

The Voice of Ontario's ELECTRICAL CONTRACTING INDUSTRY

# The Ontario **ELECTRICAL CONTRACTOR**

**ECAO**  
ELECTRICAL CONTRACTORS  
ASSOCIATION OF ONTARIO

Volume 45 • Number 2 • Spring 2007

**Rethinking Health and Safety**  
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Brad Vollmer

## From the President...

Much of this issue of the Ontario Electrical Contractor is related to the financial and organizational health of your electrical business, particularly succession planning. Each of the articles by Gerry Skipwith, Stanley Tepner and Gordon Wusyk has some significance to the issue of planning for the future and succession. The sustainability and longevity of any

organization depends upon attracting new leaders. This is also true of industry organizations like the Electrical Contractors Association of Ontario.

As ECAO approaches its annual meeting in June and implements its biannual shift in officers and directors, the issue of succession among association participants and industry leaders comes front and centre on the agenda. It is not only about finding a second vice president on the Board of Directors. The challenge is also to find new members willing to fill association positions on internal committees and agencies, external boards and industry task forces.

Participation in ECAO begins with membership in your area

ECA. ECAO depends upon robust local area ECA membership in order to have a pool of candidates for positions at the provincial level. Almost 900 contractors are bound to the ECAO-IBEW Principal Agreement, however only 55 per cent have actually joined their local area ECA. This is a significant opportunity for us to increase participation in our local ECAs and ECAO.

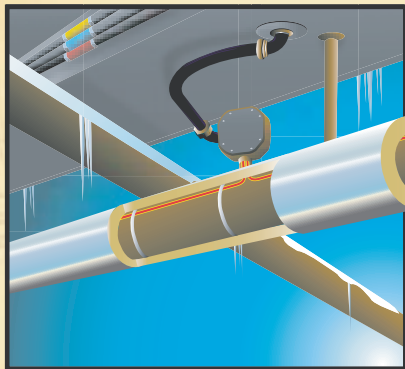
I believe it is also an opportunity for the 45 per cent who have not signed on. In my experience, association membership and participation have resulted in positive personal and professional returns.

If you are among those unionized contractors who have not signed a membership acknowledgement form with your area ECA, please take the time to contact an ECA member in your area and ask them about their experience and the benefits of membership, or contact the ECAO office and visit our web site at [www.ecao.org](http://www.ecao.org).

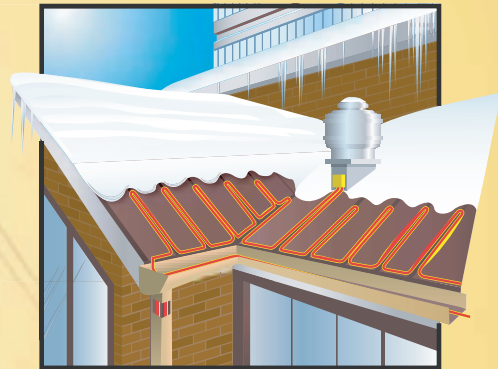
As you plan for succession in your firm, take a hand in shaping what the future will look like for our electrical construction industry. Join your area ECA.

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# RAISING OUR STANDARDS

By Richard Mei

Do you believe that the issues of health and safety within your organization will remain a constant as related to the time and effort allotted to manage your current health and safety program? If so, it may be time to “rethink” the issues and develop a positive and aggressive attitude in meeting the current and future challenges of securing a workplace free from loss of life, injury and illness.

As I travel throughout the province visiting many electrical contractors, I see pictures of completed projects proudly displayed on office walls, I talk to owners, supervisors and workers who clearly convey pride and accomplishment in meeting project schedules and deadlines, working with new technologies and equipment and simply getting the job done. The words “impossible” or “can’t” are rarely used. Project challenges are rethought until the proper solution is found. The end result is a successful project and a new picture for the office wall.

It should be apparent, if you removed the words “impossible” and “can’t” from your vocabulary, inject your sense of pride and accomplishment and take on the challenges of a workplace free from loss of life, injury and illness, success is assured. If you consider this to be an over optimistic view, let’s ask, “what are our options?” Answer: There are no options.

There are firms within our industry that have realized this fact and have voluntarily raised health and safety to a higher standard within their companies. “Congratulations.”

The task is not an easy one, nor does it have a completion date. It’s ongoing and there is no room for good intentions and complacency. By utilizing internal talent, working with industry partners and sourcing outside assistance an optimistic view can be replaced with measured results.

We are all aware of the 2006 changes to “live work” and “confined space” regulations introduced by the Ontario Government. This action is a clear message; if individual companies and related industries do not demonstrate positive changes and measured results in securing a safe workplace imposed regulation will dictate control over workplace operations and activities. Simply put, if we do not raise our health and safety standards, then standards will be imposed through regulation. No individual, no company and no organization embrace being told what to do, when to do it and how to do it. This is especially true when imposed by government.

Government health and safety regulations are neither suggestions, nor guidelines and certainly not optional. They cannot be fragmented into parts we agree with and parts we don’t. There are no exceptions. Changes to existing regulations and the addition of regulations covering new areas will become future challenges.

With or without government regulations our goal is the same, a workplace free from the loss of life, injury and illness. Government regulations clearly raise our health and safety standards and assist in our responsibility to take every reasonable precaution in the protection of a worker. Voluntarily raising health and safety standards would be a positive step in meeting our shared goal.

Effectively addressing safety issues and raising health and safety standards is a responsibility. It cannot be ignored, saved for the future or treated as a minor item. With an open mind, positive attitude and a sense of pride and accomplishment, success is assured.

*Richard Mei is with the Quality Connection Health and Safety Program, and may be contacted at 1-800-270-1475 or rmei@sympatico.ca.*

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By Martin Hassenbach

# The New PCB Regulations

*Will you be able to comply?*

So you're thinking PCB regulations...I've heard this all before. But maybe this time they're serious. And based on the timelines being proposed you had better take them seriously. In fact, it may be impossible for some to comply with the regulations under the best circumstances.

Revisions to the current Chlorobiphenyls Regulation and the Storage of PCB Materials Regulations were first discussed nearly 10 years ago. The original 1977 regulation had already undergone three previous revisions. Public consultation meetings with stakeholders were held in 2000 and 2003.

The main focus of the regulatory amendment has not changed considerably in that time. The primary purpose remains the mandatory reporting of PCB inventories with the ultimate elimination of in-service PCB equipment and storage sites. Several concessions were made along the way to alleviate industry and environmental concerns. Both regulations would now

be merged into what will be called the PCB Regulations.

Canada has certain legally binding international commitments relating to PCBs. Several United Nations programs related to Persistent Organic Pollutants require that Canada eliminate the use and storage of PCB equipment within specific timeframes. It doesn't appear that Canada will meet their commitments with the current voluntary programs so now they must enforce timeframes.

Part 1 of the regulation involves the end-of-use for specific equipment:

- Equipment containing greater than 500 ppm PCBs must be removed from service by December 31, 2009;
- People in "sensitive" locations must eliminate their 50 to 500 ppm equipment by this same date;
- All others have until December 31, 2014 for their equipment containing 50 to 500 ppm PCBs; and

- Specific equipment such as pole top transformers and ballasts have until December 31, 2025.

A "sensitive" location is a food or feed processing plant, a drinking water treatment plant, hospitals and senior citizen care facilities as well as schools (preschool, primary or secondary) "or on the property on which the plant or facility is located and within 100 metres of it."

Part 2 of the regulation deals with the elimination of PCB storage sites:

- All current PCB storage sites would have to be eliminated by December 31, 2009;
- Any PCB material that goes into a storage site after the regulation comes into effect can stay there for no more than one year; and
- PCB storage sites at or within 100 metres of a sensitive location will have to be eliminated within one year of the regulation coming into force.

Part 3 of the regulation deals with labelling and reporting requirements:

## THE NEW PCB REGULATIONS.

- PCB owners must prepare annual reports outlining quantities in use and stored as well as progress towards achieving end-of-use targets;
- Labels must be placed on all known PCB items except ballasts;
- Labels must be affixed prior to end-of-use deadline;
- Even PCB cable and decontaminated transformers must be labelled; and
- The owner's name must be clearly visible as well as the date when the material was placed in storage.

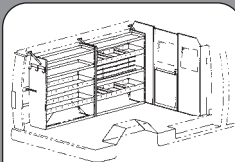
The reporting requirements alone will be terribly onerous on many larger utilities and property owners. Many remote locations have never been surveyed. Many facilities are unaware whether they even have PCBs or where to begin looking.

The one benefit to the reporting is that it will help the government determine exactly what is out there. Annual in-service and storage figures are released, however, the reality is that many owners have not previously been reporting the presence of, or changes to, inventories. This has forced Environment Canada to track down missing inventories and they have recently enlisted the help of PCB treatment facilities.



Many PCB transformers will have to be cut up in place for removal

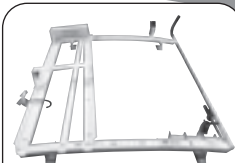
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Maybe you've eliminated your storage site and have a good handle on your in-service equipment for reporting purposes. You could still fall out of compliance if you have high-level transformers in service. It may not be possible to change out the transformers fast enough.

There is already a strain on the manufacturing side due to a global shortage of the materials required to build transformers such as core steel and naphthalenic oils. Delivery times are sometimes stretched well beyond six to eight months and suddenly there will be even more demand. Add to this timing for budget approval, consultants, tenders, and often complicated extraction removal and that end of 2009 date really looms large.

What happens if you're not in compliance? The enforcement people now have more tools at their disposal to follow through. What may start with warnings could ultimately lead to tickets and prosecution.

For those who've already tackled these issues through foresight, attrition or environmental initiatives...congratulations. For everyone else...good luck...and call me.

*Martin Hassenbach is sales manager of PCB Containment (Contech) and AF White and may be contacted at martin@contech.ca or 519-240-6423.*



Sensitive sites have been targeted for early elimination

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Managing a business is an extremely challenging job. There are so many things to know. As an electrical contractor you need to have a tremendous knowledge of your business. You need to know how to perform all of the necessary technical functions that electrical contractors do, and you need to know how to price your jobs or you can't make money.

As you become more successful, you then need to build your business, and new problems come into play. You need to have a team of people to perform a lot of duties that you weren't trained to do. So you learn to delegate and to have other people, who have the skill sets that are required, successfully achieve these required tasks for you.

# The Challenge

There are two categories of support that you will need to engage as your business grows and develops. The first resource is internal. These will include your staff and management. The more success you achieve, the greater the need for more team members with increased skills. The second group of people that you will need to engage is the external professional staff. The typical external professional staff that you have and will have to engage further as you grow includes chartered accountants, lawyers, benefit specialists, financial planners, and business consultants.



## Integrated Roles

As you engage external professionals for your business, it will be necessary to select these people so that they can work effectively with you and with each other. They may have specific skill sets that may not be appropriate for your needs. One effective way of selecting an external is to ask your peer group to recommend someone. Surprisingly, many business owners are able to acquire a referral from their present external professional if that person is unable to perform the function that they require.

In the area of benefit programs, you can feel assured that ECAO has put together an excellent program for you as a member. Skipwith & Associates has been designated as your advisor team when it comes to group benefits, including individual and group RRSPs, pension plans, executive compensation, as well as succession and estate planning.

## Attracting and Retaining Great People

Most great companies will tell you that the reason they are successful is because they have a great team of employees. Finding great people is a direct function of having a great work opportunity for them. Outstanding employees want to be challenged and

need to be rewarded. Rewards for employees usually involve recognition and compensation. The compensation that you can reward your employees can take many forms. These include benefit packages for the employees and their families that cover a number of areas and include health, dental, retirement, income replacement, employee assistance plans and life insurance. Direct remuneration may include salary, share ownership, profit sharing or compensation plans.

## Succession Planning

The great driver of our Canadian economy has typically been small business. You can start a small business as an entrepreneur, a partnership or a family business. Each of these opportunities brings with them specific challenges and solutions to these problems. When you build your business into a successful venture, it becomes necessary to find solutions so that you are rewarded for your hard work and you minimize the impact of taxes and duties as you either sell to a third party or leave your business to a family member. This kind of planning is usually a very intensive process, which quite often involves more than one member of your team. On many instances this operation can be best directed by a trusted member of your advisory team.

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### Retirement Planning

Planning for your retirement can be a very complicated situation. Many people just put money into an RRSP each year and hope at the end that they will have enough money to retire on at the other end. The plan you make will require an integration of all of your total assets to match the need that you will encounter when you retire. These factors include: how much income you will need, your age at retirement, your

spouse's age at your retirement, and the risk tolerance you will be able to endure. In any event, it is a very complex process to determine how much money you should put aside during your working years in order to provide for a retirement well into the future. Other factors will come into play such as where you will live, your travel plans, and the type of accommodations you will keep.

### First in a Series

This is the first in a series of four articles provided to help you gain some insight into how you can integrate your personal goals with your business plan. This integration utilizes professionals, such as Skipwith and Associates, to assess all avail-

**This is the first  
in a series of four  
articles provided to  
help you gain some  
insight into how you  
can integrate your  
personal goals with  
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able tools to make your business outstanding at what it does and to reward you for your effort. Future articles will include more detailed information on succession planning, retirement, employee benefits and solving the myths of insurance.

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# It's the Season for Financial Spring Cleaning



By Stanley Tepner, MBA, CA, CFP, TEP

Signs of spring: the mops, buckets, paintbrushes and ladders are out in force around your house. The annual spring cleaning ritual is underway.

The fresher air, longer days and warmer temperatures all contribute to your “urge to purge” – no more junk wanted here. It’s time to clean up, make space and improve your home environment.

It is also the perfect time to apply the same methods – clean, empty out and improve – to all of your financial resources. If you can quickly rid yourself of unwanted household artifacts during your spring clean-up, there are undoubtedly plenty of financial items that deserve the same treatment. Let’s look at a variety of steps you can take for a successful financial spring cleaning.



1. How many bank, credit card and investment account statements are still sitting in their original envelopes on your desk or in your drawers? It's time to get them out and organized.
  - a. Arrange the bank statements in chronological order. Do a quick reconciliation to your chequebook. Do you have lots of ATM and bank deposit slips around? Match them to the bank statements, and then dispose of them (shredding and then recycling preferred).
  - b. Are your credit card slips stuffed in the proverbial shoebox? Take them out, match them to the monthly statement, keep the ones you need for income taxes (if you can claim certain expenses as deductions) and chuck the rest. You may also want to start tracking your spending to help you become a better budgeter. Do this by creating a spreadsheet that tracks all of your expenditures by category (food, gas, insurance, restaurants, donations, etc.), and gather information from your credit

cards, debit cards, chequebook, monthly pre-authorized cheques and cash receipts.

- c. Here's a way to handle all of your paper investment account statements and transaction confirmations. Create files or a binder for each account you have. Separate each file/binder into a "statement" section and a "transaction" section. File your statements chronologically. File all fixed income transactions (bonds, GICs, etc.) in chronological order of maturity, with the investment that is closest to maturity on top. File all other transaction confirmations in alphabetical order.

Another way to clean up your bank, credit card and investment account paperwork is to do as much as possible online. Many institutions, including CIBC Wood Gundy, offer online statements in place of the paper equivalents.

You may also want to eliminate paper records by scanning them into your computer files. Before you dispose of scanned



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paperwork, you must ensure that the scanned version of the document will be an acceptable record should you need to produce the original in the future.

2. How are you managing your personal debts? If you have numerous credit cards, personal loans, lines of credit and a mortgage outstanding, it's time to spring clean this side of your personal balance sheet. Try to consolidate your debts. Attack the most expensive debts first (usually credit cards). If you have investments (outside of RRSPs) as well as personal debts, consider whether you can make your interest expense tax-deductible, if it isn't already. A knowledgeable advisor can counsel you on how to achieve this.

3. Do you ever look at your investment portfolios and ask, "Why do I own this security?" This is a question that you should continually ask yourself, and this spring is the perfect time to start.

Every investment you own should be there for a specific purpose, and it is incumbent on you to know why and what you might expect from owning that investment.

- a. Does a long-standing investment still possess the growth potential it did when you acquired it? All too often, investors hold on to an investment that has dropped in value, just waiting for its price to return to its original purchase price, at which



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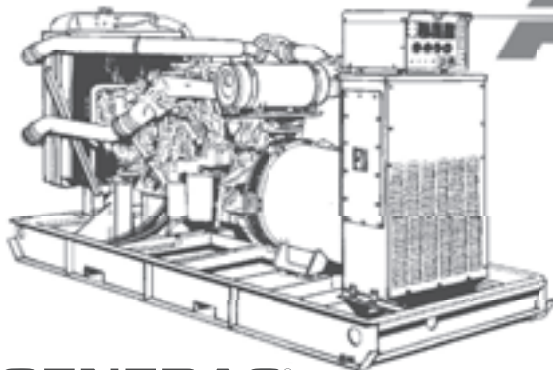
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time it will be sold. Sound familiar? In the investment industry, this practice is known as “being married to an investment.” In marriage, it is important to try to make a go of a rocky relationship. In investing, you don’t need to.

An investment that is trading below what you paid for it may never come back to the original purchase price. If you sell it and buy a replacement, the new investment may appreciate much faster than the existing one. When you are spring cleaning your portfolio, remember: an investment is worth what it’s worth; it won’t necessarily ever return to your original purchase price; and it’s okay to sell it for a loss if you can take the proceeds to invest in something that stands a better chance of appreciating.

- b. Do you own too many individual investments in your portfolio? Mutual fund investors are frequently guilty of this status (see my article, “The Mutual Fund Candy Shop”, *The Ontario Electrical Contractor*,

Summer, 2006). A single mutual fund is already a very-diversified investment. One doesn’t need many funds to be an extremely well-diversified investor.

For example, a single global equity mutual fund may contain 50 to 100 individual companies, or all sizes, from all around the world. How many individuals’ stock portfolios have this kind of diversification? Few, if any. Your spring cleaning “chore” is reviewing your investments to identify those that are redundant to your mix, and reduce the number of individual holdings in your portfolio.

- c. During this evaluation, ask yourself the question, “why do I own this?” or “are the reasons for owning this investment today the same as they were when I acquired it?” A lot may have changed since acquisition in the company, industry and economy. If you are looking at a managed investment like a mutual fund, you may discover that the fund manager is no longer running the fund, or the fund has changed



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- its focus, or its results haven't kept up with its benchmark. With spring cleaning in mind, you may send a lot of investments to your recycling bin.
- d. Just like your house might need a new coat of paint after your clean-up, your portfolio may need to be re-balanced to ensure that your asset allocation is consistent with your needs and your outlook. This is the perfect time to review your financial plan and risk profile, to determine if your existing mix of assets is the right one for you, and re-balance your portfolio accordingly.
4. When was the last time you named beneficiaries for your RRSP, pension plan and insurance policies? Many things may have changed since you completed the forms. Families grow, people marry and divorce and situations are constantly changing. You should review who you have named as your beneficiaries, and if you need to make one or more changes, do so right away.
  5. A "tool chest" of other spring cleaning ideas:
    - a. Create a master list of all your assets on a spreadsheet and update it regularly with current values;
    - b. Create a master list of all your insurance policies, memberships, safety deposit boxes, key professional contacts (lawyer, banker, financial advisor, etc), combination numbers, passwords, etc., and put in a safe place; should something happen to you, it will be important for a trusted individual to have access to these items; you may also want to create and include an "action list" of things to do and people to contact for this trusted individual;
    - c. Update your wills and powers of attorney; if you have substantial investment or business assets, or a complicated family structure, seek expert advice from tax and estate law specialists;
    - d. Get a fireproof filing box for your hard-to-replace documents;



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- e. Create a personal financial plan; if you have one already, update it regularly; and
- f. Consider electronic financial software to assist with some of your record keeping.

Want some tips about how to proceed? CIBC Wood Gundy offers the following guides:

- Financial and Estate Planning Checklist
- Consolidate Your Investments
- Tax Strategies for Investors
- Retirement Savings Guide
- Estate Planning and Wealth Preservation

If you would like one or more reports, simply drop me a line. In the meanwhile, grab the mops, buckets, paintbrushes and ladders, and remember the binders, folders, shredder and recycling bin for a truly thorough spring cleaning of your home and finances.


*Stanley M. Tepner, MBA, CA, CFP, TEP, is a First Vice President and Investment Advisor with The Tepner Team at CIBC Wood Gundy in Toronto. He can be reached by telephone at 416-229-5566 or 1-800-488-8688 or by e-mail at stan.tepner@cibc.ca.*

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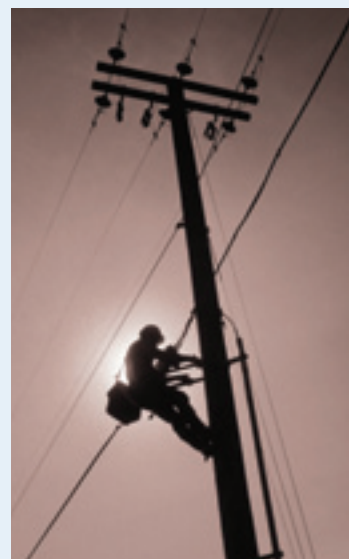


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By Gordon D. Wusyk  
Adapted from *Beyond Survival*  
by Léon A. Danco

# RENAISSANCE, NOT RETIREMENT

## YOU CANNOT TAKE THE BUSINESS WITH YOU

**A**s a successful business owner do you have a finish line? I'll bet you don't have a document which says that at a given time under any given conditions you are going to retire without being an approving party to the event. An irrevocable retirement clause? That doesn't mean deferred income, a board chairmanship, or a consulting job. It means retirement.

Retirement is usually an unpleasant subject. It's often not something founders of successful businesses discuss because it's most often equated with castration or death.

That's unfortunate because I think that the more competent a man is in his chosen profession, the more important it becomes that he

decide at the height of his powers, his own finality. While at his peak he should determine the date on which he will confer authority and get out.

### Semi-Retirement

I often hear, "I have a plan for retirement. I'm sort of semi-retired. I come into the office a little later. I'm not making all of the decisions. I look around a bit, but the kids are really doing a wonderful job. I take a lunch hour and I play a little golf. We head to Arizona in the winter for several months. I'm more or less retired."

This is what I'm told, but what I hear is, "I don't know what to do with my life. I've always loved busi-

ness and I'm not going to make it on the senior's tour – the only thing left is to go into the office, bang on the table, intimidate the help, alienate the customers, and mess up the business part-time. This is called more or less retired." You should hear what the successors call it.

Work is noble. We don't want to give it up. Yet, it is the height of impertinence for us to think that we're going to die at the peak of our power. Nothing quits at the peak. Flowers don't just disappear in full bloom. Athletes don't die after they've won the Stanley Cup.

Everything has a period of perfection. And everyone has their peak. But it doesn't last forever. A

17-year-old girl may skate her way to an Olympic Gold Medal. How good will she be at 35?

It was only in the days when you got shot in the saddle by an errant knight in armour, or the life expectancy was 35 that people died at the height of anything. Now, with life expectancies of 70-80 years, we are likely going to last past our peak.

Retirement is only considered unpleasant if we lack purpose.

If you expand your world there are an infinite number of things that are fascinating. The expansion of our world is truly the work of retirement. This is the renaissance of man. I invite you to share it.

What I'm talking about is preparation for the inevitable – your plans for retirement. And retirement is



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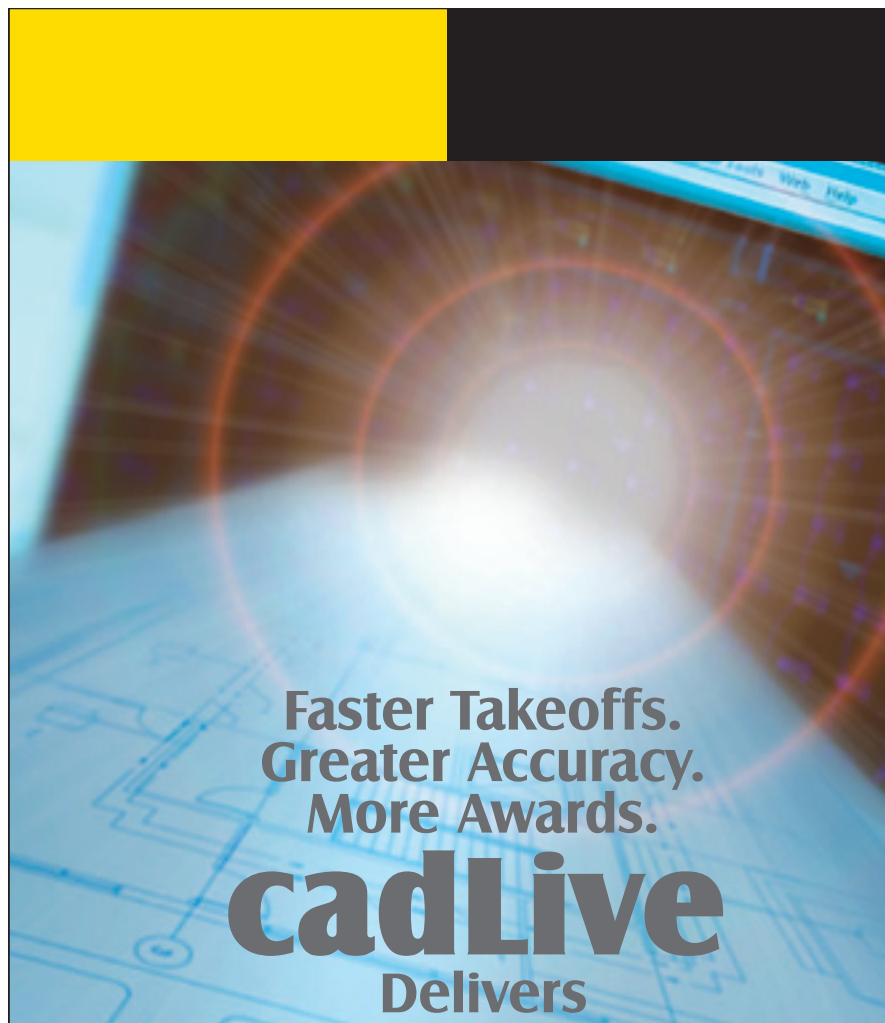
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not trimming grass, or going down to Palm Springs to play golf. Retirement is renaissance. It's a time of renewal and transition from success to significance. It is a time of mentoring people and giving back.

Retirement is to celebrate your "students." If you can't prepare your management to revitalize your business, then you have failed. If you think retirement is impossible and nobody else will follow you...that's tragic. I would like to remind us that no matter what we do, we cannot insulate our lives from those who will follow us.

The world will be better off when you have explained what you know to those who must follow. Your final glory is in the achievement of your students. They need and want you. The future will thank you and remember you.

*Gordon D. Wusyk is President, Predictable Futures – Business Family Centre.*

*This article is an excerpt from Beyond Survival, A Guide for Business Owners and their Families by Léon A. Danco, published by Predictable Futures Inc. – The Business Family Centre, Edmonton, Alberta.*

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# Industry Briefs



## ConstructJob Wins Award

ConstructJob, Accubid's web-based project management system for contractors, has won the 2006 NECA Showstopper Award. This marks the 14th time that Accubid products have been awarded this honour. ConstructJob was also honoured in 2006 with the IEC's Innovative Software Product of the Year award.

ConstructJob allows contractors to create, manage, track and share project documentation more efficiently and communicate and collaborate with industry partners more effectively. Since ConstructJob is web-based, project information is accessible from any location with an Internet connection.

The latest version of ConstructJob is now integrated with Accubid's Estimating Version 7 solutions, allowing project managers to use estimating data as the starting point for the project.

## FLIR Systems Canada Training Dates

FLIR Systems Ltd. has published its training calendar. The Infrared Training Centre offers courses that range from simple introduction to the technology to Level II certification courses, as well as a host of application specific courses.

Following are upcoming Ontario dates:

- April 30-May 3 – Course I  
– Greater Toronto Area
- May 3 – Software Course  
– Greater Toronto Area
- May 4 – Intro Course  
– Greater Toronto Area
- May 14-17 – Course I  
– Southern Ontario
- May 17 – Software Course  
– Southern Ontario
- August 7-10 – Course I  
– Greater Toronto Area
- August 10 – Software Course  
– Greater Toronto Area
- September 7 – Intro Course  
– Greater Toronto Area

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- October 9 – Intro Course  
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- October 22-25 – Course I  
– Greater Toronto Area
- October 25 – Software Course  
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- December 3 – Intro Course  
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- December 4-6 – Course I  
– Greater Toronto Area
- December 6 – Software Course  
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For further information on these courses,  
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### Surge Suppression Products

Intermatic Inc.'s line of surge suppression products is listed under UL Standard 1449 as Transient Voltage

Surge Suppressors and recently received a second listing as Secondary Surge Arrestors, category OWHX.

All of Intermatic's industrial-grade (IG series) commercial and residential hardwired protection products, PanelGuard (PG series) hardwired suppression devices and utility-grade (UG series) modular protection systems are now dual listed by UL. These products were listed previously as UL1449 surge protection devices. This additional listing allows for the inclusion of Intermatic products into previously exclusive building specs written around such companies as Liebert and Current Technology.

"These listings from UL give contractors the option to install Intermatic surge suppression products both up and downstream of a facility's main breaker," said Mike Boyd, marketing manager for Intermatic surge suppression products. "Additionally, this serves as an important requirement for contractors installing UL certified lighting protection systems that require surge arrestors and TVSS devices in their specifications.



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## 018: COMPRESSED AIR

### Dangers of compressed air

A person took a blast of air at 80 PSI in a small wound on his hand. The air caused his arm to swell to twice its normal size and left him with shooting pains from his fingers to his shoulder.

A blast of 40 PSI can rupture an eardrum from four inches away. It can also cause a fatal brain hemorrhage.

Air at 12 PSI is enough to pop an eyeball out of its socket.

Air at 4 PSI can rupture your bowels. Don't ever "goose" somebody with an air hose.

Compressed air entering through the mouth can rupture lungs and other internal parts.

Using compressed air to blow dust or other debris off your clothing can actually drive it under your skin. This can result in embolism and a painful death.

### Cautions

Wear safety glasses whenever using air tools.

Before operating an air tool, take a quick look at the hose and fittings, to spot anything obviously wrong. If the hose is excessively cracked or worn, take it out of service.

When using compressed air for cleaning, use a pressure-limiting device that limits the nozzle pressure to 30 PSI. You can operate such a device in conjunction with a tank or pipe pressure of 80 PSI or higher. These devices are usually point of use regulator sets complete with a moisture trap.

Hold the nozzle when turning the air on and off. Otherwise, it may dislodge, jump, or in some other way go where it's not supposed to go.

Never kink an air hose to stop the air flow. That's the job of the air valve.

Don't patch a leaking hose with duct tape. You can replace the hose, or you can repair the leak by cutting out the bad section and joining the hose back together with a connector and clamps.

Keep air hoses out of aisles, if possible. If not possible, use a guard over the hose to protect it.

If you have a choice of nozzles, obtain the one with barrel holes perpendicular to the shaft, rather than one with a solid barrel. This is called a safety nozzle. The barrel holes release the pressure from the nozzle if the tip is covered by anything – such as a body part.

Don't point the nozzle at other workers.

### Portable air compressors

While it's unlikely you will be responsible for a plant air system, you may be responsible for a portable air compressor for use with power tools. A portable compressor has its own special requirements.

When loading it in the truck, don't set it on top of the hoses.

Stow the compressor securely, just as you would other tools, for transportation.

Consider the bending radius of the hoses – rolling them up too tightly will damage them.

Check the hoses and fittings before first use – hoses may have been damaged or fittings may have been loosened during transit. Use the safety clips at connections.

Use a heavy cord to power it, and route it to avoid tripping hazards.

You know to use the right power source, but a qualified "helpful" person on the site could jury-rig things and hook you to the wrong source. Take care of the power yourself, to avoid this problem.

You most likely would bring extra lengths of air hose to the job site. Be sure to manage any excess hose so it doesn't create a tripping hazard.

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# New Products

## CadLive 2

Accubid recently released version 2 of CadLive, the next generation CAD-based takeoff tool for contractors. CadLive 2 offers improved performance and exciting new features, including:



- Full support for Accubid Estimating 7 and AutoCad 2007
- Access to all database components including specialized takeoffs
- Ability to build and edit all job assembly components within CadLive
- Ability to edit the estimating job without closing CadLive
- Update multiple routings from items like panels or data racks using the new named location feature
- Improved sorting, grouping and filtering capabilities
- Improved handling of multiple tasks, including drag and drop between folders
- Faster network performance and requantification performance.

CadLive allows you to produce faster and more accurate takeoffs that are automatically incorporated into your Accubid estimate. CadLive is fully integrated with Accubid estimating solutions – Accubid Pro, BidWinner Plus, BidWinner, and PowerBid – and features a bi-directional, real-time link between the two applications. That translates into complete data synchronization with no need to import or export takeoffs or breakdowns.

*Further information is available  
by visiting [www.accubid.com](http://www.accubid.com).*



## Flexi-Guard Outlet Post Covers



Landscaping and gardens are often used to improve the beauty and value of property, leaving contractors and homeowners looking for new ways to blend power with nature. For those looking to eliminate the bulky and unnatural look of traditional outlet posts, Intermatic provides a simple solution.

By installing Intermatic's new WP2000 flexi-guard outlet post while in-use covers, homeowners can supply power to gardens and other out-of-the-way areas. While conventional outlet post covers provide vital protection for outdoor outlets, some homeowners find them unattractive and they are also susceptible to impact from landscaping tools and sports equipment.

The new WP2000 units are constructed with heavy duty PVC for long lasting durability and offer the following features:

- Intermatic's patented single gang inserts for GFCI, duplex, single receptacles, toggle switch and blank

- Fixed-position, stem-mounting and stem and swivel mounting capabilities
- Mounting holes and template at base for optional concrete/pavement mounting
- Ability to install mechanical or digital timers to control area lighting
- All ports accept 1/2", 3/4" or 1" PVC conduit
- Cover includes lockable hasp

In addition to meeting National Electrical Code Article 406.8 (B) (1), which requires in-use covers in wet locations, electrical contractors will appreciate the simple installation and reduction in inventoried stock. The base of the unit includes mounting holes and a template for optional concrete or pavement installation.

*Further information is available by visiting [www.intermatic.com](http://www.intermatic.com).*



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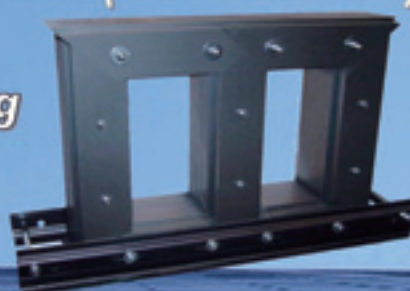
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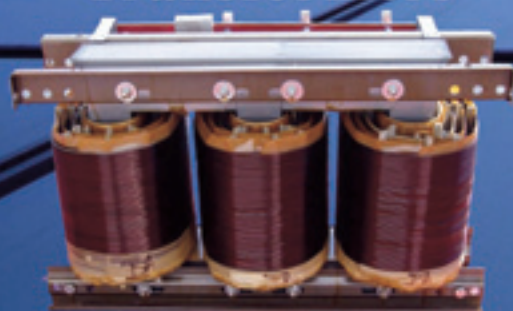
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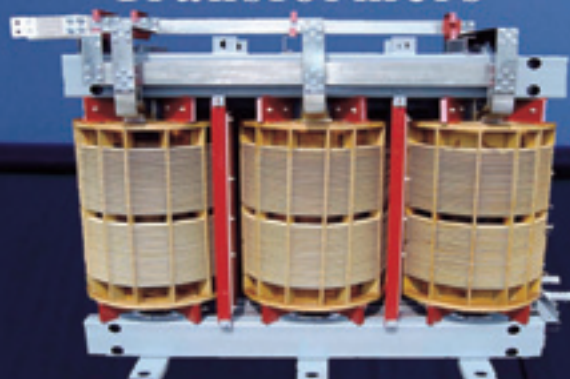
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