



SM

CUSTOMERlink



CANADIAN EDITION

FEATURING

LEADERSHIP IN LIGHTING

At WESCO, we are committed to providing you with quality electrical and lighting products, unmatched technical expertise, and extra-effort service. As part of that commitment, we are also dedicated to finding ways to help you improve operating efficiency and reduce costs.

Lighting is one area that provides opportunities for energy savings, maintenance cost reduction, better workplace quality, and productivity improvements.

In support of our 2005 Leadership in Lighting program, we are pleased to feature Cooper Crouse-Hinds' innovative CHAMP Luminaire with Induction Lighting Technology and CHAMP Voyager nR Stainless Steel Floodlight in this issue of *CustomerLink*.

Call your local WESCO Branch today for an assessment of your lighting needs, answers to product and service questions, or to place an order. Start saving today!

In this issue:

- CHAMP Induction Luminaire
- CHAMP Voyager

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Tough Outside, Smart Inside

**Introducing Cooper Crouse-Hinds®
CHAMP® Luminaire with
Induction Technology
& CHAMP Voyager nR™
Stainless Steel Floodlight**

While you're familiar with the look of these fixtures, don't be fooled! These brawny fixtures have been updated with the latest technology and the most innovative design in the industry.

These two families of fixtures provide unique solutions for your hazardous location applications. Read on to find out how these products will...

- Dramatically reduce maintenance costs
- Improve energy efficiency
- Meet key NEC®/CEC Class and temperature rating requirements
- Provide solutions for restricted breathing applications

▶▶ Look inside for more details!

COOPER Crouse-Hinds



New and Improved!



SM

CHAMP[®] Luminaire with Induction Lighting Technology

Proven Performance with the Philips QL Ultra-Long Life Induction Lamp Source

Where to Use...

- High maintenance applications (i.e., difficult location or continuous processes areas)
- Areas requiring high-quality instant-on lighting

Why Use...

- Utilizes virtually maintenance-free Philips QL Induction Lighting Technology, providing 100,000 hour life
 - Reduces maintenance costs, production downtime, equipment rental, manpower, and replacement lamps and parts
 - Instant Start and Restart, unlike HID sources
 - Crisp white light and 80+ colour rendering
 - Starts in cold temperatures; down to -40°C
- Provides T6 temperature rating when used with restricted breathing option
- Rugged design meets many NEC[®] standards (see table to right)



No lamp maintenance for 11 years!
When operating 24/7



Compliance Data

CHAMP Induction	
✓	UL [®] & cUL Listed
✓	Class I, Division 2, Groups A, B, C, & D
✓	Class I, Zone 2, Group II
✓ (85W only)	Class II, Division 1, Groups E, F, & G
✓ (85W only)	Class III, Simultaneous Presence
✓	Restricted Breathing, nR (Suffix S826) for Class I, Division 2, & Zone 2
✓	Marine & Wet Locations, NEMA Type 4X, IP66

Maintenance Savings Example for 100 Fixtures	CHAMP Induction	High-Pressure Sodium	Pulse Start Metal Halide	Incandescent
Rated life per lamp	100,000	24,000	15,000	3,000
Annual operating hours	8,760	8,760	8,760	8,760
Years of operation per lamp	11	3	2	3
# of relamping cycles over 15 years	1	5	8	43
Labour cost of relamping over 15 years*	\$2,500	\$12,500	\$20,000	\$107,500
15-Year Maintenance Savings by Using CHAMP Induction Luminaire vs. Traditional Technology		\$10,000	\$17,500	\$105,000

* Assumes \$25/fixture re-lamp labor cost times # of re-lamping cycles over 15 years.



To learn more about the products featured in this issue or to place an order, contact...

CHAMP® Voyager nR™ Stainless Steel Floodlight

Rugged Construction for Harsh Environments

Where to Use...

- Ideal for outdoor, marine, corrosive, and high-temperature locations, such as:
 - Power plants
 - Offshore platforms and drilling rigs, ship channels, and refineries
 - Chemical, petrochemical, and pharmaceutical plants; waste water and sewage treatment plants; pulp and paper mills
 - Storage tanks and racks, vehicle and pedestrian passageways, outdoor process areas and parking areas

Why Use...

- 316 stainless steel housing, hinges, door cover, and mounting yoke
- Meets AEx nR, Ex nR Restricted Breathing standard with excellent T-3 and T-4 temperature ratings
- Meets all international standards, enabling installation around the world

“The Only Fixture in the Industry to Combine All of These Features as Standard Construction”



Compliance Data

Compliance Data	
Floodlight	
✓	UL® & cUL Listed
✓	Class I/Division 2 (groups A, B, C & D)
✓	Class I/Zone II (groups II)
✓	Restricted Breathing
✓	Marine & Wet Locations, NEMA Type 4X, IP66

Get Started!

- 1 Contact your local WESCO Sales Representative (go to www.wesco.ca to locate a Branch near you).
- 2 Identify areas that require the solutions these Crouse-Hinds products satisfy.
- 3 Consider using WESCO's Try-Before-You-Buy Program (ask your local WESCO representative for details).
- 4 Install new fixtures and start realizing the benefits.

Do You Like to Try Before You Buy?

For select products, WESCO can provide materials for trial installations. If you are not satisfied, you can return the product at no charge to you. Contact your local WESCO sales representative for more details.*



Lamps • Ballasts • Fixtures

* Not available at all Branch locations.

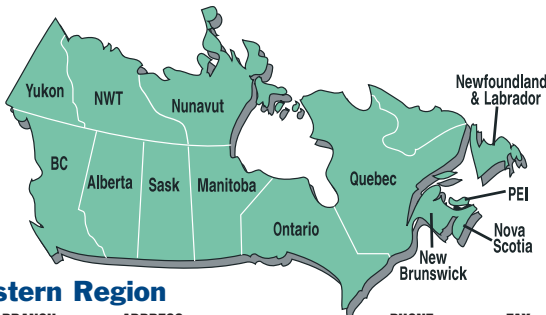




Tough Outside, Smart Inside

NEW Lighting Solutions for Your Harsh Environment

Branch Locations



Western Region

WESCO BRANCH	ADDRESS	PHONE	FAX
Abbotsford, BC	34377 Marshall Rd., V2S 6Y3	(604) 859-3111	(604) 859-5396
Burnaby, BC	6000 Lougheed Hwy., V5B 4V6	(604) 299-5566	(604) 299-5547
Castlegar, BC	2328 6th Ave., V1N 2W1	(250) 365-0545	(250) 365-0969
Kamloops, BC	961A Laval Crescent, V2C 5P4	(250) 374-2112	(250) 372-8044
Kelowna, BC	1936 Kent Rd., V1Y 7S1	(250) 862-8200	(250) 860-0060
Nanaimo, BC	1809 Fremont Rd., V9S 3H3	(250) 758-1777	(250) 758-2429
Prince George, BC	2223 Nicholson St., N., V2N 1V9	(250) 562-3306	(250) 562-4832
Richmond, BC	3331 Viking Way, Unit #9, V6V 1X7	(604) 270-7873	(604) 273-3299
Surrey, BC	12844 Anvil Way, V3W 8E7	(604) 599-1100	(604) 599-1119
Victoria, BC	481 Cecelia Rd., V8T 4T4	(250) 382-7265	(250) 382-5334
Calgary, AB	810 - 59th Ave., S.E., T2H 2G5	(403) 253-7561	(403) 258-0210
Edmonton, AB	11641 - 151st St., T5M 4E6	(780) 452-7920	(780) 451-2195
Fort McMurray, AB	385 Mackenzie Blvd., Unit #100, T9H 5E2	(780) 799-4337	(780) 799-4475
Grande Prairie, AB	11231 - 97th Ave., Unit #102, T8V 5N5	(780) 539-2110	(780) 539-2120
Red Deer, AB	7743 - 50th Ave., Unit #1, T4P 1M7	(403) 343-2113	(403) 340-8210
Regina, SA	1625 - 8th Ave., S4R 1E6	(306) 525-5841	(306) 347-0706
Saskatoon, SA	2911 Faithfull Ave., S7K 8E8	(306) 242-1296	(306) 934-6561
Winnipeg, MB	1099 King Edward St., R3H OR3	(204) 633-3000	(204) 633-9157
Fort St. John, BC	11427 Alaska Rd., V1J 6N2	TBD	TBD

Central/Atlantic Region

WESCO BRANCH	ADDRESS	PHONE	FAX
Hamilton, ON	1910 Barton St., E, L8H 2Y6	(905) 545-0313	(905) 545-0877
Kingston, ON	640 Cataragui Woods Dr., K7P 2Y5	(613) 389-1662	(613) 389-3274
Kitchener, ON	10 Goodrich Dr., N2C 2K8	(519) 893-6630	(519) 893-4611
London, ON	353 Sovereign Rd., N6M 1A6	(519) 659-9990	(519) 451-9607
Markham, ON	475 Hood Rd., L3R 0S8	(905) 415-6100	(905) 415-8722
Markham, ON (Datacomm)	475 Hood Rd., L3R 0S8	(905) 415-6100	(905) 415-9315
Mississauga, ON	281 Traders Blvd. E., L4Z 2E5	(905) 890-3344	(905) 890-8533
Ottawa, ON	2320 St. Laurent Blvd., K1G 6C4	(613) 733-2500	(613) 733-9223
Sarnia, ON	567 Vidal St. S., N7T 2V8	(519) 336-0722	(519) 336-2499
Sudbury, ON	48 Pacific Ave., P3C 3H9	(705) 673-8413	(705) 673-1845
Timmins, ON	1355 Riverside Dr., P4N 7H6	(705) 264-5566	(705) 264-1522
Thunder Bay, ON	930 Alloy Dr., P7B 6A4	(807) 622-0638	(807) 623-2786
Windsor, ON	3250 Electricity Dr., N8W 5J1	(519) 948-9888	(519) 948-8750
Moncton, NB	400 Edinburgh Dr., E1E 2L1	(506) 857-8600	(506) 858-0546
Dartmouth, NS	133 Ilsley Ave., Unit T, B3B 1S9	(902) 468-5851	(902) 468-2960
Sydney, NS	1097 Upper Prince St., B1P 5P5	(902) 562-5556	(902) 562-2322
St. John's, NL	95 O'Leary Ave., A1B 2C9	(709) 726-9073	(709) 726-8490

Quebec Region

WESCO BRANCH	ADDRESS	PHONE	FAX
Chicoutimi, QC	1190 Rue Manic, G7K 1A2	(418) 549-0368	(418) 549-7048
Dorval, QC (Integrated Supply)	1330 route Trans-Canada, H9P 1H7	(514) 421-1919	(514) 421-5558
Laval, QC	1995 rue Berlie, H7L 3S4	(450) 978-3355	(450) 978-8833
Longueuil, QC	2404 rue de la Province, J4G 1G1	(450) 928-9372	(450) 928-1367
Montreal, QC (Industrial)	655 Gougeon St., H4T 2B4	(514) 343-8383	(514) 343-3711
Rimouski, QC	170 rue Industrielle, G5M 1A5	(418) 724-9224	(418) 724-2541
Sept-Îles, QC	253 avenue Joliette, G4R 2A8	(418) 962-6552	(418) 962-8639
Sherbrooke, QC	144 rue Leger, J1L 1L9	(819) 823-9918	(819) 829-1477
St. Jean-sur-Richelieu, QC	365 Grand Bernier Nord, J3B 4R9	(450) 347-5324	(450) 347-9541
St. Laurent, QC	655 rue Gougeon, H4T 2B4	(514) 343-8383	(514) 343-8399
Trois-Rivières, QC	2435 Sidbec Sud, G8Z 4M6	(819) 691-4212	(819) 691-2666
Val-d'Or, QC	1510 - 4 ieme Rue, J9P 6X2	(819) 824-8877	(819) 824-8847
Ville de Vanier, QC	144, rue Fortin #100, G1M 3M2	(819) 527-8855	(819) 527-9372

▶▶ Products inside now available from your local WESCO Branch! ◀◀