

EAP to Host Building Energy Savings Conference II

This Fall The Electrical Association of Philadelphia will host its second Building Energy Savings Conference (BESC). The first BESC was held in October 2006 at the Hilton Philadelphia City Avenue. We plan to build on the success of that first conference.

Why have another conference? Our EAP leadership has identified several factors. One, caps are coming off electric rates. For instance, "market rates" are slated to begin in the PECO territory on Jan-

uary 1, 2011. No one knows exactly what effect this will have, but several states where caps have been removed have experienced dramatic rate increases.

Second, the "green" movement is increasing interest in saving energy. Third, the International Building Code (IBC) 2006 and ASHRAE Std. 90.1 promote energy saving measures. Fourth, demand response programs are emerging. Fifth, a slowing economy has building owners looking for ways to trim expenses. And finally, some building owners are currently big buyers of energy savings technologies (eg., the Commonwealth of Pennsylvania). It pays to know how to

meet this hunger for savings.

Our Fall conference will once again be an educational program focusing on ways to save energy costs with respect to both electric and heating/air conditioning. The day will feature seminars as well as tabletop exhibitors.

There are many cost efficient methods available to reduce energy expenses. They can make a dramatic difference in the bottom line for a business, and maybe its survival. Building types discussed will include commercial, institutional, industrial, hospitality, government, healthcare, retail and warehousing.

Attendees will include building owners and managers, chief financial officers, facility managers and engineers, design and consulting engineers, architects, and electrical and H & AC contractors.

For additional information regarding the Building Energy Savings Conference, please contact Dwight Price at (610) 825-1600, extension 11, or via email at dwight@eap.org.



Have You Paid Your 2008 Dues?

Invoices have been sent out for 2008 dues. Don't miss out on all the benefits you receive by being a member of The EAP. Please get your dues in today.

If you have questions about your dues, please contact Mair Malfara at (610) 825-1600, ext. 12 or mair@eap.org.

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By: Michal Hofkin

Middle Atlantic Inspections, Inc.
IECA, IAEI, EAP, NFPA

2008 AFCI Rules

Welcome back! After a brief absence, we are back and ready with the new 2008 National Electrical Code (NEC) rules. This issue, we will examine the new Arc Fault Circuit Interrupter (AFCI) rules.

In the 2005 NEC, we were required to provide AFCI protection for all 120-volt bedroom outlets. An outlet, as per Article 100 of the NEC, is loosely defined as any point in the system from which we take power. A receptacle? It's an outlet. A light? A smoke detector? Both are outlets. A ceiling fan or a baseboard heater? Again, these are outlets. However, a switch is not an outlet, as it serves only to control electrical energy.

In the 2008 NEC, AFCI rules have been significantly expanded into the balance of the dwelling unit. We are now required to provide AFCI protection for each branch circuit in the dwelling unit with a few exceptions. The kitchen, bathroom, garage, and unfinished basement have all been exempted from the new rule. An effective way to remember which rooms require AFCI protection is to realize that if the room receptacles require Ground Fault Circuit Interrupter (GFCI) protection, then the branch circuits do not require AFCI protection.

The question often arises as to what exactly is the difference between GFCI protection and AFCI protection. GFCI protection monitors the current in the circuit conductors and responds

when there is an imbalance in the current between those conductors. If there is more current flowing through one conductor than the other, then this extra current is leaking to ground. This leak could be through a high impedance ground, through a person, or other path. Whatever the cause, the GFCI will disconnect the power whenever this imbalance is detected, thus assuring personal protection.

An AFCI device is a very different animal. While it, too, monitors the current in the circuit conductors, it is actually analyzing the current waveform for its size, shape, and any distortions. Thanks to a number of technological breakthroughs, it is able to detect when there is an arcing fault in a circuit, and subsequently disconnect the power. While there is a GFCI component to AFCI protection, it is not sensitive enough to provide personal protection at the 4-6 milliamp levels that a GFCI does. Often during an arcing fault, the fault is actually occurring between the hot and the neutral conductors. If this is the case, then a GFCI will not trip off, whereas an AFCI will.

The above is not a formal interpretation of the National Electrical Code.

About the author: Michal Hofkin is an electrical inspector and the Director of Certification & Training for Middle Atlantic Inspections, Inc. He is a Past President of the Benjamin Franklin Chapter of the IAEI and is currently the Chapter Secretary. Mr. Hofkin has been teaching NEC and electrical courses for over 15 years and is a seminar leader/instructor for several professional and educational organizations. Contact him at 215-679-5883.

Earn Your CEUs This Spring

Remember: The City of Philadelphia requires 8 hours of Continuing Education Units to be completed by June. New Jersey and Delaware credits are also available for most courses (see below).

Commercial Electric II

CEUs: 4 hours for Phila., NJ & DE
Date: Tuesday, April 8, 2008
Time: 11:30 a.m. - 4:00 p.m.
Cost: \$159 per EAP member
\$209 per non-member
Location: Electric Education Center, Bensalem
Instructor: Rich Van Wert

Changes In The 2008 NEC

CEUs: 8 hours for Phila.,
5 hours for DE
Date: Friday, April 11, 2008
Time: 7:30 a.m. - 4:30 p.m.
Cost: \$325 per EAP member
\$425 per non-member
Cost includes text
Location: EAP Offices, Plymouth Meeting
Instructor: Michal Hofkin

Motors, Motor Circuits and Controllers & Transformers

CEUs: 8 hours for Phila.,
5 hours for DE
Date: Friday, April 18, 2008
Time: 7:30 a.m. - 4:30 p.m.
Cost: \$269 per EAP member
\$369 per non-member
Location: EAP Offices, Plymouth Meeting
Instructor: Ernie Davis

Metering & Services, Electronic Sub-Meters

CEUs: 8 hours for Phila., NJ & DE
Date: Wednesday, May 7, 2008
Time: 7:30 a.m. - 4:30 p.m.
Cost: \$269 per EAP member
\$369 per non-member
Location: Electric Education Center, Bensalem
Instructor: Rich Van Wert

Grounding & Bonding

CEUs: 8 hours for Phila.,
5 hours for DE
Date: Friday, May 9, 2008
Time: 7:30 a.m. - 4:30 p.m.
Cost: \$269 per EAP member
\$369 per non-member
Location: EAP Offices, Plymouth Meeting
Instructor: Michal Hofkin

For additional information, visit our website, www.eap.org, or contact Kelly Strother at (610) 825-1600, ext. 14.

H & AC Contractor Information

Boilers 101 Seminar

Did you know 80% of all boilers are oversized and inefficient?

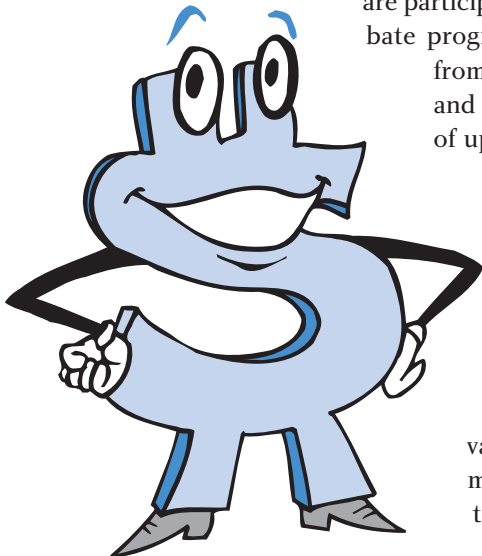
Join **Sid Feldman** (Tom Antonelli, Inc.) and **Kurt Massa** (Walter Dwyer, Inc.) as they discuss everything you need to know about: doing an accurate and quick heat loss assessment, correctly sizing steam boilers, determining oil vs. gas efficiency, and much more!

Date: Thursday, April 3, 2008
Time: 5:30 p.m. - 7:30 p.m.
(Light dinner will be served)
Cost: \$20 per EAP member
\$30 per non-member
Location: EAP Offices
527 Plymouth Meeting Road, Suite 408
Plymouth Meeting, PA 19462

For additional information, visit our website, www.eap.org, or contact Kelly Strother at (610) 825-1600, ext. 14.

Spring 2008 Rebate Program Is Underway

Over 1,000 units were sold as part of the 2007 programs! Congratulations to everyone who participated.



The Spring 2008 Rebate Program for heating and air conditioning has begun. 79 contractors are participating in this spring's rebate program. The program runs from February through May, and offers customers rebates of up to \$800 for installing energy efficient central air conditioning or heat pumps. The rebate amounts vary depending upon the energy efficiency of the unit installed, and are only valid for new or replacement units. New construction is not eligible.

Spring Heating & Air Conditioning Participating Contractors -

Don't forget to **fax or mail** your Rebate Claim forms to The EAP!

Fax: (610) 825-1603
527 Plymouth Road, Suite 408
Plymouth Meeting, PA 19462

For information on the Heat Pump Rebate program, please contact Kelly Strother at (610) 825-1600, ext. 14, or via email at kelly@eap.org.

Homeowner Information for Requesting Rate Change to Electric Heat Service for Heat Pumps

Please pass this information along to any of your customers who would like to request a rate change from PECO. This information may also be found at www.eap.org/rebate.html.

1. Call 1 - 800 - 494 - 4000.
2. Choose option "2" for Account Balance/Payment Options/Bill Information.
3. Choose option "1" for Check Your Balance/Request a Duplicate Bill /Enroll in Budget Billing.
4. Enter your account number or telephone number.
5. Once you start to hear your account information, press "0" at any time.
6. When the CSR answers, provide your account number and explain you are requesting a rate change to Electric Heat service. Explain that your heat pump is already installed.
7. The CSR will transfer the call to the High Bill Field group. This group will schedule an appointment to visit the property and verify the heat pump is installed. The Field Representative who visits the property will then process the rate change in PECO's billing system.

Spring 2008 Contractor Section Calendar of Events

Delaware County Contractors' Section

April

No Meeting

May Meeting

Date: Thursday, May 1
Time: 6:30 p.m.
Location: Pica's Restaurant
7803 West Chester Pike
Upper Darby, PA 19082
Sponsor: Arlington Industries
Topic: Innovations to Save You Time & Money

Bucks-Montgomery Contractors' Section

April Meeting

Date: Thursday, April 10
Time: 6:30 p.m.
Location: Sandy Run Country Club
200 Valley Green Road
Oreland, PA 19075
Sponsor: WESCO
Topic: Safety: OSHA / Arc Flash / NFPA
70E / Protective Clothing

May Meeting

Date: Thursday, May 8
Time: 6:30 p.m.
Location: Sandy Run Country Club
200 Valley Green Road
Oreland, PA 19075
Sponsor: Cooper Electric Supply
Topic: Gas Stations and other Hazardous
Locations - specialized electrical
equipment and materials (NEC)



Looking Ahead

IESNA/Lamplighters Emory Zimmers Memorial Golf Outing

Thursday, June 5th, 2008 at Island Green Country Club, Philadelphia, PA.

Annual EAP Golf Outing

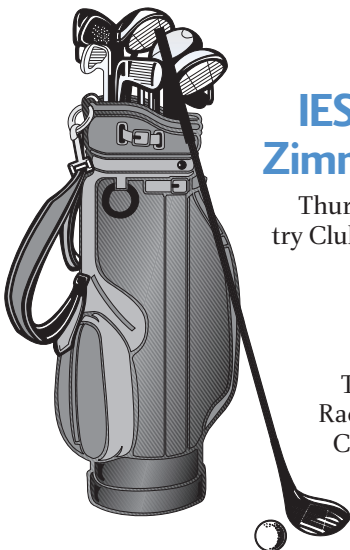
The annual EAP Golf Outing will be held at Radnor Valley Country Club on June 9, 2008. Come join us for a day of golf, followed by a cocktail hour and sit down reception dinner.

Bucks-Montgomery Contractors' Golf Outing

This year the Bucks-Montgomery Contractors' Golf Outing will be held on Monday, September 8, 2008. We look forward to seeing you at Sandy Run Country Club for a day of golf, followed by a sit down reception dinner.

Electric Expo 2009

Please plan to join us for the 2009 Electric Expo, October 7 - 8, in Valley Forge.
(See page 7 for details.)





Patricia Condron of the Administrators, Inc. assists The EAP with its healthcare insurance plans.

Paying Too Much for Your Health Insurance? 4 Steps to Determine If Your Insurance Is Right for You

By The Administrators, Inc. –
EAP's Insurance Administrator

One uninformed benefit decision could be costing you plenty each month. While you need to maintain enough insurance to protect your family and your employees you also must consider the financial cost to your business. To ensure that you have the insurance that best protects your family, your employees and your business budget - ask yourself the following questions...

1. How often do you and your family use your current insurance plan? If visits to your doctor or pharmacy are few and far between, it may make sense for you to switch to a plan with a higher co-pay. Generally plans with higher co-pays have lower monthly premiums. So you could save \$20 or more a month in premium by increasing the amount you pay for prescriptions and doctors' visits.
2. Do your favorite doctors accept the plan? You probably

have specific doctors and specialists that have been providing your health care for most of your life. If your doctors will accept an HMO plan, you may be able to save on your monthly premiums without sacrificing your wellness routine.

3. Are you covered nationwide? If you travel a lot, it's important for your insurance to provide coast-to-coast coverage. With a PPO plan you are networked with doctors throughout the United States relieving you of any hassle or worry.
4. How many employees do you have? If you pay for your employees' insurance, you may want to consider switching to a more affordable HMO product. HMOs can provide the same quality care coordinated through a primary care physician.

Get a **free review of your current plan** and other cost-saving alternatives available through The Electrical Association of Philadelphia. Contact The Administrators, Inc. Account Executive Pat Condron at 800-634-4428 extension 112. As the health insurance administrator for The Electrical Association of Philadelphia, The Administrators, Inc. helps to make insurance easier and more affordable for its members.

Educational Foundation Scholarship Contributors

The deadline for the Educational Foundation Scholarships has passed. Scholarship recipients will be announced in early May. Special thanks to the following Educational Foundation contributors (list as of March 14, 2008):

Full Professor - \$1,000

All Current Electrical
Colonial Electric Supply
Cooper Electric Supply
Franklin Electric Co.

Doctorate Degree - \$500

BSI, Brendan Stanton, Inc.
Rumsey Electric Company

Master's Degree - \$300

Arlington Industries
Joseph E. Biben Sales Corp.
Carr & Duff, Inc.
David Dudo Elec. Contr.
Diversified Lighting Associates, Inc.
Four D Electric
Bill Gillespie Electric, Inc.
Kim Schneider Electrical Contracting

Silas Bolef Co.
Synergy Electrical Sales, Inc.
Vasoli Electric Co., Inc.

Bachelor's Degree - \$100

Air Flow Heating & Air Conditioning
A.R. Electric
Armory Electric
E.C. Bentz Electrical Contractor, Inc.
Brazill Brothers & Assoc., Inc.
Certified Electrical Sales Assoc.
John Cipollone, Inc.
Condino Heating & A/C, Inc.
County Electric Supply, Co.
Crystal Ball Contracting, Inc.
Cummins Power Systems, Inc.
Cusick Electrical Sales, Inc.
Electric Education Center
Fitzgerald Spector, Inc.
Granahan Electrical Contractors, Inc.
Heller Electric, Inc.
Marvin E. Kanze, Inc.
Lighting Systems Upgrade, Inc.
Locust & Company

Mecca Electric, Inc.
Municipal Inspection Corp.
Phila. Lighting Maint. / Barney Roth
Pollart Electrical Sales
Powell's Electric
Response Engineers
Shelly Electric Co., Inc.
J.A. Smith, Heating & Air Cond.
Source Lighting, Inc.
Staley Electric Supply
Thomas & Betts
The Village Electrician
United Inspection Agency, Inc.
Vinokur-Pace Engineering Services
Weikert Electric



Welcome New Members!

Please Join The EAP in Welcoming Eight New Members!

Electric Man, LLC

Electrical Contractor

Mr. Chip Purcell

Frazer, PA 19355

Phone: (610) 651 - 8190

Special thanks to **Walt Phillips** of Colonial Electric Supply and **Rich Nugent** of Middle Atlantic for sponsoring Electric Man, LLC.

Generation 3 Electric, Inc.

Electrical Contractor

Mr. Chad Jeffries

Philadelphia, PA 19146

Phone: (215) 512 - 4102

Web: www.generation3electric.com

Special thanks to **Scott Schneider** of Custom Aire, Inc. and **Richard Dean** of United Inspections, Inc. for sponsoring Generation 3 Electric, Inc.

Goodman Distribution, Inc.

Wholesaler

Mr. Robin Boyd

King of Prussia, PA 19406

Phone: (610) 265 - 2700

Special thanks to **Marco Giancroce** of Morvent's One Hour and **Jim Reese** of Davis Modern Heating & Cooling for sponsoring Goodman Distribution, Inc.

Groffs Heating A/C and Plumbing

HVAC Contractor

Mr. Mike Gubbins

Willow Street, PA 17584-9460

Phone: (717) 464 - 9446

Web: www.groffs.com

Special thanks to **Ed Seminerio** of Lennox Industries and **Tom Frank** of American Air for sponsoring Groffs Heating A/C and Plumbing.

KTR Associates

Engineering Firm

Mr. Joseph Deane

Sinking Spring, PA 19609

Phone: (610) 670 - 6061, x101

Web: www.ktrassociates.com

Special thanks to **Bob Miller** of Square D Company and **Harry McIntyre** of PECO for sponsoring KTR Associates.

KVA Electric, Inc.

Electrical Contractor

Mr. Frank Calzaretta

Edwardsville, PA 18704

Phone: 800-559-1887

Special thanks to **Marty Vogt** of Billows Electric Supply and **Michael Lenherr** of ML Electrical for sponsoring KVA Electric, Inc.

Static S. E. Elec. Co., Inc.

Electrical Contractor

Mr. Al Schluth

Philadelphia, PA 19142

Phone: (215) 724-2466

Special thanks to **Stan Alzman** of Code Inspections and **Sam Messina** of Messina's Electric Service for sponsoring Static S. E. Elec. Co., Inc.

WireXpress

Manufacturer's Rep.

Mr. Wayne Kolibas

Newtown Square, PA 19073

Phone: (888) 360-9951

Web: www.wirexpress.com

Special thanks to **Robert Steinhouser** of Colonial Electric Supply and **Brian Elliott** of Franklin Electric Company for sponsoring WireXpress.

Member Benefits

Do you know these benefits are available to you as a member?

Health Insurance Benefits

Dwight Price

(610) 825-1600, extension 11

dwight@eap.org

Or contact The Administrators, Inc. directly using the contact information below.

Managed by The Administrators, Inc. (TAI), EAP members may be eligible for group insurance benefits previously unavailable or unaffordable, especially to small business and sole proprietors. Top-shelf health care programs are available based on the size of your business and insurance needs. The Administrators, Inc. also offers competitive packages for life, dental, disability, and long-term care. With the rising cost of health insurance, The Administrators, Inc. can help you find a plan that best suits your company's needs. TAI's Account Executive Pat Condron can provide on-site visits to explain benefit options or assist with group enrollments. TAI's Enrollment and Customer Service Department is available to assist with policy changes, claim issues, lost cards, and benefit information. Contact TAI at (800) 634-4428 or www.tai-pa.com.

PA One Call

Mair Malfara

(610) 825-1600, extension 12

mair@eap.org

Normally a \$50 annual cost, The EAP provides contractor members with PA One Call services absolutely free of charge. Just send us your bill promptly, and we will pay it. This service alone reduces the actual membership cost for small electrical contractors by close to 50 percent. (Please note that the Association will only pay PA One Call invoices that are mailed to us within six months of the day that they are received, or from the first date of paid membership, whichever occurred first).

Save the Date!

Electric Expo 2009

“The Best Electrical Show in the East”

Wednesday, October 7 & Thursday, October 8, 2009
Valley Forge Convention Center, King of Prussia, PA

What Did People Say About Electric Expo 2007?

Exhibiting manufacturers said . . .

“The show was a big success.”

- Ray Kennedy, Arlington Industries

“Philadelphia’s Electric Expo is the best run show in America. We get orders! It’s terrific.”

- Dave Jackman, Halco Lighting Technologies

“I wanted to thank you for all your efforts in putting on a spectacular event! We had good attendance and interest at our booth resulting in some great leads.”

- Ellen McCarthy, Sea Gull Lighting

“Our booth was very busy. We had a great show.”

- Craig Calhoun, Cheetah USA Corporation

“Fantastic show. We have made several follow-up visits already. We got one order so far, and anticipate more. It is exhausting, but we look forward to it each time.”

- Rich Bauer, Quad Tech Sales, Inc.

Attendees said . . .

“Our guys saw at least three new products that will save us labor. We were very happy with what we learned - we will follow up with the manufacturers.”

- Robert Ford, President, Robert Ford Electric Company

“Best Electrical Association of Philadelphia show ever.”

- Jerry Lihota, President, Rumsey Electric Company

“I’ve been in this business for 25 years, and each Expo still holds surprises. We always find things that save us time and money, and this year was no exception.”

- Frank Holleran, President, H.B. Frazer Company

For additional information, please contact:

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527 Plymouth Road, Suite 408

Plymouth Meeting, PA 19462-1641

Phone: (610) 825-1600, ext. 11 Email: dwight@eap.org

Fax: (610) 825-1603

Stay Connected with the EAP! Calendar Highlights

April 2008

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

April 2008

- 3 Boilers 101 Seminar, EAP Offices - 5:30 p.m.
- 7 EAP Golf Committee Meeting, EAP Offices - 12:00 noon
- 10 Bucks-Montgomery Contractors' Section Meeting, Sandy Run Country Club - 6:30 p.m.
- 11 Changes in the 2008 NEC Course, EAP Offices - 7:30 a.m.
- 18 Motors, Motor Circuits and Controllers & Transformers Seminar, EAP Offices - 7:30 a.m.

May 2008

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

May 2008

- 1 Delaware County Contractors' Section Meeting, Pica's Restaurant - 6:30 p.m.
- 8 Bucks-Montgomery Contractors' Section Meeting, Sandy Run Country Club - 6:30 p.m.
- 9 Grounding & Bonding Course, EAP Offices - 7:30 a.m.
- 13 Executive Committee Meeting - 10:30 a.m.
- 13 Board of Governors Meeting, EAP Offices - 12:00 noon
- 26 Memorial Day - EAP Offices Closed

June 2008

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

June 2008

- 9 EAP Golf Outing, Radnor Valley Country Club
- 17 Executive Committee Meeting, EAP Offices - 7:30 a.m.

July 2008

- 4 Independence Day - EAP Offices Closed

For a more extensive calendar listing, please see our website, www.eap.org. For more information regarding the meetings or courses listed, please contact (610) 825-1600, or email electric@eap.org.



Extra

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of Philadelphia**

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