



THE QUARTERLY NEWSLETTER FROM
A.E.F. SALES ENGINEERING COMPANY

FALL 1991

It's hard for me to believe, but here we are in the Fall of 1991. The summer has moved by so swiftly.

In fact, the whole twenty-seven plus years of A.E.F. Sales existence has moved by swiftly.

As we reflect on those years, I feel very pleased that--

-- So many of our good customers are indeed our good friends.

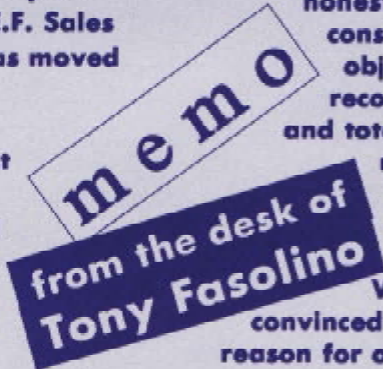
-- We have been able, over these years, to offer quality products from experienced and committed principal

companies; and our relationships with these companies has been, for the most part, both cordial and professional.

-- We have stayed the course and provided honest pricing, consistent and objective recommendations, and total service no matter what the business climate.

We are convinced that the reason for our longevity is that there are enough of you customers out there who know the difference between value and price.

For your kindness -- and your business -- over the last twenty seven years -- Thanks!



Australia, 1903. Long before Will Rogers graced the stage in New York, he toured much of the world, earning his living with rope tricks and stunt riding under the name "The Cherokee Kid."

At a show attended by the Governor-General of Australia, Will hooked his toes around the saddle horn, leaned back over the horse's rump, and picked three handkerchiefs off the ground--while riding his pony at a full gallop. The Governor-General was duly impressed, and sent an aide over to Will to request that he repeat the stunt.

"Tell him I'll do it for a hundred and fifty dollars," Will replied. One hundred and fifty dollars went a long way in 1903, and the governor's aide protested furiously.

Responded Will, "You tell the governor-general if he'll do it cheaper, I'll lend him my horse and the handkerchiefs." The crowd took up a collection, raised the money, and Will repeated the trick.

What's this got to do with A.E.F. Sales? Two things. First, we aren't the cheapest act in town. Never have been. Never will be. Second, when you place an order with us we go at it full gallop and give it everything we've got.

Think about that the next time you buy or specify material. Does your vendor go all out for you? Or are you just getting a horse and a couple of handkerchiefs? There's a big difference -- the A.E.F. Sales difference.

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If we live good lives, the times are also good. As we are, such are the times.

--St. Augustine

A man who has to be punctually at a certain place at 5:00 o'clock has the whole afternoon ruined for him already.

--Lin Yutang

The greatest things in life fall into two categories: those that are taken for granted, and those that aren't even noticed.

--Alasanor

. . . . the real things haven't changed. It's still best to be honest and truthful; to make the most of what we have; to be happy with simple pleasures and to be cheerful and have courage when things go wrong.

--Laura Ingalls Wilder

It does not do to leave a live dragon out of one's calculations.

--J.R.R. Tolkien

Nothing is so simple to deceive as one's self, for what we wish we readily believe.

--Demosthenes

We build statues out of snow, and weep to see them melt.

--Walter Scott

THE BEST WAY TO BEAT A HURRICANE

Back in 1964, when A.E.F. Sales was founded, it was commonly accepted that hurricanes could not be given boys' names. Otherwise, they would become himmicanes.

Well, we've come a long way, baby. Last month, Hurricane Bob paid a visit to Long Island -- and nobody was laughing. On the eastern part of the island, it took days to restore power. Even telecommunications and computers systems with UPS backup were shut down -- unless they had five days of battery backup. But the size and cost of that kind of battery power is prohibitive.

And using AC generators to back up a UPS brings its own set of problems. Generators need a lot of space. With low power factor and high crest factor loads -- like computers -- they need to be oversized, two or three times bigger than the UPS. Then the whole package has to be synchronized and coordinated. And if one of the pieces doesn't work, who's responsible?

Best Power Technologies has a better way -- the Best UBS, or Uninterruptible Battery System. This compact motor

driven device produces clean DC power from a variety of fuels -- gasoline, LP, natural gas, or diesel. The UBS starts automatically every two weeks and runs for twenty minutes to keep in shape. Its microprocessor notifies you -- via a standard full duplex serial communication port -- of low fuel, low battery, or other critical conditions. It even tells you when it needs an oil change.

The UBS not only monitors itself, it monitors the Best UPS to which it is connected. When UPS battery voltage drops below 46 volts, the UPS starts up automatically. When normal power is restored, it shuts off automatically. And there's a UBS to work with every Best UPS from 1.8kva on up to 18kva.

You might wonder -- if this thing is so smart, is there anything this thing it can't do?

Yes -- it can't pick up a phone or order itself. You have to do that. For a data sheet, a VHS video, or a quote on a Best UBS, give your A.E.F. Sales rep a call. And then, you'll be able to laugh at himmicanes again -- just like back in the sixties!

HIGH TECH COMES TO LITTLE OLD N.Y.

The narrow, winding streets of lower Manhattan trace their origins back to 17th century cowpaths, which explains why finding your way around lower Manhattan can be so difficult: it requires the instincts of a 17th century cow. And the street names there reflect a time that has little to do with today's skyscrapers. Maiden Lane, for example, got its name because a stream that once ran there was used by the good housekeepers of the day for washing laundry.

Recently on Maiden Lane, a building dating back almost to the 19th century was selected as a "hot-site" for a major New York financial exchange. A "hot site" is a back-up data and communications center. Hardware and software duplicate the primary center, so that if a catastrophe strikes the primary center, the hot site is already up and running.

When you make an investment like this, you need the most reliable UPS around. And the project engineer on this job choose a LorTec 80kva ContinuAC. How did he know LorTec was the most reliable? Maybe it had something to do with the other four LorTec UPS systems at work in his primary data center -- including one unit that has been running for almost twenty years.

Once the LorTec decision was made, the hard work began. How do you move a two and a half ton box in a passenger elevator rated for less than half that? How do you support that box -- and several tons of batteries -- on a floor that was never designed for that kind of loading?

The answers are 1) very carefully, and 2) with great difficulty.

First, the UPS was tested, and then disassembled at the factory onto pallets that the elevator could handle. When the time came to install the unit, the same technician who had taken the unit apart was brought to New York to reassemble it.

Determining how to safely distribute the weight of all the equipment was a more difficult problem. A consulting engineer was brought in to study the building. His recommendation: extensive use of structural steel to transfer as much of the load as possible to main beams and load bearing walls. LorTec engaged a local contractor to fabricate and install the steel to the engineer's precise specifications.

Of course, all that steel work left the customer's premises a little shabby. So LorTec brought in a carpenter to replace some sheetrock and otherwise spruce up the site. Finally, a LorTec technician came back to site to review electrical work done by the building owner, test the UPS, and supervise start-up.

Is this all just a typical day's work? No-- and thank goodness. But it shows that the people at LorTec and at A.E.F. Sales know that the job isn't finished when the trucker signs the bill of lading and an invoice gets mailed out. The job is done when the customer's problems are solved.

If this is the kind of service you'd like to see the next time you buy a piece of equipment --- buy it from A.E.F. Sales.

When you've played this game for ten years, been at bat 7000 times, and gotten 2000 hits, you know what that means? You've gone 0 for 5000.

--Reggie Jackson

Everywhere is walking distance if you have the time.

--Steven Wright

The hours that make us happy make us wise.

--John Masefield

Fortify yourself with contentment, for this is an impregnable fortress.

--Albert Camus

All you need in this life is ignorance and confidence, and then success is sure.

--Mark Twain

Measure out your charity carefully -- too much help can make a good man helpless.

--Gary B. Wright

A foolish consistency is the hobgoblin of little minds.

--Ralph W. Emerson

What men usually ask for, when they pray to God, is that two and two may not make four.

--Russian Proverb



IEEE/PES SHOW HEADS FOR DALLAS ON SEPTEMBER 23rd

The IEEE Power Engineering Society Transmission and Distribution Conference and Exposition (*phew!*) will be held September 23rd through the 26th in Dallas, Texas. The show is one of the largest utility events of the year. Attending for A.E.F. Sales will be Fred Eigenrauch and Peter Fasolino. Fred is responsible for JCP&L and PSE&G in New Jersey, while Peter handles Con Edison and Long Island Lighting in New York.

Participating in the exposition are two of A.E.F. Sales principal companies, Nehring Electrical Works and Central Moloney.

Nehring has recently introduced several new product lines, including copper/copper-clad steel composite conductors and airport lighting cable. Also new to the Nehring lineup are Underground Service Entrance (USE) Cable with copper or aluminum alloy conductors.

Central Moloney will be located at Booth 1240 (on the main aisle) and will also sponsor a Hospitality Suite at the Hyatt Regency. The exhibit will feature Central Moloney's paint system -- the best in the industry -- as well as the new "Wingbender II" padmounted transformer design. An amorphous core transformer will also be on display.

The Central Moloney Components Operation will also participate. Their exhibit will feature a wide variety of components, including many new items and featuring the oil fuse cutout adaptor bushing.

Both the exhibits and the Hospitality Suite will provide a great chance to meet the factory team of engineers and marketing people. Stop in and say hello -- and tell them you read about it in AEF/FYI.

A. E. F. SALES WHO & WHAT

BEST POWER TECHNOLOGY
(Authorized Reseller)
Ferrups Single Phase UPS to 18kva

LORTEC POWER SYSTEMS
On-Line UPS to 125kva
Specialty Inverters

RAPID POWER TECHNOLOGIES
Power Conditioners to 1000kva
Voltage Regulators to 1000kva
Isolation Transformers to 750kva

GLEASON REEL CORPORATION
Cable and Hose Reels
Festoon Systems and PowerTrak

MYRON ZUCKER, INC.
Low Voltage Capacitors to 600 volts
Harmonic Traps

R.E. UPTGRAFF MANUFACTURING
Liquid-Filled Transformers to 15mva
Subsurface, Load Center, Station Type
Rebuilding and Rewinding Services

CENTRAL MOLONEY
Single Phase Transformers: Pole Type, Padmounted, Vault, and Stepdown
Components:
Bushings, switches, accessories

NELSON ELECTRIC FIRESTOPS
Soft Seals: Putty, Caulk, Compound
Mechanical Seals: Multi-Cable Transit

NELSON ELECTRIC HEATER PRODUCTS
Mineral Insulated Cable for Pipe Tracing and Snow Melting
Self Regulating Cable for Pipe Tracing
Thermostats
Control and Monitoring Panels

ELECTRICAL POWER SYSTEMS, INC.
Low and Medium Voltage Switchgear and Motor Control
Powerhouses: Special Purpose Buildings for Distribution and Control

NEHRING ELECTRICAL WORKS
(For Utilities Only)
Bare Copper and Aluminum Cable
Aluminum Clad Cable
Ground Rods and Accessories

NORBERG INDUSTRIES
Silver Sand Current Limiting Fuses
Type R Motor Starting
Type E General Purpose

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