



aef/fyi



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TEAM AEF

aef

HAPPY-BRAVE-NICE

Our 39th Year

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HOUSE CALL

Remember in the old days, when you got sick and the doctor came to YOU? Well, you may be out of luck these days, but your sick transformer isn't.

Yip-IEEE!

The IEEE Power show hits Dallas this month, and Central Moloney will be there, along with AEF Buckaroo Pietro.

NEW HOT WATER BROCHURE WINS DAYTIME EMMY!

Here's how you can get your very own copy.

GOTCHA!

We love it when snooty 'experts' get embarrassed. Read how a 'mediocre' painter got his revenge, and made a pretty good living at it.

ASK BERNADETTE

Bernadette tells readers how to get around the high cost of ground-fault breakers!

Transformer House Call

A large refinery in New Jersey was faced with a problem when a 1000 kVA transformer died. A replacement was needed, but unless they could get a unit that would do the job AND fit into the same footprint AND match up to the primary and secondary connections of the existing switchgear lineup, things could have gotten really ugly. And very expensive. Fortunately they knew who to call.

They got a quotation from R.E. Uptegraff, based on the nameplate data and drawings of the existing unit. Uptegraff has been building transformers (and only transformers) since 1937, and has often been called on to provide transformers that other companies can't (or won't) build, so this was a natural.

Here Comes the Tricky Part. If the new unit wasn't EXACTLY RIGHT, the refinery would be right back where they started. So how could they make sure it would be EXACTLY RIGHT, and who would be Responsible? We live in a world where nobody seems to want to be responsible for anything, *just in case*. But that's not how Uptegraff operates. (Or AEF, for that matter.) Stan Kostyal of Uptegraff's Engineering Dept. got on a plane and flew to Jersey, where he was picked up at the airport by AEF's Fred Eigenrauch.

Once on site, Stan personally confirmed all the key dimensions of the existing equipment, to ensure a perfect retrofit. Discussions with the customer on-site revealed that there were a few more items on the refinery's Wish List. *(continued on page 2)*



Stan Kostyal of Uptegraff (at left) and AEF's Fred Eigenrauch review the customer's requirements carefully, to make sure everything goes just right.

We Got Your Heater Cable Right Here!



Every year at this time there's a big internal controversy here at AEF Sales. Every year the previous years sales activity and current projects are analyzed to determine how much heater cable inventory to put in for the fall season. And every year Mr. Pete wants way more of EVERYTHING. (More than makes sense frankly.) But since he signs the paychecks he usually wins out, and this year is no exception. Hence there's SIXTEEN MILES of primo Nelson Heater Cable in 35 Flavours in the warehouse as we speak, along with FIVE CM1 Monitor Panels and tons of festive accessories. We have what you need, and you can have it on site tomorrow.

463 Words from Mr. Pete

Our inability to see things that are right before our eyes until they are pointed out to us would be amusing if it were not at times so serious. We are coming to depend too much on being told and shown and taught instead of using our own eyes and brains.

Laura Ingalls Wilder

I'm not a vegetarian because I love animals. I'm a vegetarian because I hate plants.

A. Whitney Brown

The one that does not practice mercy will have his judgement without mercy.

James 2:13

He who rides the tiger can not dismount.

Charlie Chan

There are worse things than getting a call for a wrong number at 4 AM. It could be a right number.

Doug Larson

When you have got an elephant by the hind legs and he is trying to run away, it's best to let him run.

Abraham Lincoln.

He's our sunshine, our inspiration, our Fearless Leader. And he signs our checks. Please read this.

We recently received an e-mail from a friend, passing along something that's been floating around on the internet. We really liked it. It's got golf, beer, and a life lesson all in one, so we figured we couldn't go wrong passing it along to our readers. We hope you like it too.

LIFE AND A CAN OF BEER

When things in your life seem almost too much to handle, when 24 hours in a day are not enough, remember the mayonnaise jar . . . and the beer.

A professor stood before his philosophy class and had some items in front of him. When the class began, he wordlessly picked up a very large, empty mayonnaise jar and proceeded to fill it with golf balls. He then asked the students if the jar was full. They agreed that it was.

The professor then picked up a box of pebbles and poured them into the jar. He shook the jar lightly; the pebbles rolled into the open areas between the golf balls. He then asked again if the jar was full; the students agreed that it was.

Next he picked up a box of sand and poured it into the jar. The sand filled up the small spaces between the golf balls and the pebbles. He asked the students once more if the jar was full; the answer was a unanimous "yes".

The professor then produced two cans of beer from under the table and poured the entire contents of both into the jar. The beer soaked up into the sand. The students laughed.

"Now," said the professor, "I want you to recognize that this jar represents your life. The golf balls are the important things---your family, your children, your health, your friends, your passions---things that if everything else was lost and only they remained, your life would still be full.

"The pebbles are the other things that matter, like your job, your house, your car. The sand is everything else, the small stuff. If you put the sand into the jar first, there is no room for the pebbles or the golf balls. The same goes for life. If you spend all your time and energy on the small stuff you will never have room for the important things. Pay attention to the things that are critical to your happiness. Play with your children; take your partner out to dinner; play another round of golf. The other things will still be there when you get to them, so set your priorities---the rest is just sand."

One of the students asked what the beer represented. The professor smiled. "I'm glad you asked. That just goes to show you that no matter how full your life may seem, there's still room for a couple of beers."

House Call

Could the high and low voltage throats be modified? Yes, they could. Could the HV switch be about 3 inches lower, to give us more flexibility during the installation? No problem. Submittal drawings that included the Wish List items were on the customer's desk two weeks later, and the transformer is being built right now.

If you'd like this kind of reliable, one-source responsibility when you need a transformer, you know who to call.

EDITOR'S NOTE: In similar situations Uptegraff has provided replacement units that fit into the existing footprint, but that have lower core and winding losses, increased kVA., and other embellishments customers have wanted. In any case there's no need to settle for the transformer someone was willing to build. Get the transformer you want, the way you want it.

NEW DOMESTIC HOT WATER CABLE BROCHURE WINS DAYTIME EMMY!

The New Brochure with all the info you need on Nelson's Domestic Hot Water Maintenance Cable has been awarded the Daytime Emmy for Best Brochure!!! For your FREE copy of the brochure that can make you a Hot Water Expert in no time ask your favorite AEFer, or call Brandy at 877-803-9035 ext. 'O'



NELSON

Approvals:

New York City - MEA



UL - Ordinary Locations

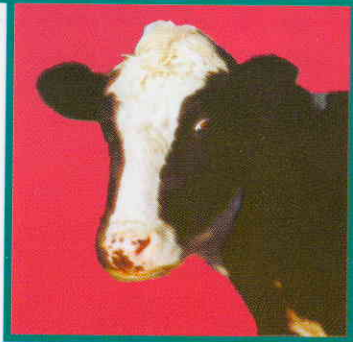
Type LT series cables and accessories are specifically approved for hot water temperature maintenance applications.



CSA - Ordinary Locations

Type LT series cables and accessories are approved for water temperature maintenance applications.





Bernadette
The AEF Sales Answer Cow

DEAR BERNADETTE:

How come Ground Fault breakers are so stinkin' expensive? What are they made out of gold or something? I just installed a 277V heat tracing system and the breakers cost me more than the heater cable and controls! What gives? A.H.

DEAR A.H.: You're right, those 277V GFEPD breakers are certainly *tres cher*. Not much I can help you with on the price, but you *can* save money if you *don't* need as many of them, n'est-ce pas? The breakers need to be sized to compensate for cold temperature inrush current, and the manufac-

turing tolerances of the heater, so you can save some substantial money *IF YOU CHOOSE CABLES WITH LOWER INRUSH CURRENT*.

For example, that 277V system would require 20% to 37% *FEWER BREAKERS* if you used Nelson's HLT instead of its' famous competitor's 'equivalent'. That's alot of dough.

DEAR BERNADETTE:

I noticed some of the big music corporations are going after people who download music, looking to place criminal charges and everything. What's up with that? F.C.

DEAR F.C.:

I find it both bizarre and somewhat amusing. Watching the 'artists' who tout personal and creative freedom, and claim the music is what really matters, whining about a small percentage of their bloated incomes being lost gives one insight as to their true motivation, don't you think?

Even more amusing is the motion picture industry's current campaign against pirating movies. After years of making billions of dollars glorifying every sort of violent, amoral, and criminal activity, they've found one thing that they *do* find offensive: anything that costs them money.

It boggles the mind. *Coraggio!*

Important things that are supposed to happen do not happen, especially when people are looking.

Fetridge's Law

If there is a possibility of several things going wrong, the one that will cause the most damage will be the one.

Murphy's Fifth Law

If it's really a Miss Universe competition, why are there no contestants from other worlds? The whole thing is rigged so that Earth always wins.

Gregg Easterbrook

Yip-IEEE! Power Show In Texas



SUBURBAN COWBOY
Pietro Fasolino is all business as he prepares for the IEEE Power Show in Dallas. He's figuring to track down and round up any ornery sidewinders who ain't fixin' to be neighborly and stop by the Central Moloney booth.

The 2003 IEEE/PES Transmission and Distribution Conference and Exposition will be held at the Dallas Convention Center in Texas. The Exposition will be September 8-10, and AEFer Pietro Fasolino will be on hand to help man Central Moloney's display booth. (Pietro has been hankerin' to go to Texas for a long time.)

Central Moloney's booth will be located in Exhibit Hall A, and the booth number is 734. The 30' x 30' booth, located on the main center aisle, will feature a variety of single-phase transformers including a vault, padmount, and pole, as well as a three-phase padmount. A stainless steel fused sectionalizing pad will also be on display.

CM Components will also be showcased, including bushings, tap changers, dual voltage switches. A new product, Arrester Bracket Wildlife Guards, designed to reduce wildlife outages associated with transformer-mounted polymer style arresters, will be introduced at the show.

Besides helping out at the Central Moloney booth, Pietro is planning to attend the opening reception at Eddie Dean's Ranch, where he will demonstrate how (or how not) to ride a mechanical bull. We are fairly certain a few cervesas will be involved after the riding demonstration, or possibly before it.

See you there!

BEST WISHES, ERNIE!

All of us here at AEF extend warm best wishes to Ernie Nols, retiring after 38 years at PSE&G. Bravo!

AND YOU TOO WALT!

Uptegraff's Walt Scheller also retired recently. We at AEF have been working with Walt since we started repping Uptegraff in 1967.

Thanks for everything, Walt.

ENJOY!

In a crisis don't hide behind anything or anyone. They are going to find you anyway.

Bear Bryant

One of the big differences I've noticed between cows and people is that, for the most part, cows seem to catch on a bit quicker.

Bernadette

Things happen to us, but you can't just sit there and let life land on you. Yes, we have fears, but you can't let fear paralyze you.

Gloria Estefan

Gotcha!

Hans Van Meegeren was a pretty decent Dutch painter who couldn't get any respect. By the 1930's he had given up on ever having his talent recognized by the art world, so, partly for revenge and partly to make a living, he started painting forgeries of 17th century Dutch master Vermeer. And he was good. His fakes met with overwhelming success, selling at auctions for as much as \$495,000 (in 1930's dollars!).

The forgeries might never have been detected, except that during World War II one of his masterpieces wound up the the collection of Nazi Marshal Hermann Goering. A subsequent investigation revealed Van Meegeren's involvement in the sale, and he was charged with collaboration for his part in turning over a 'national treasure' to the Nazis. The charge carried the death penalty.

Van Meegeren pleaded innocent, claiming he gave up nothing of importance to Goering, since he had painted the 'Vermeer' himself. This novel defense was met with quite a bit of skepticism, but the Dutch government gave him a chance to prove himself, by painting one more 'Vermeer'. He was set up in a house owned by the Dutch government, and under the supervision of the court, painted his last 'Vermeer'. It was another success: the charge was reduced to forgery, and he was sentenced to one year in prison.

He died in prison one month into his sentence in November 1947.

Backwords

Weld Done

It might seem pretty silly to have to scrap a pole mounted transformer that was perfectly good, except for a 'small' problem like corroded hanger brackets, but that's something that happens every day. Unless of course it happens to be a Central Moloney unit. Spot welding of hanger brackets (the process used by many manufacturers) leaves gaps that allow moisture ingress, which is the beginning of corrosion, the beginning of the end for the transformer. Central Moloney continuous arc welds EVERY hanger bracket on EVERY pole mounted transformer they build. Constant attention to 'details' makes a BIG difference, so why not get the transformers that are built to go the distance?

Yankee-Red Sox Family Ties

One of the outstanding rivalries in sports has been that between the Yankees and the Red Sox, but over the years three sets of brothers have played against each other while playing for those teams. This year has Jason Giambi playing for the Yankees while brother Jeremy is stuck in Boston. Yankee legend Joe DiMaggio played against brother Dom in the late forties and early fifties. So who's the third set? The answer is hidden in the line list to the right. Find it and then go win bets with your friends.

Quel Surpris!

In a recent J.D. Power survey, Hummer owners made the SUV the lowest rated vehicle. The Number 1 Complaint: excessive fuel consumption. The Number 2 Complaint: the headlights are aimed too high. A spokesman for GM noted that the headlight problem has been fixed.

The One and Only

Nelson's CM1 is the ONLY patented heat trace monitor system that monitors critical heater functions for ALL types of heater cable. And it does it with NO MONITOR WIRES! It's easy to retrofit into existing installations, and should be part of any new installation you care about.

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A.E.F. SALES ENGINEERING COMPANY

TRANSFORMERS

Central Moloney

Single Phase Transformers: Pole Type, Padmounted, Vault, and Stepdown
Three Phase Padmounted Transformers
Components: Bushings-Switches-Accessories

R.E. Uptegraff Manufacturing

Liquid Filled Transformers to 20mva
Subsurface, Load Center, Station Type
Rectifier Applications, Zig Zag Grounding
Phase Changing and Phase Shifting
Traction Power, Current Limiting Rectifiers
Rebuilding and Rewinding Services

HEATER CABLE & CONTROLS

Nelson Electric Heater Products

MI Cable for Pipe Tracing & Snowmelting
Self-Regulating Cable for Pipe Tracing
Hot Water Maintenance Cable
Bill Dickey(NY) & George Dickey 1935-6
Self-Regulating Cable for Roof & Gutter De-Icing
Thermostats & Controls
CM-1 Cable Monitoring Systems
CM-2 Heat Trace Management Systems

WIRE & CABLE

(For Investor-Owned Utilities Only)

Conex Cable

Aluminum Clad Shield Wire, Guy Wire
Messenger Wire, and ACSR/AS (AW)

Nehring Electrical Works

Bare Copper and Aluminum Cable
Aluminum Clad Cable
Weather Proof Copper Wire
Ground Rods & Accessories
Cathodic Protection Cable

CALENDAR BOY?



2004?

Design teams here at aef/fyi have already begun work on the AEF 2004 Calendar. Although the design process is usually Top Secret, there seems to be a substantial popular clamor for next year's calendar to feature GUIDO, The AEF Corporate Seal.

His last appearance on the calendar was 2001, but if enough of our readers want him again, he'll be on it. Let us know. We aim to please around here.