



## Soler & Palau Canada, Inc.

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Dear Valued Soler & Palau Canada Customer,

Natural Resources Canada (NRC) has ruled that on January 1, 2011, standard electric motor efficiencies will change. This legislation raises the minimum level of efficiency for certain motors that are manufactured for use in Canada causing an impact on our industry. Therefore; we have created a simple flyer outlining what motors “are” and “are not” covered by the NRC ruling.

After January 1, 2011, motor manufacturers will no longer be able to manufacture motors which do not meet new efficiency requirements. If Soler & Palau Canada or the motor manufacturer still has motors in stock that do not meet the new requirements, the motors can still be sold, but after stock levels are exhausted those designs will simply go away. This means that motors previously considered a premium efficient option will become the standard. We are working to limit the additional costs associated with the NRC ruling, but with the higher efficiency ratings the motors will be more expensive. Therefore; fan configurations using motors that fall under this NRC ruling will see increased pricing over the coming months.

What does this mean to you?

Everyone in the industry will be impacted by these new regulations, and while it may be worrisome at first to see increased costs, it is something everyone in the industry will be facing. In other words; your competitors will have the very same increases in their costs.

The good news is; these more efficient motors will reduce energy consumption and therefore reduce operating costs. Perhaps even more beneficial than that, these new motors generally include features which lengthen the lifespan of the motor. The new upgrades include motors that run cooler and are better balanced which reduce downtime and replacement costs.

We are working to update our systems and supply you with all of the new information on a timely basis. Over the next few months, if you place any orders that require extra attention, we will contact you immediately with our most viable options.

Please contact our Customer Service department if you have any questions or concerns.

Sincerely,

Matthew Medeiros,  
General Manager



# Electric Motor Efficiency Regulations

**Energy Independence and Security Act of 2007 (EISA), Effective: December 19, 2010**  
**National Resources Canada, Effective: January 1, 2011**

After December 19, 2010 (US) and January 1, 2011 (Canada) motor manufacturers will no longer be able to manufacture motors which do not meet certain efficiency requirements. If Soler & Palau or the motor manufacturer still has motors in stock that do not meet the new requirements, they can still be sold, but after stock levels are exhausted those designs will simply go away. This means that motors previously considered a premium efficient option will simply become the standard.

## Motors Covered by EISA

- 3 PH
- 1 HP to 200 HP
- Single Speed
- 230-460, up to 600 Volts
- Larger than NEMA 140T frame motors
- ODP
- TEFC
- Explosion Proof

## Motors NOT Covered by EISA

- Single PH
- Fractional HP
- Multi-speed
- Two digit frame motors (48-56)
- Motors exported outside the US (50 Hz)

Soler & Palau is working hard to limit the additional costs associated with EISA, but with the higher efficiency ratings, the motors will be more expensive. Therefore, fan configurations covered under EISA will see increased pricing over the coming weeks and months.

