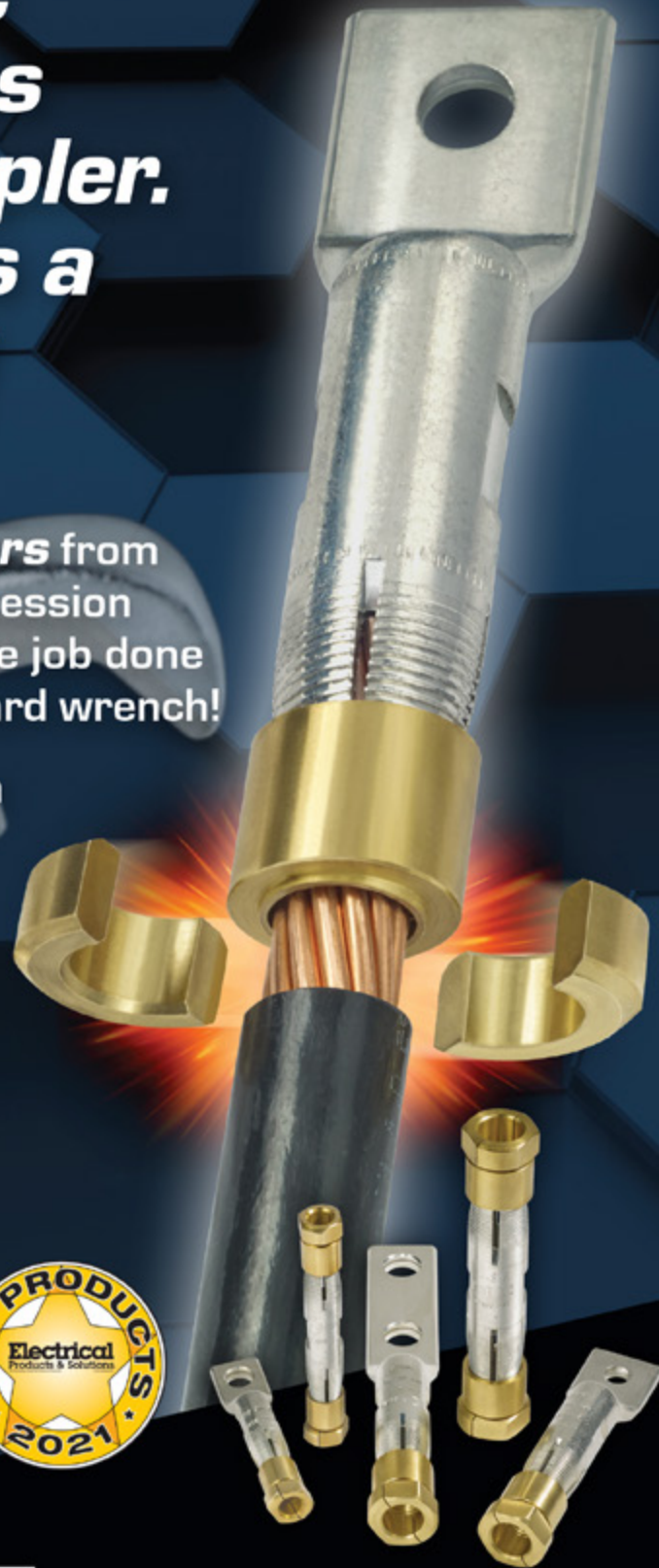
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Emergency Management Lighting Options for Hurricane Season

A few lighting options from Streamlight that can assist first responders, utility workers and other emergency personnel during search and rescue operations, power outages and other emergency situations. They include:

Waypoint 300:

- Rechargeable, pistol-grip light perfect for “search and rescue” during hurricanes and heavy rains.
- Waterproof and even floats if dropped in water.
- Far-reaching beam illuminates stormy situations with 1,000 lumens and reaches 1,039 meters.

Enduro Pro HAZ-LO Headlamp:

- Fits easily around the head and hard hats; 45-degree tilting head
- Offers three modes: spot for distance, flood for area illumination and a spot/flood combination for increased light output.
- Provides essential lighting when assisting residents or pets from their homes or when operating rescue vehicles and watercraft.
- Class I, Division 1 safety rated for use in potentially hazardous work environments.

Super Siege Lantern:

- Brilliant, 1,100- lumen rechargeable light ideal for large-scale scene lighting required by first responders
- Features one white and four red LEDs for night vision
- Rechargeable lithium-ion battery also enables rescue teams to recharge electronic devices from the light’s USB port
- IPX7 rated for waterproof operation to one meter, and also floats.

Portable Scene Light EXT:

- Goes anywhere, while providing rapid deployment on site
- Features 90-degree rotating head and pole that extends 84 inches high, allowing for complete scene light coverage from an extended height
- Folds to a compact size for portability and easy storage on a boat or in a rescue or service vehicle.
- On high, produces 5,300 lumens over a distance of 410 meters.

For more information, visit
www.streamlight.com



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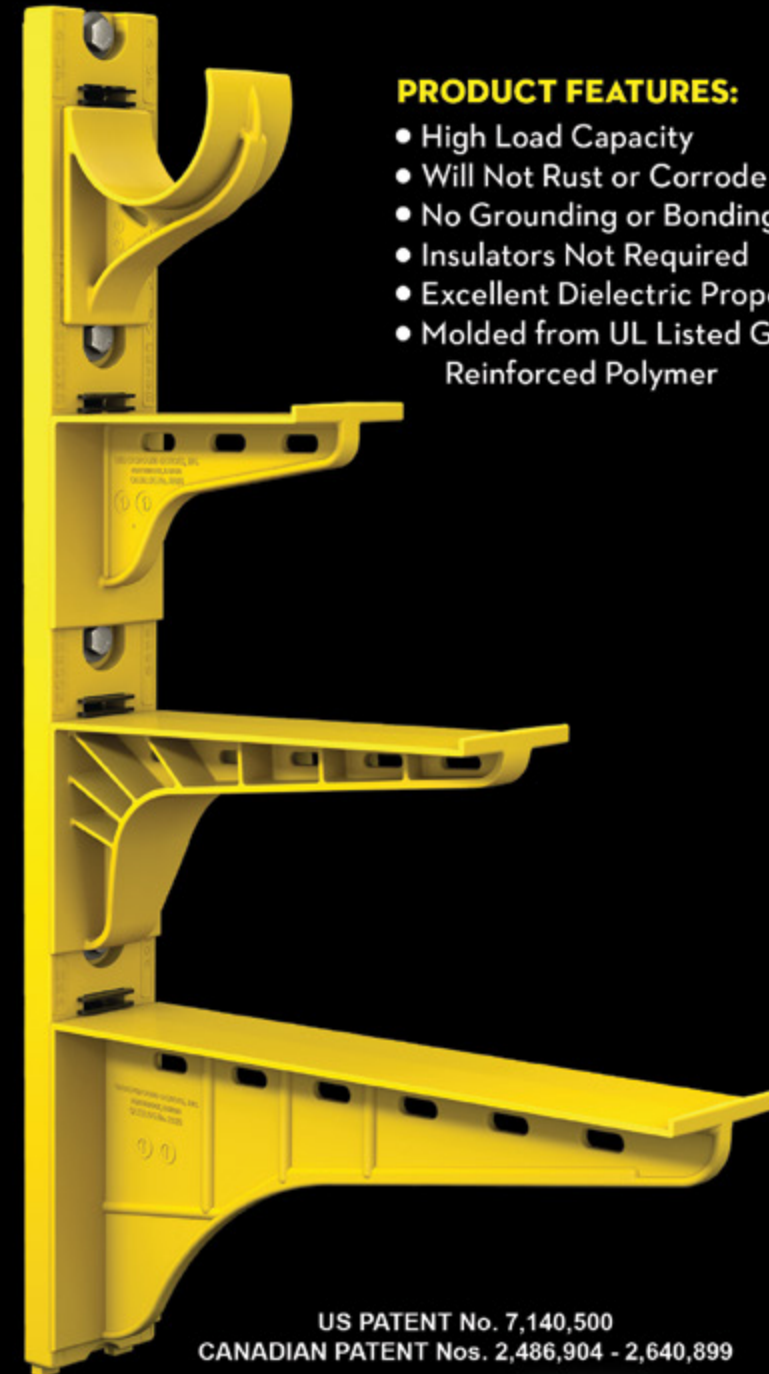
HDL Arm Lock shown with
RA04 Arm and CR36-B Stanchion



3HDS - 3" throat saddle shown with
a cable secured by cable ties.



RA08 - 8" arm shown with three
cables secured by cable ties.



US PATENT No. 7,140,500
CANADIAN PATENT Nos. 2,486,904 - 2,640,899

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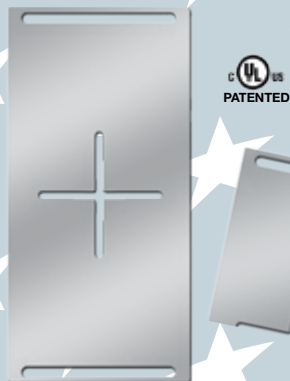


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IP5

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IP19/20

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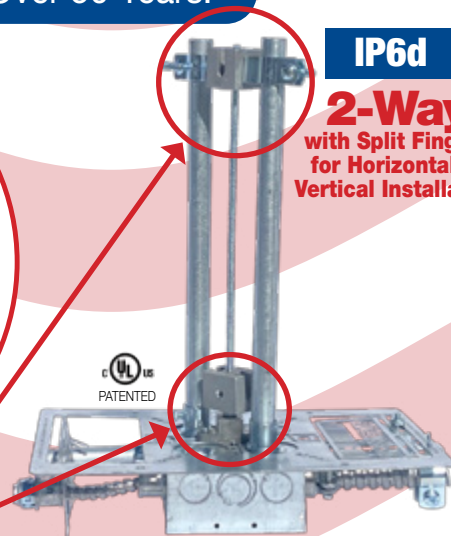
IP21a

QwikBlock
PATENT PENDING

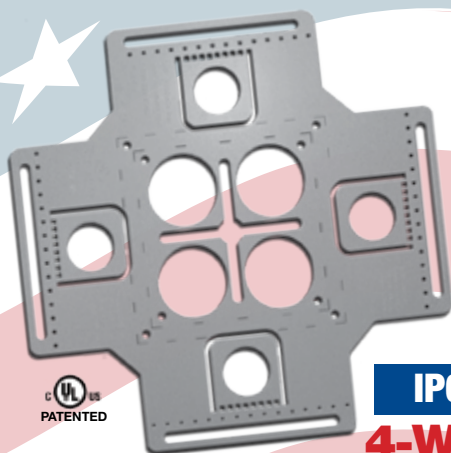
Use 4-Conduit Block (IP19 or IP20) with QwikBlock (IP21a)

IP6d

2-Way
with Split Fingers for Horizontal or Vertical Installation



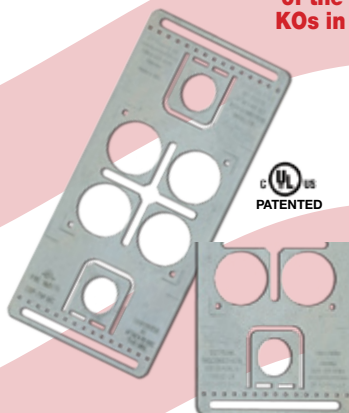
Our Family of Conduit & Box Support Plates Saves Valuable Time & Money!



IP6

4-Way

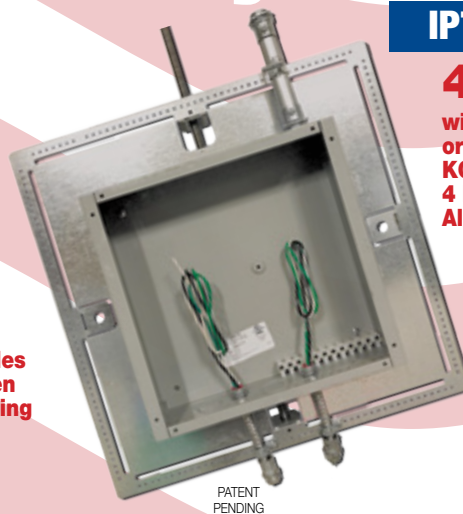
Enter Any KO on All 4 Sides of the Box Plus 4 Large Open KOs in Center Allows Entering Back of Box



IP6a

2-Way/Half

Enter Any KO on 1 or 2 Sides of the Box Plus Large Open KOs in Center Allows Entering Back of Box



IP7

4-Way

with Split Fingers for Horizontal or Vertical Installation. Enter Any KO on All 4 Sides of the Box Plus 4 Large Open KOs in Center Allows Entering Back of Box.

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