

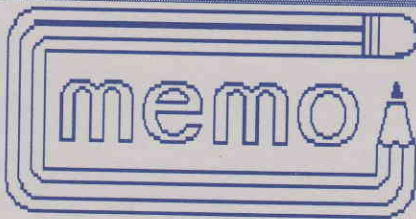
a.e.f./FYI

A.E.F. Sales Engineering Company's Newsletter for the Electric Industry

Spring/Summer 1990

Spring has been a little late this year-- and so has this issue of A.E.F./FYI. So we've decided to combine our spring and summer issues and resume our regular seasonal issues in the fall.

One thing that hasn't been slow has been the constant change in computer technology. A whole slew of hot new 486 based PC's are hitting the market right now.



In the last few months, we at A.E.F. Sales have been saddened that business seems to have slowed down a bit. But we've been even more saddened because this lull in our local economy appears to have caused some of our competitors to reach astonishingly low levels.

I'm not referring to lower prices. I'm referring to lower standards of ethics and professionalism to "get the order." False statements, misrepresentations, and half-truths seem to be as much a part of some vendors' proposals as their terms and conditions.

Meanwhile, word is out on an even hotter new prospect: the Intel 80170, a neural network on a chip. "This thing has a frightening amount of processing power," according to trade columnist John C. Dvorak. "Nobody at Intel knows what to make of it." He went on to reveal that this astonishing chip approaches --theoretically, at least-- the intelligence level of a . . . cockroach.

Well, besides a new-found respect for cockroaches, at A.E.F. Sales we

are reminded by all this that no matter how hard we push new technology-- and we plan to be pushing it harder than ever in the coming months-- that we are still in a "people" business. To communicate with our customers and understand their needs, we'll use every bit of modern technology we can muster. But behind all the new-fangled communication, there will be plenty of old-fangled caring and a sense of pride in our work. Those are things you can't teach a computer --- or a cockroach, for that matter.

... from the desk of Tony Fasolino

For those of you who have seen this happen -- either as an engineer, contractor, or owner -- we would like to remind you that here at A.E.F. Sales we intend to conduct our business as we have for the last 26 years. We intend to provide technical assistance in the engineering phase of a job and field instruction in the construction phase.

Can we be competitive? Our customers tell us "Yes" every time they place business with us. They know we are competitive, because they understand what the bottom line **really** is: installed cost.

Install it once, the right way. It's simple and cost effective. To make sure, we provide field assistance on the big jobs -- and we're there on

the small jobs as well. Why not give us a try?

A few personal notes--

Congratulations to Ed Chociey, Jr. on his graduation from the University of Pennsylvania. Since Eddie has his sights set on law school, you can be sure that his proud dad will be working as hard as ever in the coming years!

Congratulations also to my son Peter, who recently completed his 15th year with the company. He has been a driving force behind our use of computer technology here, and in moving us into the utility marketplace. Thanks for a job well done!

Tony Fasolino

INSIDE A.E.F./FYI . . . Central Moloney : Leading the Way in QA
AeroMotive : On the Move . . . Get the "Best" from AEF . . . And More!

For Your Information

A.E.F. Sales Appointed Authorized Reseller of Best UPS

A.E.F. Sales Engineering has recently signed on with Best Power Technology as an authorized reseller of Best's entire line of single phase UPS.

"It's a logical extension of our involvement in computer and communications power," according to Tony Fasolino. "We already had LorTec for the larger three phase systems, and with Rapid we could offer a complete range of isolation transformers and power conditioning."

"But that still left us with a gap in small single phase UPS. Best has proven itself to be a leader in this part of the market, and we think this new product line will be very helpful to our customers. More than ever, if you've got a power problem, we've got the solution."

Best recently reasserted its position as a market leader by introducing a new "Fourth Generation" of uninterruptible power systems. The new designs offer reductions in size and cost while adding important features not previously available in any UPS.

For instance, the new "Fourth Generation" systems will automatically monitor battery conditions and run an

inverter test at regular intervals. This insures that those critical components are ready to go to work when normal power goes out. In fact, these advanced monitoring features -- together with a dramatically reduced component count -- are expected to increase Best's already impressive MTBF of over 100,000 hours.

And all this comes just in the nick of time. According to power supply forecaster John Sillin, quoted in a recent issue of *The Wall Street Journal*, blackouts and brownouts along the east coast this summer will be "unavoidable". The *Journal* noted that some utilities in the A.E.F. Sales service area had to institute brownouts last summer. And a spokesman for the Edison Electric Institute agreed that utilities along the East Coast are "more vulnerable" to blackouts and brownouts than they have ever been.

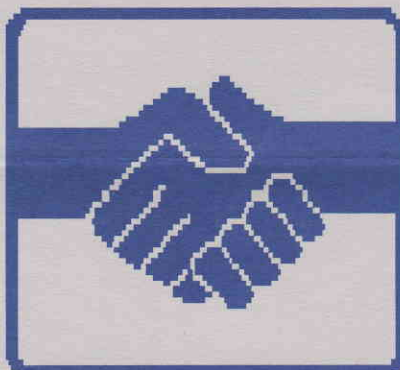
What are you waiting for? It's true that Best UPS orders ship out fast -- usually in one or two weeks. But we can't ship one to you until you order it! So pick up a phone and give us a call!

FP&L Honors Central Moloney For Quality

Central Moloney's Transformer Division has received a Certified Vendor Award from Florida Power & Light. Part of an innovative partnership between FP&L and their suppliers, only five vendors out of over four thousand were able to make the grade.

In presenting the award, FP&L Vice President D.K. Baldwin commended Central Moloney for their commitment "towards maintaining the highest quality standards. By successfully integrating Statistical Process Control techniques within your quality program," he noted, "you are pioneering a new age of American Business."

Accepting the award, Central Moloney president Bill Sanders



pledged the company to work even harder in the future. "We will not stop here," he emphasized. "We plan to continue improving our facilities and our products."

FP&L also sees this award as part of an ongoing process. "We anticipate that activities such as this will

broaden new channels of communication between FP&L and Central Moloney," Mr. Baldwin noted. "Together we can demonstrate that continuous quality improvement represents a powerful competitive edge."

When was the last time you felt like you and your vendor were part of the same team, with the same goals? When was the last time you felt like giving one of your vendors an award?

If your requirements include single phase transformers or transformer components, you can start to feel that way as soon as you give us a call! Put the A.E.F. Sales Team and the Central Moloney team to work for you!

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NEC Changes on Pipe Tracing

Back in 1987, the NEC made some important changes in electric pipe tracing. At that time, the code required that a GFI breaker be used for any cable which did not have a metal covering. On plastic field-fabricated cable, this meant using a braid made of tinned copper or stainless steel.

Now the 1990 code requires "an overall grounded metal covering" when cable is installed on a non-metallic pipe. This often occurs on filter piping for cooling towers.

As a good practice, we also recommend using adhesive aluminum foil tape on the pipe prior to installing the heater cable. This provides a better heat transfer from cable to pipe.

A.E.F. Sales stocks a large quantity of heater cables, controls, and accessories for fast shipment from Mamaroneck. Most UPS deliveries in our area are delivered in one to two working days, with express service available. Why not give us a call on your next requirement?

A.E.F./FYI Welcomes JCP&L Readers

With this issue of FYI, A.E.F. Sales welcomes new readers at Jersey Central Power & Light. Nehring Electrical Works of DeKalb, Illinois, has just added this account to our agency responsibilities. Nehring makes a broad range of bare copper and aluminum, ASCR, and grounding rods. And their "Alumaclad" cable is currently the only product of its kind manufactured completely in the USA.

To our new friends at JCP&L, **welcome aboard!**

When I was young, I admired clever people. Now that I am old, I admire kind people. -- Abraham Heschel

Even if I knew that tomorrow the world would go to pieces, I would still plant my apple tree. --Martin Luther

AeroMotive -- On the Move in the 1990's

"Yes, There Really is a Kalamazoo". That's a popular saying on tee-shirts and bumper stickers in AeroMotive's hometown in western Michigan. And, yes, there really is a new AeroMotive -- on the move in 1990.

The company's #1 Goal, stressed at their national sales meeting earlier this month, is simple: "Total Customer Satisfaction." And working toward that goal is a commitment that everyone at AeroMotive takes personally. Hard work, careful planning and major investments are all keys to the plan. A new IBM System 38 computer helps keep orders, production, materials and information flowing smoothly. A revamped production floor is using the latest industrial engineering theory, the latest ergonomic thinking -- and the latest AeroMotive assembly products -- to improve productivity, quality, and delivery times.

The results are already beginning to show. AeroMotive's on-time delivery rate has improved dramatically over the last six months -- it's running now at well over 90%. In fact, over 60% of all orders are shipped within five days.

AeroMotive also used the meeting to unveil its state-of-the-art workbench, featuring a surface that

adjusts in seconds to provide a working height of anywhere from 27" to 37". Lighting, tool handling, air and electric power, and materials storage are all part of the system. Workbench tops come in maple, steel, or non-static formica. And the whole system can be assembled -- without tools -- in about fifteen minutes.

"That should be an important factor for customers in our area, where labor rates are high," according to Peter Fasolino, who attended the national meeting for A.E.F. Sales. Systems will ship in three to four weeks, and "the customer starts benefitting in four weeks and 15 minutes," he continued.

"This is an interesting product to me," Peter told us. "I've always believed that if you take a person, a customer, an employee-- and put their best interests first, then everything else -- profits, productivity -- will fall into place. Now we're selling a piece of hardware that puts that idea into action: when you give a worker this bench, you make his job safer, you make it better. And you get a safer, better worker in return."

Call us for a brochure on this latest AeroMotive innovation -- and make your workplace a better place.

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Play Ball!

Careful readers of AEF/FYI will recall from a year ago that A.E.F. Sales sponsored a Little League team last year here in town. Scrupulous readers will recall that the manager of that team was our own Mike McConney. Meticulous readers will recall that last year's A.E.F. squad captured the league title with a dominating 17-2 record.

Well, it's that time of year again. We're sponsoring a team again. Mike McConney is managing again. But can they bring home the coveted Yerrick Trophy again?

As we went to press, the team was sporting a perfect 8-0 record. But, it ain't over 'til it's over. So keep a sharp eye out for the next issue of AEF/FYI and find out: will the Trophy still grace our filing cabinets? Or will we have to figure out where the heck we put that artificial plant?

Closing Thoughts . . .

Adam was but human-- this explains it all. He did not want the apple for the apple's sake, he wanted it only because it was forbidden. The mistake was in not forbidding the serpent; then he would have eaten the serpent.

--Mark Twain

When the country goes temporarily to the dogs, cats must learn to be circumspect, walk on fences, sleep in trees and have faith that all this woofing is not the last word. Hang on , another chapter follows.

--Garrison Keillor

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BEST POWER TECHNOLOGY

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NELSON ELECTRIC

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