

February 2001

The Circuit



Waiting for summer....

Welcome Back

Brenda Knutson

Welcome to the new quarterly format of The Circuit newsletter from Shawflex. Yes, the East is meeting the West in this new mailer format that we have decided to pursue. Ken and I plan to have some fun, run a few contests and let you in on some of our product lines.

Continuing Across the Miles

Ken Paul, Brenda Knutson

Continuing this mailer across Canada has had its challenges, however, Ken and I believe we have found a format that works to your benefit. Our first information section will be on electrical insulation.

Welcome Back
Continuing Across the Miles
Electrical Insulation
So You Want to Know More?
Western Droppings
Eastern Tidbits
Questions and Answers
Trivia Challenge
What Bugs You?

Electrical Insulation

What is the function of electrical insulation?

The first and foremost function of insulation is to prevent the flow of current between adjacent conductors. The second function of the insulation is to allow mechanical, thermal stress and chemical protection to the conductor it is covering.

There are two basic types of insulation for low and medium voltage wire and cable - Thermoplastic and Thermoset. The most common of these is PVC for Thermoplastic and XLPE for Thermoset.

So You Want to Know More???

If you are looking for additional information on types of insulation materials or the pros and cons of these materials please let Ken Paul or Brenda Knutson know. They will be more than happy to give a presentation on these materials at your branch or send over the PowerPoint® presentation for your perusal.



Upcoming Events

June 20-22, 2001
Vancouver, BC
Maritech 2001

The National Convention and Tradeshow for the Canadian Institute of Marine Engineering and the commercial marine public. Please come and see Shawflex at our booth.
www.maritech.ca

April 10-11, 2001
Mississauga, ON
Structured Cabling Expo

This is Canada's first integrated cabling forum. For information contact:
dobinson@kerrwil.com

April 23-24, 2001
St. John's NF
Atlantic Oil & Gas 2001

For information contact:
1-800 815 0604

May 15-17, 2001
Montreal, QC
PMDS Show

The annual Plant Maintenance and Design Engineering Show
For information contact:
1-888 322 7333

June 21-23, 2001
Kelowna, BC
CECA's National Convention

Meeting the Global Challenge is the Canadian Electrical Contractors Association's theme for this year's convention. For information contact Keith Sashaw at 604 294 4123

Western Droppings

The year 2001 looks to be a busy one again in the Western Region. The Northern Oil Sands Region is still growing and day-to-day business is steady. A stabilization of the oil price should result in a stronger industrial growth in this territory as long as those Alberta Natural Gas prices don't scare investors away. Three projects at present have been put on hold due to rising natural gas prices.

Eastern Tidbits

The Eastern Region has had a few changes this year. Inside Sales is now Mike Godard, who can be reached at 1-800 668 4842. Mike comes to us with a great background in wire and cable. Ken can still be reached at 514 631 5107 or on his cellular at 514 992 5159.

Questions and Answers

There have been some changes in Inside Sales over the past year. Below are the contact numbers and personnel you need to know to get the job done right for you!

Eastern Region Inside Sales
Mike Godard

Western Region Inside Sales
Karen Brisebois

You can reach them at:

Phone: 1-800 668 4842
Fax: 1-800 328 4238

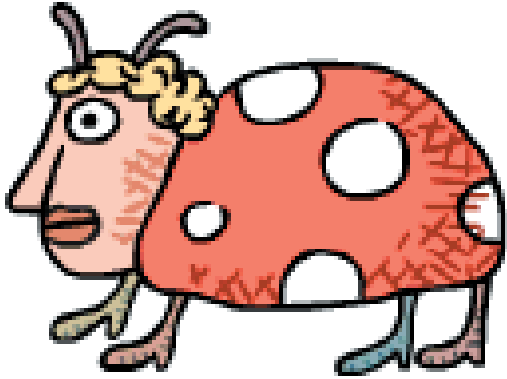


Trivia Challenge

We wouldn't forget the Trivia Challenge!!!

What was the first lighthouse to use electricity?

Answer in the next installment. Those who answer correctly will receive a small prize.



What Bugs You?

Let us know what bugs you.

Are we meeting your needs to ensure your customer is taken care of? Is there something we can be doing to assist you in your day-to-day requirements with your end users?

Let us know. We will be more than happy to help. Ken and Brenda's E-mail addresses are right below so, mail them, call them and tell them.

Eastern Region Sales Manager

Ken Paul

Phone: 514 631 5107

Fax: 514 631 0979

E-mail: kpaul@shawflex.shawcor.com

Western Region Sales Manager

Brenda Knutson

Phone: 780 986 9678

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