



Nu-Lite News

Spring 2011

Myths about CFLs



What is fact and what is fiction?

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Materials Report: The Copper

Many contractors are feeling the effects of the unexpected and unprecedented rise in copper prices. Instead of occasionally holding steady or even falling back a little, the price per pound has continued to steadily rise. It's the unpredictability of the trend that has affected the business of so many of our customers in the last few months.



Copper demand is outstripping the available supply.

Additionally, mines have consolidated and there have been periodic work slowdowns or stoppage, and the continuing recovery in the global manufacturing sector has driven up demand even further. Finally, the advent of ETFs (exchange traded funds, which are mutual funds that are traded on the stock exchange) that are physically backed by copper has compounded the increasing demand.

So how is this affecting contractors?

"Most of our customers are getting jobs right now that they bid six months ago,

when copper was a dollar a pound cheaper, so they're way upside down on their wire," said Lenny Lassus, outside sales manager, Nu-Lite. "It's a major loss for them because they have to buy copper 30 to 40 % higher than what they put in their estimates."

Many contractors estimated and negotiated jobs six to nine months ago and now, faced with the much higher copper prices, are finding it difficult to deliver on projects at those costs while staying in the black on these jobs. Converting to aluminum is an option, but in the future contractors may need to price projects differently, such as having an escalator/de-escalator in contracts.

What is Nu-Lite doing to help its customers?

"We send out weekly wire-estimating sheets with the current levels so we can keep our customers up to speed when they're bidding jobs," said Lassus. "For jobs they

estimated months ago, and that we may have worked on with them on bid day, the most important thing we can do is continue to provide the attention, support and service we've always given them."

Being aware of the rising prices and the volatility of the market can help contractors better plan and estimate for future jobs.

Lassus said the industry will ride out the pricing fluctuations, as it has always done, and will most likely change the way it does business (meaning changing how it estimates future jobs) as a result, which is the only way to handle such an unpredictable resource demand.

"Mid February Copper hit \$4.62 on the commodity exchange, the highest it's ever been, and a lot of people are predicting it to go above \$5.00 per pound. It's such a volatile commodity that it's impossible to guess what the market is going to do.

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Myths About CFLs

According to the Energy Independence and Security Act of 2007, between 2012 and 2014 all general-purpose light bulbs that produce 310 to 2600 lumens of light must be 30 percent more energy efficient than today's incandescent bulbs. In other words, U.S. retailers will begin phasing out incandescents from their inventories this year.

Consumers, however, may not be ready for the change, since many believe a number of the myths that are circulating about the most obvious replacement for incandescent bulbs: CFLs. CFL stands for Compact Fluorescent Lamp. A compact fluorescent lamp is a smaller version of the fluorescent lamps that have been used to provide energy-efficient light for offices, factories, stores and schools for more than 60 years. To help you explain to your customers what is fact and what is fiction, we've addressed some of the most common misconceptions below:

Myth: CFLs are fire hazards.

Reality: CFLs are not fire hazards. There have been no confirmed reports of a house fire being linked back to a CFL. The lamp's design is such that the mechanism inside turns off if it begins to overheat, so there is no chance for it to catch fire. They are as safe as any other lighting technology.

Myth: CFLs are hazardous because they contain mercury.

Reality: There is about a pinpoint of mercury contained in each bulb. Even if you dropped and smashed

a bulb and all the doors and windows in your house were shut, your risks would be about the same as you experience when you eat a small can of tuna. In other words, negligible.

To suffer from mercury poisoning due to the 5 mg contained in each CFL, you would have to break a lamp in every room of your house every day. The EPA has issued guidelines for cleaning up a broken CFL (<http://www.epa.gov/cfl/cflcleanup.html>) if it should happen to you.



Myth: CFLs flicker.

Reality: Some CFLs suffered from flickering in the early days, but that problem has been solved. Because of the high frequency at which CFLs operate, they don't experience power frequency flicker. Any type of lamp may flicker due to voltage changes, but the good news is that CFLs do not respond to line voltage. The flicker issue is a matter of brand quality. If the CFL you're using flickers, try another brand.

Myth: CFLs are slow to start.

Reality: This is still a minor

issue today, although they are not nearly as slow to start as they were in the early days.

"You're always going to have a run-up time with CFLs because the mercury has to warm up so it can turn into mercury vapor and then into fluorescent light," said Dave Geraci, TITLE, TCPI. "Today in most bare spirals, even when you first turn them on, there is very workable light but the actual run-up time to the light is probably about 20 to 30 seconds. It's not an instant, total brightness like with an incandescent."

came out, but quality manufacturers have come a long way," said Geraci. "Today, there really isn't a tint anymore. There are a lot of measurements, such as those from ENERGY STAR, to use as a guide, so while CFLs may not look exactly like an incandescent, they no longer produce an off-color tint." In essence, to get a sense of the color of a CFL, consider the color of the light in retail stores like Target or Wal-Mart or the light in an office building.

Myth: CFLs don't fit in my fixture.

Reality: "This myth is left over from the CFLs' early years," said Geraci. "Now, all my 60-watt equivalents and even my 75-watt equivalents are smaller than the earliest versions. Bulbs have gotten smaller, brighter, cheaper, faster, better, and now they should fit everywhere."

Because lamp manufacturers have developed a variety of CFL products in various wattages and designs that are meant to be screwed directly into existing fixtures, including fans, chandeliers and sconces, it's not near as challenging as it once was to find a CFL to retrofit a fixture. Additionally, manufacturers are creating CFLs with design options like a frosted glass finish, curled lamp tips and even traditional incandescent shapes and enhanced performance such as that found in 3-way CFLs, ideal for some table and floor lamps. And there are dimmable CFLs.

Information for this article was contributed by Dave Geraci of TCPI.

Myth: CFLs produce a cold, bluish light that makes you look sick.

Reality: Some CFLs do produce a bluish-white light, but, like other types of lamps and bulbs, they are available in different colors. Today, CFLs can produce a warm, yellowish light that is ideal for residential use, and comparable in color to an incandescent. The key is to look for lamps with color temperatures of 2700K or 3000K if you're looking for a warmer light.

"The bluish- or greenish-tinted light may have been true of CFLs when they first



SuperSlick Elite® by Encore Wire

Encore Wire's SuperSlick Elite® is a great alternative to eliminating the need for lube!

- SuperSlick Elite® is available in sizes 8 AWG through 1000 KCMIL
- All sizes are rated gasoline and oil resistant II
- On 250 KCMIL and larger, sequential footage markings are located every foot for easy measuring
- For 1 AWG through 4/0 AWG sequential markings are located on master reels only unless otherwise specified
- 6 AWG and larger is Sunlight Resistant in all colors
- 1/0 AWG and larger are rated for cable tray use and comply with



EnduraLED 12.5 Watt A-19 by Philips

Philips made lighting history when it first introduced an LED replacement for a 60-watt incandescent bulb, and now the Philips EnduraLED 12.5 watt A-19 LED bulb has achieved the distinction as the first replacement for a 60-watt incandescent bulb to earn ENERGY STAR® qualification.

IEEE 1202/FT4 (70,000 Btu/hr) flame test and ICEA T-29-20 (210,000 Btu/hr) flame test

- Available in all COLORS. Simplify complex wiring jobs by eliminating phase tape, saving time and money.
- SuperSlick Elite® is available in THHN, XHHW, and USE-2.

REDEFINING SPEED

SuperSlick Elite's new formula is slicker, cleaner, tougher, and faster to pull.

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SuperSlick Elite® is slicker without the greasy feel; making it easier and safer to handle and install.

WE DELIVER

SuperSlick Elite®, with all of our products, is backed by Encore Wire's industry leading warranty and unmatched fill rates.

The Philips EnduraLED 12.5 watt A-19 provides 806 lumens, 2700K, a CRI of 80 and a six-year warranty.

If you are looking to save on energy usage and costs, the A-19 is a highly efficient, cost-effective option because the bulb lasts 25 times longer and uses 80 percent less energy than the 60-watt incandescent it was designed to replace.

The EnduraLED line includes 25, 40 and 60-watt LED A-shape equivalents that are high-efficiency, soft white-light alternatives to incandescent lighting and have a rated average life of 17 years.



Croc-Lok™ Box Mounting Bracket by B-Line

The Croc-Lok Box Mounting Bracket is an improved version of the current BB2TS Slider Bracket that's been re-designed to include raised dimples that lock into holes on the telescoping bar. The new design includes screw holes in the face plate, allowing for screwing the Croc-Lok to a telescoping bar as well.

The tool-less design enables Croc-Lok assemblies to be field-installed in less

than four seconds. You just simply squeeze, secure and walk away. Outlet boxes then mount to the Croc-Lok with a single screw.

Croc-Lok is available as a stand alone product or as part of an assembly with a telescoping bar. Consider ordering the Croc-Lok box assemblies for field installation. The assemblies feature:

- Narrow width that allows for up to three 4-inch boxes to be installed within a 16-inch stud spacing or up to four 4-inch boxes within a 24-inch stud spacing.
- Placement flexibility by locking in place firmly at any position along the telescoping bar.
- Ability to attach before or after the telescoping bar is mounted in the stud wall.



OLW14 LED Wall Pack by Lithonia

Lithonia's OLW14 LED wall pack delivers an LED in a contemporary, lightweight design. Its optics provide bright, even illumination, so light is delivered exactly where needed. Integrated LED technology enables long life, low maintenance and energy savings.

The OLW14 provides maintenance-free general illumination for outdoor use in many commercial applications. It's ideal for lighting building facades, parking areas, walkways, garages, loading areas and

any outdoor space requiring reliable safety and security.

Each wall pack features eight high-performance, 5470K LEDs powered by a multi-volt (120V-277V) LED driver that uses 26.45 input watts and provides 1,436 delivered lumens. A 50,000-hour average LED life means no lamp replacement and the fixture is maintenance-free.

Additional features include:

- Adjustable MVOLT photocell
- 6kV surge protection
- Nighttime Friendly™ full cutoff with shield
- Rugged, die-cast aluminum housing
- Junction box for surface- or recessed-mounting options

Product Spotlight



Ocal® by Thomas & Betts

Are you looking for a PVC-coated corrosion protection package for your conduit system? The extensive Ocal® Blue PVC-coated conduit and fittings product line is one of the

largest available and includes corrosion-resistant supports and patching compounds. With Ocal PVC-coated conduit and fittings, you get corrosion protection to extend the life of your electrical raceway system.

Advantages of Ocal:

- UL-Listed with both the zinc coating and the PVC coating investigated and listed per UL 6.
- Hot-dipped galvanized threads so the molten zinc coating penetrates the steel shell.
- Supplied with a full-undisturbed zinc coating under the PVC coating, fulfilling NEMA RN-1 requirements.
- UL-Listed for UV-resistance.
- “Double-Coat” coated fittings enhance the corrosion protection because urethane is applied to the interior and exterior of the fittings before PVC coating.
- Available in custom

colors.

- Local installation training and certification.

With so much riding on the integrity of electrical conduit systems, facilities need the protection offered by Thomas & Betts’ Ocal PVC-Coated Conduit Systems. Ocal is the only PVC-coated conduit system to comply fully with the design and performance standards for PVC-Coated Conduit set forth by UL6, NEMA RN-1 and ANSI C80.1.



RL7 LED Retrofit Module-Trim by Cooper Lighting

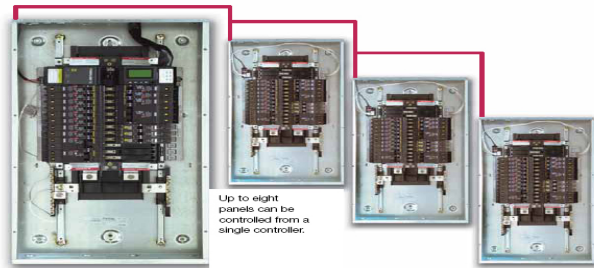
The challenge for many existing residential environments in making the move to LED lighting is how to adapt fixtures and sockets that had been made to meet the requirements of incandescent bulbs adaptable for LED installation.

Cooper Lighting’s RL7 LED All-Purpose Retrofit Module-Trim makes this a simple process. This all-in-one LED downlight is compatible with 5-inch and 6-inch standard and shallow recessed housings from Halo, All-Pro, and others. Available with an Edison E26 screw base

that is retrofit-ready, the module has a built-in ground wire and heat sink, as well as flexible mounting capabilities with torsion springs or optional, included, 5-inch or 6-inch friction blades.

Features include:

- High-gloss white finish
- Dimmable to 5% with select dimmers
- Wet and damp location listed
- 636 lumens (compares to 65W BR30 lamp)
- 3000°K warm white light
- 81 CRI
- 14.6 Watts
- 43.47 lumens per watt
- 50,000 hours with 70% maintenance lumens
- Insulated Ceiling rated, AIR-TITE™ certified, ENERGY STAR® qualified and IECC high-efficiency-compliant



Up to eight
panels can be
controlled from a
single controller.

Powerlink™ Lighting Control Solutions by Square D

Lighting is one of the main culprits of energy waste in buildings, and it takes more than energy-efficient lighting to significantly reduce energy costs.

Powerlink™ lighting control systems reduce energy costs up to 30% by automatically turning off lighting during unoccupied periods. Comprising a self-contained power supply, a microprocessor-based controller, remotely operated circuit breakers, and plug-in control bus strips, Powerlink streamlines the installation process and system operation.

Powerlink eliminates the need to create special lighting schedules or to

negotiate with architects over limited space constraints. It reduces installation time by eliminating extra cabinets and wiring, and retrofit is easy. Payback periods are often less than two years.

Powerlink advantages:

- Reduces potential lost time and liability with instant alerts and remote email alarms.
- Offers reliable over-current protection.
- Verifiable energy savings by circuit, zone, space or complete lighting system.
- Allocates cost according to actual energy used.

Product Spotlight



**Amp -Trap 2000
Time-Delay Fuses by
Ferraz Shawmut**

Do you need maximum overcurrent protection to prevent damage to sensitive motor and electrical system components? Do you need a solution to avoid plant shutdowns, replacement costs and repair bills due to short-circuiting?

Ferraz Shawmut's Amp-Trap 2000 Time-

Delay Fuses may be the answer.

Opening in less than a ¼ cycle under short-circuit conditions, Amp-Trap 2000 fuses current limit enough to prevent undue downstream damage, complying with the extra-stringent IEC, Type-2 standard. The time-delay feature allows for motor starting and transformer

inrush current without nuisance opening, adding to the reliability and longevity of the electrical system.

- *AJT Time-delay/Class J SmartSpot®*
- *A4BQ Time-delay/Class L*
- *ATDR Time-delay/Class CC*

Did you know we Carry...

Lutron C-L Dimmers for Dimmable CFL and LED Lamps?

If you're using CFL or LED lamps, you're interested in energy efficiency and energy cost savings. Now you can optimize both with Lutron's C-L dimmers. These dimmers allow you to control your lighting, powering up or down depending on the time of day, activity, and available natural lighting. It's actually more efficient to dim a lamp than to turn it completely on or off.



Lutron's C-L dimmers can save you \$50 per year when paired with dimmable CFL

lamps and they offer more reliable dimming performance over incandescent dimmers. They work with dimmable CFLs, dimmable LEDs, and halogen and incandescent bulbs. In fact, one C-L dimmer lets you dim a range of light sources so you can mix and match the types on a single circuit.

And unlike standard dimmers, the C-L dimmer avoids the common issues of drop-out, pop-on, and lamps turning off when dimmed to low levels due to voltage fluctuations.

For greater efficiency and as ease of use, an adjustment dial helps you set the bottom of the dimming range for the particular lamps you use, accommodating the varied performance possible from bulb to bulb or manufacturer to manufacturer. The C-L dimmer is UL-approved to work with dimmable CFL and LED lights from nine different lamp manufacturers, including Philips Lighting and TCP, both of which are stocked by Nu-Lite.

Travel Program

Adiós New Orleans, Hola Puerto Vallarta



We're already packing our bags for Puerto Vallarta and we hope you are, too. Thank you for participating in our Viva Vallarta program and making it such a success. The Westin Resort & Spa in Puerto Vallarta is busy preparing for our visit June 9-13, 2011, and it will be filled with lots of relaxing activities and fun.

Spread over 21 acres of sprawling, tree-studded grounds and with an 879-foot private beach, The Westin will provide us with the

ultimate resort experience. Lounge in a pergola with panoramic views of mountain-lined Banderas Bay or lie under a palm tree overlooking a pool. Swim with the dolphins, shop, or enjoy the culinary capital of Mexico. If you're feeling adventurous, you can try deep-sea fishing, diving or parasailing. And did we mention that Puerto Vallarta is famous for its tequila?

We're looking forward to spending time with you there!



Be sure to check our website
for upcoming events and promotions!

www.nulite.com



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