



# aef/fyi

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WINTER  
2003



THE OFFICIAL NEWSLETTER OF A.E.E. SALES ENGINEERING COMPANY

VOLUME 14  
ISSUE 2

"America's  
Favorite Newsletter"

DECEMBER 2003

TEAM AEF

aef

HAPPY - BRAVE - NICE

Our 39th Year

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What is it about a polyolefin overjacket that lets it turn a Great Heater Cable into Supercable. Read why AEF has endorsed CLT-JT cable.

### **BLACK HATS**

The simplest way to tell the heat tracing Good Guys; and why it's important to you!

### **JOBSITE POWER**

A new padmount from Central Moloney that takes (some of) the chaos out of construction sites.

### **FATHER OF THE BRIDE**

AEF's own Wes Rayburn stars in the role of a lifetime. Exclusive Story and Photo

### **ASK BERNADETTE**

AEF's Answer Cow alerts readers to a tricky scheme that could cost them Money.

## TEAM AEF Endorses 'Supercable'

(AP) Our customers have long relied on Team AEF's reputation as 'Mavens of Heat' to keep them a step ahead in heat tracing, and the latest thing in headedness is our standardization on Nelson's Type CLT-JT SuperCable. You'll see it in most of our designs, and there's miles and miles of it in our Amazing Local Stock, and there's a whole lotta real good reasons why.

We start with Nelson's justifiably famous CLT-CB cable, which is frankly a pretty good place to start. After all, we've used tons of this cable all around AEF Land, and it's one solidly built self-regulating cable, lovingly topped off with a tinned copper braid.

That braid provides mechanical protection to the heater cable, and it also provides a path for fault current in order to trip protective devices, reducing the potential for fire and electrical shock. This is so important that the NEC has required it (along with GFI breakers on every branch circuit) since 1996. But Team AEF and their customers were already way ahead of the curve: from the very Dawn of the Age of Field-Fabricated Heater Cable, AEF has always supplied the 'optional' braid as standard, just because it was the right thing to do. When important issues like the safety of maintenance personnel and system reliability are considered, the small premium for the braid represented a cheap insurance policy.

While that tinned copper braid is vital, it's not invulnerable; it's susceptible to corrosion from moisture. That moisture can come into play between the time the heater cable is installed and the pipe is insulated, or afterwards---if a valve or flange starts to leak, that braid may find itself in a permanently wet environment. If any of those things happens (and they happen every day) the braid can deteriorate and you can lose your fault current path; then those expensive GFI breakers become worthless, unable to do their job. That's bad.

(Continued on 2)



The polyolefin overjacket (in classic Charcoal Grey which will never go out of style) is what makes CLT-JT the 'SuperCable'.

## Good Guys Wear Black Hats



Tigger Fasolino

If you see someone at your site fooling around with heat tracing, and he's not wearing a TEAM AEF black hardhat, call Security!

**Q.** Why does Team AEF spend so much time on jobsites, climbing around cooling towers and such?

**A.** There's a bunch of reasons actually, all meant to help our customers. First off, there's more than one way to put heat on pipes. By seeing how the pipe is run, where power is available, and that sort of thing, Team AEF is able to come up with the most efficient design possible. This saves money by minimizing conduit runs, fully utilizing breaker panels, and so forth.

Secondly the time spent at the jobsite ensures that the people who will actually do the installation have all the information they need to make the job go quickly and smoothly. It's been estimated that **over 50% of the installed cost on a typical heat tracing job is labor.** If the guy in the field has to guess what to do with that box of heat tracing stuff, it's gonna take Time. (Remember this simple equation: Time=Money.) And if he guesses wrong, he's gonna need more time(=Money), and maybe more material, to get the job done.

And that's why we climb cooling towers.

## 288 Words From Mr. Pete

*The more grateful we are for what we have, for the simple, wonderful fact of life itself, the less we will yearn for what we do not have.*

*Eric Riss*

*If you wish to call the truth impossible, that is your privilege, but it will get you nowhere.*

*Vasil Deniador*

*All things therefore, that you want men to do to you, you must likewise do to them.*

*Matthew 7:12*

*Ooh, eee, ooh ah-ah, ting tang, walla-walla bing bang.*

*David Seville*

*You may have noticed that the less I know about a subject, the more confidence I have, and the more new light I throw on it.*

*Mark Twain*

*Some luck lies in not getting what you thought you wanted but getting what you have, which once you have it you may be smart enough to see is what you would have wanted, had you known.*

*Garrison Keillor*

*As the year comes to a close, we all tend to look both backwards and forwards.*

*Looking back at the past year for A.E.F. Sales, we were able --- in a fairly poor economy --- to set new sales records. 2003 was our best ever, posting a 20% increase over 2002, our previous best. There are several factors at work in producing results like these.*

*First, our principal companies. We have long term relationships with all the manufacturers that we represent, and they share our company's dedication to providing exceptional service. Thanks, guys, for all your help during the year.*

*Second, we have great people working here at A.E.F. Sales. We work as a team, cooperating and using our information systems to provide fast, friendly, and ruthlessly efficient help for our customers: fast return calls, fast quotes, fast shipments. Great job, guys.*

*Third, we have great customers! We have some customers that we have worked with throughout the nearly forty years that A.E.F. Sales has been in business, and to that base we add new customers every year. Once companies work with us, they tend to be pretty loyal to us because we are fanatically loyal to them. When we take on a project for you, we go flat out to do a great job, because it's the right thing to do and because we want to be the first name you think of when you think of heater cable or transformers.*

*Looking ahead, we are enthusiastic and optimistic, but we know our continued growth means never letting up, and never taking our customers for granted. We have to earn your business every day.*

*On behalf of all of us at A.E.F. Sales, our best wishes to you and yours for a wonderful holiday season and a terrific new year!*

### JSRP Star of IEEE

The Undisputed Star of the IEEE Power Show in Dallas was Central Moloney's JSRP.

CM's Job Site Ready Padmount is a great way to save money, and make life simpler when providing power to construction sites. (If you don't think construction sites could benefit from a little less chaos you can skip the rest of this article.)

The JSRP is a fully loaded padmount that ships from the factory completely ready for the job site-- elbows, inserts, ground connectors and the like are all installed at the factory. In a clever bit of design the transformer is mounted on a composite pad that serves as both a shipping pallet AND a permanent mounting pad. Is that cool or what? Like that crab in 'The Little Mermaid' said: 'What more is you looking for?'

If you're not into simplifying and you like spending money unnecessarily, Central Moloney's JSRP won't do much for you, but if you like Smart, Simple, and Saving, give AEF a call for more info.

*In other IEEE Show updates, we regret to inform our readers that Pietro did not ride the mechanical bull. No other details were available at press time.*

### SuperCable . . .

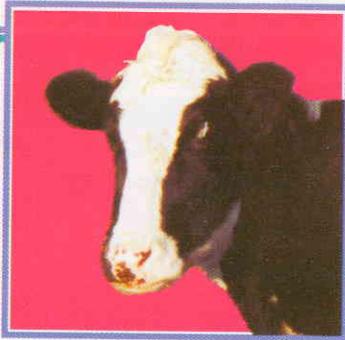
**Survivor.** They say that you should never watch sausage being made, and you're probably also better off not seeing heater cable installed in the Real World. It's not pretty: heavy tools get dropped onto innocent heater cable; and watching a hundred foot long piece of cable get pulled through hanger supports is not for the squeamish. That's why the overjacket is so darn important--- it protects that vital braiding, and at the same time provides an extra measure of moisture resistance.

Since on an installation the cost of controls, kits, installation, and insulation remain the same, the incremental cost of adding the JT overjacket is a very good value. That's why when you get a quote from those sweethearts at AEF, you'll see them using CLT-JT SuperCable.

And that's why we've got mountains of it in our Amazing Local Stock----and you can have it on the job tomorrow!



*Alert reader J.G. From Queens wanted to know if the photo on page one of our last issue was really Stan Kostyal of Uptegraff and Fred Eigenrauch of AEF Sales. Yes, J.G., that was Stan and Fred.*



## Bernadette

The AEF Sales Answer Cow

DEAR BERNADETTE:

I just got a quote for heater cable from some outfit, just a little job---300 feet of cable and one stat, but besides that they've got 2 in-line splice kits in their quote. I don't need them, I don't want them, and I sure don't want to pay for them. What's the story? Why'd them guys quote me stuff I don't need? E.G.

DEARE.G.:

Your premise is not quite correct. You may not want them, and you may not want to pay for them, but you will need them. If you are not buying your heater cable from AEF Sales; the 300' piece of cable you ordered might actually be shipped as 3-100' pieces. Most companies do this because it's very convenient for them, letting them get rid of odd lengths; plus

they get to sell you splice kits. Alas, the policy is not so good for you, the customer. Besides the higher initial cost, those extra splices will increase your labor costs during installation.

I'd like to direct your heater requirements, if I may, to those fine humans at AEF Sales. They will ship out only lengths that they know will work with your as-built pipe conditions. Very considerate of them, don't you think? Why should you settle for any less?

DEAR BERNADETTE:

There's a commercial I've been seeing on television where a guy gets change for something he bought, and the change is one of those new twenty dollar bills. Then they have all these special effects of this twenty flying around, showing all kinds of 'features'. What the heck is the point in the government spending all the money to advertise a twenty dollar bill that we're gonna have to use whether we like it or not. I mean, what do them guys in Washington use for brains? G.P.

DEAR G.P.:

I don't wish to appear rude, but it would seem that those guys in Washington are using nothing for brains. Try not to think about it too much.

Got a Problem? Write to Bernadette for help.  
You can e-mail her at [Bernadette@aeftsales.com](mailto:Bernadette@aeftsales.com)

*Some ideas are so stupid  
only an intellectual could  
believe them.*

*George Orwell*

*Inside the ring or outside,  
ain't nothing wrong with  
going down. It's staying  
down that's wrong.*

*Muhammed Ali*

*Don't believe  
everything you think.*

*Will Haig*

*S'e c'un silenzio da  
rompere, un muro  
d'hostilita, ti porto  
dove c'e musica,  
qualcosa succedera.*

*Eros Ramozzotti*

*People who are ignorant  
of history are forever  
imagining that they have  
come up with something  
new, as they repeat  
centuries-old fallacies  
that have led to disasters  
many times before.*

*Thomas Sowell*

*Never order Chinese  
from a place called  
Ralph's Pagoda.*

*Lois Lane*

*No matter how old  
you are, there's always  
something you have  
to outgrow.*

*Ward Cleaver*



**GAINING A SON.** Wes, Amanda, Jason, Samantha, Peg.

September 6th was a perfect day for a wedding. Amanda Rayburn, daughter of AEFer Wes and his wife Peg tied the knot with Jason Dennis in an outdoor ceremony in Mamaroneck.

The weather (which was arranged by the staff here at *aeff/yi* as a surprise for the happy couple) was beautiful and sunny, warm without being too hot. Peg and Wes' youngest, Andy (below right) enjoyed himself immensely, as did everyone else. In a somewhat shocking development, Andy actually kept his shirt tucked in and his clip-on tie in place all day!

Our Society Page Editor also reported that the proud father was able to offer a toast without choking up. (At least without *totally* choking up.)

The bouquet was caught by Amanda's sister, Sam. (EDITOR'S NOTE: We are slightly suspicious that the fix may have been in; the results of our investigation will be published in our next issue.)

The entire staff here at *aeff/yi*, and all of *Team AEF* join in offering congratulations to Amanda and Jason and their families.

*Best Wishes for much happiness from all of us here at AEF Sales!*



**Andy Rayburn**

# Great American Hero



Casey Jones

Casey Jones, the legendary engineer made famous in song and story, was a real person. And a real hero.

Born in Missouri in 1863, he was an engineer on the Illinois Central's Cannonball Express, a passenger train which ran between Memphis, Tennessee and Canton, Mississippi. On April 30, 1900, having just completed the north-bound run, Casey volunteered to replace a sick engineer on the southbound run. They pulled out of Memphis one hour and thirty-five minutes late, but Casey was determined to make up the time.

Rounding a corner near Vaughn, Mississippi he saw that the main track was blocked by two freight trains that extended from a siding. There was no way Engine 382 could stop in time. "Jump, Sim," Casey said to fireman Sim Webb. Webb leaped to safety and looked up at the locomotive. There was still time for Casey to jump from the cab himself, but he never did; the Cannonball smashed into the rear of the two freight trains.

They found Casey's body in the wreckage, with one hand on the brake lever and one on the whistle cord. If he had not stayed in the engine to jam on the brakes, the crash would have been much worse.

Casey Jones was the only person killed.

## Backwords

### Well Designed

*Incandescent lights lose over 90 percent of as heat. Fireflies have figured out a better way: their light, based on chemical reactions, is 90 to 98 percent efficient. The color of their light ranges from green to yellow to orange, and they communicate using different patterns of flashes. (Each of the 1,900 species has its own unique 'language'.)*

### Hit It with a Crowbar!

*What would happen if you short-circuited a transformer with a crowbar? What if you did it over and over again? Probably wouldn't be too good for the transformer, or for the person with the crowbar either. (WARNING: DO NOT TRY THIS AT HOME!) But when a customer involved in plasma research needed a 1500kVA padmount to transform 13,800 delta to 19,000 volts DC, and that had to be able to withstand unlimited crowbar short-circuits, he knew who to call.*

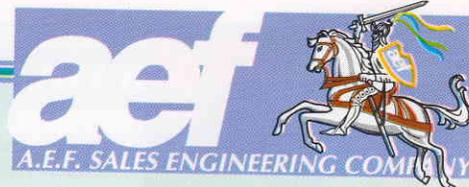
*R.E. Uptegraff designed and built this one-of-a-kind transformer, and everyone was very, very happy. Got an unusual and demanding requirement and think no one can help? Think again, and call Uptegraff.*

### She's Just Jenny from the Block

*On a recent trip to London, Jennifer Lopez and her entourage had to travel from the luxury hotel where they were staying, to another luxury hotel that was almost 100 yards away. London's Daily Mail reported that onlookers were dumbstruck as Lopez and 30 assistants spent fifteen minutes clambering into six limousines for their journey. According to the newspaper, "No one could understand why they didn't just walk".*

### Miles and Miles

*Team AEF usually puts a lot of cable in stock for the winter season, but this year we went a little crazy and put in over sixteen miles worth! Why did we do it? Because we love you and we want you to be happy. That's why.*



### TRANSFORMERS Central Moloney

Single Phase Transformers: Pole Type, Padmounted, Vault, and Stepdown  
Three Phase Padmounted Transformers  
Components: Bushings-Switches-Accessories  
**NEW! JSRP Job Site Ready Padmounts!**

**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  
Self-Regulating Cable for Roof & Gutter De-Icing  
Thermostats & Controls  
CM-1 Cable Monitoring Systems  
CM-2 Heat Trace Management System

**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

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IN OUR NEXT ISSUE:  
**MIRTH!**  
**MERRIMENT!**  
**MAGIC!**  
**MEMORIES!**  
**And MORE!**

As We Celebrate Our  
**40<sup>TH</sup>**  
**ANNIVERSARY**

Pony Rides - Face Painting - Scungilli - Fun