



winter  
1998

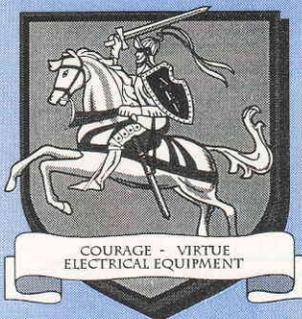
Volume 8  
Issue 4

# aef/fyi

The Quarterly  
Newsletter from  
the folks at  
A.E.F. Sales  
Engineering  
Company

P.O. Box 295, Mamaroneck, N.Y. 10543 (914) 698-0432 Fax (914) 698-7279

January 1998



Our 33rd Year

## CONTENTS:

**FUSE PRICING  
SCAM EXPOSED**  
An exclusive interview  
could save FYI readers  
thousands of dollars.

**SNOWMELT FINALE**  
We wrap up a three part  
series that gives our  
readers everything they  
need to know to become  
Snowmelting Mavens.

**THE MIGHTY ZANDER**  
How much do you really  
know about Alexander the  
Great? We summarize his  
life, in four paragraphs.

**ASK BERNADETTE**  
AEF's Answer Cow looks  
at life, answers questions,  
and just plain helps out.

## Fuse Police Warn of Pricing Scam

Fuse Police announced today that they are closing in on a scheme that has cost users of Type E (general purpose) and Type R (motor starting) current limiting fuses *millions of dollars* over the past sixteen years! *FYI* obtained the following exclusive interview with the lead investigator for the Fuse Police, Captain Frank Fuminato.

**FYI:** How did the scheme work?

**Capt. Frank:** It was dead simple, really. Remember back in 1980, when the Hunt brothers tried to corner the silver market, and silver prices went up to \$50 an ounce? Well, since fuses contain a lot of silver, the price of fuses went way up too. But in '82, silver went back down to \$6 an ounce. Been there ever since, but them Big Fuse Corporations kept their prices sky-high! Claim they've just been too busy to revise their price lists.

**FYI:** What's the next move? Are indictments coming? Arrests?

**Capt. Frank:** Unfortunately our hands are tied. These guys claim there's 'no controlling legal authority', whatever that's supposed to mean. And in a way they're right--there's nothing we can do to stop 'em.

**FYI:** So people have to pay inflated fuse prices in 1998 because silver was so ridiculously expensive seventeen years ago? That's outrageous!

(continued on page 3)



**ON THE CASE:** Captain Frank Fuminato (right) and Sergeant Stephen 'Steve' Reno of the Gotham Fuse Police.

## Snowmelting Solution

**PART THREE** of a Series. The story so far: After acquainting our readers with the three major types of snowmelting systems, revealing the results of secret government tests, and warning readers about some particularly shifty marketing ploys that one manufacturer of plastic heating cable has used, we wrap up this series.

Seems like it should be simple enough. When an area needs to be snowmelted, you want an economical system that will melt snow uniformly, and keep the area clean and dry. And you want a system that will keep on working, hopefully till you're retired and it's someone else's problem.

We were able to show our readers that snowmelting requires a specific amount of heat, and that failure to provide that full amount will cause the whole project to be such an enormous waste of time and money that you may be invited to Washington, D.C. And Common Sense and good design require spacing that takes into account both the thermal and structural properties of the slab. Finally, for conservation of energy (and money), a good control system is vital, one that will ensure that the system operates *only* when needed, and only for as long as is needed. (Editor's Note: For a related question on energy efficiency, see Bernadette's column on page 3.) So how do you choose the right system, get it installed, and get it to last?

(continued on 2)

# memo

from  
**Peter Fasolino**

While suffering can be character forming, it does not by itself endow an individual with any special knowledge or virtue.

Frank Furedi

In 1997 the world was made safe from land mines and chemical weapons—it says so, on pieces of paper.

George Will

They are thinking of making my people forget my name . . .

Jeremiah 23:27

What differentiates human beings from computers is that computers can do anything but can enjoy nothing.

George Dennis O'Brien

In the midst of great joy, do not promise anyone anything. In the midst of great anger do not answer anyone's letter.

Chinese Proverb

There is always an easy solution to every problem—neat, plausible, and wrong.

H.L. Mencken

People who know the least always seem to know it the loudest.

Andy Capp



Looking back over the year gone by, I can see a lot of changes here at A.E.F. Sales. Our transition from drop shipping most heater orders from the factory, to making shipments from local stock,

which began last winter, is just about complete. We've increased our shelf space by 400% to accommodate our larger inventory.

As I write this, we have in our local stock almost eight miles of self-regulating heater cable, in 31 different flavors.

Okay, you can get the same number of flavors at Baskin-Robbins, but take a minute

## Snow Solution

Just remember these five little points, and you too can be a Snowmelting Maven.

**Design It Right.** Make sure you've got enough heat, evenly distributed. Choose a good control system, one that knows when there's snow, and when it's just cold out.

**Put It In Right.** Construction sites are chaotic, and care is required during the initial installation of *any* system. In spite of telling people to be careful, a concrete pour work area has people stepping on things, swinging shovels, and so forth. Plastic tubing (or coatings) are easily damaged. Nelson's Inconel sheathed MI cable is different. The high impact resistance of the alloy sheath (80,000 psi yield strength) gives an impact resistance equal to the wire mesh it is frequently attached to.

**Get Help!** A company that figures their job is done when the material has been shipped and invoiced is not gonna be much good. With AEF Sales, you get our help at the jobsite, so that everyone understands what needs to be done, and what coordination between trades is required. Your installation receives the same assistance as your design did. This also insures that any field conditions not part of the original design will be noted and accommodated.

**Corrosion Stinks.** Everything's for naught if the system doesn't last, and corrosion can negate all your hard work. Even though salt won't be used in the area being snowmelted (?), it gets tracked into the area on vehicles and shoes. Gradually this salt leaches down into the concrete. That's why you need to use a material that is immune from that attack. Nelson snowmelting cables have a sheath made from an alloy of Nickel, Molybdenum, and Titanium.

**Been There, Done That.** At AEF Sales, we've been designing snowmelting systems for thirty-four years; no matter how tough or unusual you think your application is, odds are we've probably seen it and done it before. And since we've spent a lot of time at jobsites over the years, we know just about everything that can happen there.

Experience counts, so why not use ours?

**CODE 973!**  
The Phone Company has presented our Joisey AEFers with new Area Codes!

Here's what you need to know:



**ED CHOCIEY**  
(973)276-1479  
FAX (973)644-9761

**FRED EIGENRAUCH**  
(973)778-6111  
FAX (973)778-4505

to consider the advantages we offer:

- 1) Nelson Heat Tracing Products are fat free.
- 2) They never drip onto the upholstery.
- 3) Ever get a Rocky Road and then realize halfway home that what you really wanted was a Chocolate Chip Mint? At A.E.F. Sales, we work with you to insure that the flavor of heater cable you get is just what you really needed.

Looking ahead to the coming year, there will be some exciting new developments here that will be taking shape over the next few months. You can read all about them in the Spring Issue of FYI.

On behalf of all of us here, I hope that the recent holiday season was a good one for you and your family, and that the new year will be a healthy and happy one.

### QUESTIONS FOR DISCUSSION

1. How does AEF Sales help ensure a good design and installation? Explain.
2. What happens when plastic piping or plastic heat trace cables get damaged during installation?
3. Do we get President's Day off this year? Why or why not?

# Bernadette

## The AEF Sales Answer Cow

Guest Columnist



DEAR BERNADETTE:

We're in the process of evaluating two proposals for a fair-sized snowmelting system; one uses MI heater cables, and the other uses heated fluid in buried plastic pipe. I'm pushing for the MI heater cable system (I don't really think that plastic pipe will survive the installation process), but the powers that be are leaning the other way. But I need more ammunition, unless you think plastic pipe's the way to go. C.L.

DEAR C.L.:

Your instincts are just fine; I would definitely go MI cable. As for ammunition, how about environmental concerns and energy efficiency?

In the hydronic system, for heat transfer fluid you've got either ethylene glycol or propylene glycol based fluids, both of which are TOXIC. Call me over-sensitive, but hundreds of gallons of toxic anything makes me nervous, especially

when there are other, more environmentally friendly alternatives.

As far as energy goes, you'll need the same amount of heat, no matter how you do it. But MI cable puts the heat right where you want it, and the construction of the cable transfers the heat very efficiently, while fluid has to be heated someplace else and pumped in. Think of coffee: if you get it from three blocks away on a cold day, is it still hot when you get back to the office, or has it lost something? Plus the plastic pipe is actually a pretty good *insulator*. I think that should do it. Let me know how you make out!

DEAR BERNADETTE:

Ain't these grand times we live in! Scientific knowledge doubles every six years, and they say a regular weekday edition of the New York Times has more information than somebody living 200 years ago would come across during their whole life. Plus the internet and all --- I guess people'll just keep getting smarter and smarter, huh? B.P.

DEAR B.P.:

Humans have a strange notion of 'smart'. Please do not confuse data with knowledge; and do not confuse information with wisdom.

*EDITOR'S NOTE: Questions to Bernadette may be addressed to Bernadette, c/o AEF Sales, P.O. Box 295, Mamaroneck NY 10543.*

## Fuse Police . . .

**Capt. Frank:** That's why we want the public to know they have a choice. Sure, 4 out of 5 fuse companies are pricing fuses this way, but there's one that isn't. Example: you could pay Westinghouse over two hundred bucks for a 151D241G05 fuse, or you could get the same danged fuse for \$145 from Norberg Industries---*that saves you \$57 on every fuse!* You should let your readers know about them: Norberg Industries, in Tulsa, Oklahoma.

**FYI:** *Norberg Industries --- Are they a new outfit?*

**Capt. Frank:** They've been around for almost thirty years. Building fuses is their *only* business, not just a sideline. And the quality's there: you know their customers include NASA, Exxon, Toshiba . . .

**FYI:** What about lead times?

**Capt. Frank:** Deliveries are fast; hey you'd probably get your fuses from Norberg before you get them other guys to return your phone call!

**FYI:** *But if we pass this story along to all our readers, it'll change the way they buy fuses. People will want to buy their fuses from Norberg, and those Big Fuse Guys will end up losing business.*

**Capt. Frank:** Serve 'em right, I say.

**FYI:** *I see what you mean. But say someone needs a fuse, but all they have is GE or somebody's catalog number?*

**Capt. Frank:** They've got it covered. In fact, Norberg will actually quote you the exact fuse from GE or whoever, and also the Norberg equivalent, so you can see the savings. Your readers (or their customers) can't substitute for some reason on some fuses, they can get the specified fuse from Norberg on that item. They got nothing to lose, and maybe a lot to gain. Know what I mean?

**FYI:** *We sure do, Captain. We'll make sure our readers get the whole story. Thanks!*

*Either nothing is a miracle, or everything is.*  
Albert Einstein

*Most people operate on the basis of: 'Do unto others as they do unto you, except you do it first'.*

George Harrison

*The tree which moves some to tears of joy is in the eyes of others only a green thing that stands in the way.*

William Blake

*We've discovered that owning things does not satisfy our longing for meaning. Piling up material goods cannot fill the emptiness of lives which have no confidence or purpose.*

Jimmy Carter

*What a drag it is, getting old.*

Mick Jagger

*It is easy to find a logical and virtuous reason for not doing what you don't want to do.*

John Steinbeck

*Everyone in the world has an interesting history, and that is why your mother told you to be kind to everyone you meet. Because there is more to the world than you know.*

Garrison Keillor

# Great

Alexander the Great was one of the world's great geniuses. He marched 22,000 miles, conquered 2 million square miles--and never lost a battle.

Born in 356 B.C., he was the son of the ruler of Macedonia. At thirteen he studied with Aristotle; at eighteen he was a cavalry commander; King of Macedonia at twenty. At thirty he ruled an empire that stretched from Greece, east to India, and south to Egypt. At thirty-three he was dead.

At his death he left no successor--his top generals vied for power, and his empire ceased to exist within ten years of his death. (Editor's Note: The essential details of Alexander's career, including his great triumph at Tyre, as well as his death and the disintegration of his empire, were written down in the Book of Daniel, two hundred years before he was born.)

Once, while in Corinth, Alexander, by then the most powerful man in the world, wanted to meet the famous wise man Diogenes. Diogenes lived in a barrel, which he rolled from place to place, and spent his days sitting in the sun and saying wise things. Diogenes would not go to Alexander, so Alexander went to Diogenes. "Diogenes, I have heard a great deal about your wisdom. Is there anything I can do for you?" "Yes, you can, answered Diogenes, "You can stand a little to the side --- you're blocking the sun."

# Backwords

## Meet Me in St. Louis

So you thought all there was to St. Louis was the Arch and a bunch of Budweiser factories. Well there's more, lots more! The city is also home to The Bigfoot 4x4 Museum, the Museum of Cosmetology Arts and Sciences, the International Bowling Museum, and our favorite, the Dental Health Theater. See you there!!!

## Primo Components For Sale

The Components Operation of Central Moloney has achieved ISO 9002 registration, meeting the international standards that focus on customer satisfaction through the prevention of product defects. (In 1996 CM became the ONLY U.S. transformer company with its facility ISO Certified for the manufacture of single phase Pole, Pad and Underground distribution transformers.) So if you need bushings, switches, or accessories, and you don't need headaches, you know who to call.

## Fed Head

There's a new contender in the always tough competition among the Federals in spending ludicrous amounts of money in the most amusing manner. The National Park Service unveiled a two-seat outhouse in Pennsylvania

that cost somewhere between \$333,000 and \$445,000. (They're not exactly sure.) The total included a design cost of \$102,000, and \$81,000 for engineering. (Engineering?)

## 1-800-686-SPAM

If you've been having trouble finding clothing, jewelry, or gifts celebrating this famous food-like substance, call this number for your free SPAM catalog, sixteen color pages loaded with fun facts (The Pentagon recently bought 2-1/2 million pounds of this stuff, probably not for Generals), and top quality merchandise, including toys, banks, and earrings. How about a beautiful SPAM snowglobe for Mom? (\$12.50 plus S&H). We swear we are not making this up.

## 1-800-694-7265

If you've been having trouble finding a manufacturer of liquid-filled transformers that knows what they're doing (and cares), one that can build the special unit that would solve your problem, this toll-free number will connect you directly to the R.E. Uptegraff Manufacturing Co. They've been building an astounding variety of special transformers (in sizes up to 15mva) since 1926. Might be just what you've been hoping for.



## CENTRAL MOLONEY

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

## CONEX CABLE

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

## LORTEC POWER SYSTEMS

On-Line UPS to 300kva  
Specialty Inverters, Battery Trackers

## NELSON ELECTRIC HEATER PRODUCTS

MI Cable for Pipe Tracing & Snowmelting  
Self-Regulating Cable for Pipe Tracing  
Self-Regulating Cable for Roof & Gutter De-Icing  
Thermostats & Controls  
CM-1 Cable Monitoring Systems  
CM-2 Heat Trace Management & Control System

## NEHRING ELECTRICAL WORKS

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

## NORBERG INDUSTRIES

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

## RAPID POWER PRODUCTS

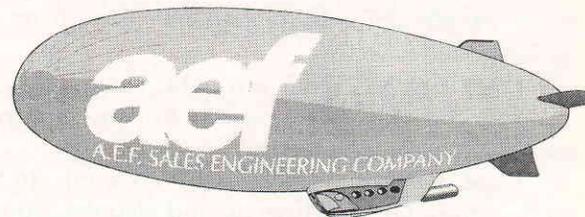
Power Conditioners, Voltage Regulators and  
Isolation Transformers to 1000kva

## R.E. UPTGRAFF MANUFACTURING

Liquid Filled Transformers to 15mva  
Subsurface, Load Center, Station Type  
Rebuilding and Rewinding Services

## MYRON ZUCKER, INC.

Low Voltage Capacitors to 600 Volts  
Harmonic Traps  
Capacibanks and AutoCapacibanks



Watch For the A.E.F. Sales Blimp  
High Over

# SUPERBOWL XXXII !!!

San Diego - January 25