

New Year and New Concerns

Copper's rise in price has certainly sent this industry into confusion right from the beginning of the year. The continual rise in raw material prices has made the quotation of firm pricing extremely difficult at both the manufacturer and distribution level. Getting the end users and contractors on board has been a challenge. However, a 30% plus increase in base materials over the past two months does not allow for anything but an increase in pricing.

What can we do? Each tender that is being quoted can be better assessed if a few basic pieces of information are known. Things like the time frame of the project; will it ship now or later this year?

Copper's Rise In Price

What can we do?

What should we do?

Determining the required quantity of each item as closely as possible will allow us to give you more accurate pricing in return. Is this a budget inquiry or a possible purchase? If these items are addressed at quotation time, you will get back the most accurate information available and allow you to tender a competitive quote to your customer. Time frames also allow us to quote with a copper adder or without one depending on delivery of the project.

What should we do? If your quote is over 30 days old please ensure that you check with a ShawFlex customer representative to see if prices need to be adjusted. When you receive a purchase order check the quote date and advise your customer that you will have to confirm with pricing with the manufacturer. Keep your customers advised of the current market changes so they are not surprised at the possible rise in price. Please call your representative for any information or assistance you may require.

And remember, copper is not the only raw material that is drastically changing. Nickel has also almost doubled its price in 90 days and this affects all KX and JX thermocouples as 70% plus of their alloy makeup is nickel.

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Looking for Past Issues?

If you are looking for a past issue of "The Circuit" just go to www.shawflex.com and click on "The Circuit". All past issues are posted in easy to print and read PDF format.

Jacketing - The Cable Process continued from Volume 12

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When we left the cable process in Volume 12 we had just completed the cabling stage. Now we are about to embark into the world of jacketing. Nothing inspires passion in the cable process like the jacketing stage, where you can see the final result.

Jacketing has its own set of rules and standards. **Did you know** that jacket thickness is proportional to the diameter of the cabled assembly - the larger the core, the thicker the jacket. CSA, UL and IEC standards dictate that the jacket thickness is based on the cable core diameter.



ShawFlex can provide PVC, CPE, Hypalon, LAG PVC, LSZH jackets - along with others we can't even pronounce.



The print legend, which gives all the pertinent information about the cable including the lot number which allows for traceability, and metre marking, is added at this stage



Below is a picture of the print legend being applied to the outer jacket.



From here the cable heads either to QC if the cable is unarmoured or to the armouring line where the aluminum, steel or served wire armour is applied.

Another process at this stage is braiding where copper, brass or aluminum wire is braided around the core.



It would take an army of grandmothers a week to knit the equivalent of what this machine can do in an hour.

Braiding is measured by how much of the cable is covered with the braid - 80%, 85%, 90% etc. The braid is used either as a shield or as armour and in some applications, both. As the process is slow and consumes a lot of material, braided cable is more expensive than regular cable.

Once the braid has been applied, the cable is off to final jacketing, if required, or to QC and then out the door.

Mensa Brain Teaser, Volume 12

Our insulating materials are received in pellet form in bins called??

Answer: Gaylords!

I have to say we did not get many correct answers to this question. Correct answers were received from Anne Russel NCS Burnaby, Greg Menzies Noramco Burnaby, J-C Hébert Anixter Montreal, Ron Sutherland Anixter Montreal, and Bill Lahey Anixter St. John's.

New Challenge

"It occurs once in a minute, twice in a week and once in a year. What is it?"

News - From Across the Country

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Western Droppings

Continuing announcements are happening with oil sands development but what does it all mean? Many of the projects announced currently will not see the light of day electrically until 2005 and 2006. Industry experts warned that \$25 per barrel US would be needed just to ensure these go ahead. Under \$18 per barrel US would stall further developments in this area. Cost overruns and labour shortages are also playing a part in the possible stall of growth. New technologies to raise the oil to the surface are always happening and cost reductions like Suncor reviewing the possible elimination of their mine trucks to offset increases in operating costs will also play a part in the continuation of the developments.

Eastern Tidbits

The news maker in the Eastern Region over the past weeks has been the Gaspesia Paper project in Chandler, Quebec. The project has been placed under bankruptcy protection. The three participants, Tembec, FTQ union and the SGF Rexfor are seeking an additional \$200 million to complete the project, bringing it to \$700 million. As of late February, Tembec has pulled out leaving the other investors scrambling to find financing. Cost overruns, union squabbling and mismanagement have plagued the project. All for the benefit of 250 jobs.

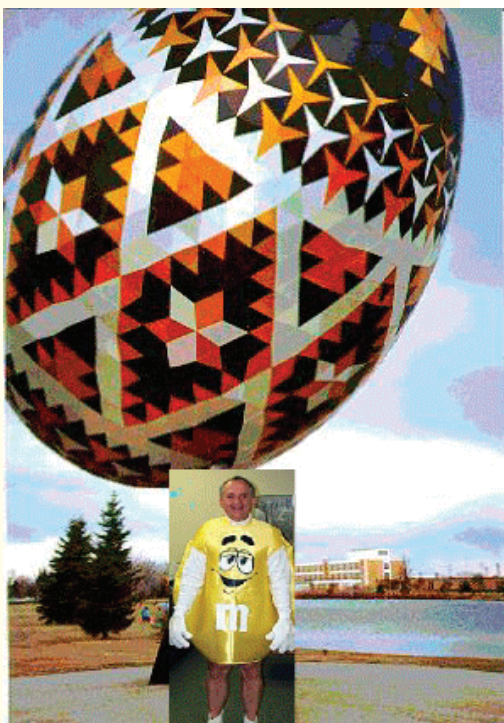


Central Crumbs

Ottawa officially backed away from hosting a \$12 billion experimental nuclear fusion project. Without federal support Canadian proponents of a plan to locate the International Thermonuclear Experimental Reactor (ITER) in Clarington near the Darlington Nuclear facility have now withdrawn Canada's bid.

Stelco Inc. obtained bankruptcy court protection from creditors in an attempt to restructure its money losing business. The company is facing very serious problems ranging from high cost structure to a rapidly deteriorating cash position. Stelco is Canada's largest steel company by volume and size of workforce.

All is not bad news as the economy heads in the right direction. OEMs and the automotive sector are showing signs of recovery.



Travelling around Canada always leads to some interesting road attractions. So, due to the fact that Easter is soon to be upon us, let's remember "The World's Largest Easter Egg". Over 12,000 man hours of design and fabrication were required to develop the structure. Can anyone tell us where your salesperson was when this was seen?