

a.e.f.



F.Y.I.

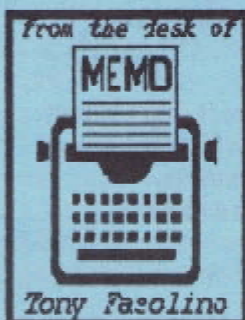
## FOR YOUR INFORMATION

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

### March 1988

On March 1, A.E.F. Sales began its 25th year. The date was marked by our move to newer and larger quarters just a few hundred feet east of our previous location. New company offices are on the historic Boston Post Road, along the banks of the Mamaroneck River and just across from the harbor. Directly south of the new location is the Robert Derektor Shipyard, where the America's Cup winner *Stars and Stripes* was built.

A change of scene is only the beginning. We've added new principal companies, new product lines, new computers, and new communications equipment to serve the Greater New York/New Jersey area better than ever before. *Put us to work for you!*



Welcome to the first issue of the A.E.F. Sales newsletter! We want to use this communication to keep you posted on industry news, on changes in design standards and codes, on the changing mix of products and services we can offer you. In our industry, it often seems that change is the only constant, and we'll do our best to help keep you up to date.

Some things don't change, though. The article reprinted at right was included in the Monthly Memobook that we sent to our customers for a number of years. The message went out in September of 1972, but we still stand behind it today.

### Meet Carole Moran . . .

Most of the time when you call A.E.F. Sales, the first voice you hear is that of Carole Moran. Carole has been with A.E.F. Sales for three years.

During that time, she has learned a great deal about our principal companies, our products, and -- most important, our customers. She can help you check on a delivery, advise you of lead times, and in some cases she can help you with pricing.

In short, the more information you give Carole, the more she can help you!

#### To Our Customers:

We believe that it takes effort in three phases of activity to insure successful electrical installations. Firstly, a good engineering design incorporating the best available technical information and assistance from specialists; secondly, a quality product manufactured with integrity and regard for customer needs; and thirdly, installation by skilled journeymen who receive necessary and knowledgeable help from manufacturers' representatives.

Over the years we have demonstrated our interest and have participated in engineering designs -- to add our experience in specialty applications relating to our products. We have also stressed the quality of products manufactured by our Principal Companies and the customer oriented attitude of these companies.

In the area of installation, we assure you, as many of you are already aware, that Ed Chociej and I spend much time and effort to see that this phase of the operation gets adequate attention. We are in the field -- we are talking to and helping the people responsible for the final phase: installation.

It is in this phase, installation, that a good design, a quality product and a proper installation combine to provide a successful job. It is in this phase where we provide help and show concern.

This is the total package concept of AEF Sales Engineering Company: engineering assistance, quality equipment, installation guidance! If you are getting less than this now, please give us the opportunity to serve.

*Tony Fasolino*





### *International Transformer Wins NYC Approval*

International Transformer Corporation, of Montebello, California, has received the approval of New York City's Board of Electrical Control. The entire line of dry type transformers through 5000 kva, with primary voltages up to 34kv, has been approved by Underwriter's Laboratories as well.

Behind these approvals is a commitment to quality that runs from original design through final manufacturing.

With the popularity of vacuum switches, transformers are more subject than ever to potential damage by transient voltages. Tests show that a 95kv BIL surge can nearly double its voltage within the windings of the transformer. If a transformer is designed to meet those transients, no damage will result. That's why each ITC unit comes complete with its own transient analysis.

The quality of the design continues in the use of barrel windings. Unlike disk windings, which provide a series of horizontal surfaces that collect dust and debris, the barrel configuration is smooth, so that the natural flow of air around the coils keep dirt out.

Manufacturing continues the emphasis on quality. Windings are heated and subjected to a five millimeter vacuum, then impregnated with polyester at a pressure of 60 psi. These parameters are documented for each unit, and subject to constant verification by UL.

What does that mean to you? If you specify, buy, or install dry type transformers, it means you can have a unit with third party approval, with the moisture resistance of a cast coil transformer, the superior cooling of a conventional dry type. *And you can have it all for the price of a standard transformer.*

The reason is simple: it doesn't cost any more to build a transformer right. It just takes know

how and a real commitment to quality. The best way to see it for yourself is to visit our plant, near Los Angeles.

You'll see a clean plant, computerized design facilities, and skilled IBEW workers. Can't make it to the plant? *Buy an ITC transformer and see for yourself!*

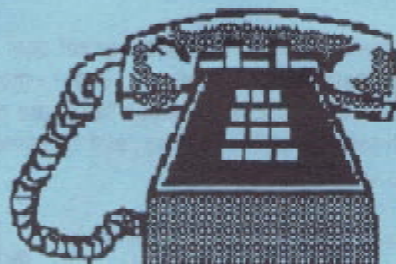
### *R.P.I. In the News*

As a graduate of Rensselaer Polytechnic Institute (Class of 1950), Tony Fasolino has gotten used to dismal sports reports from his Alma Mater.

Never the less, R.P.I. did make it into a recent issue of *Sports Illustrated*. While "not known as a powerhouse of collegiate sports," the magazine reported, Engineers do have an intimidating cheer:

E to the x, dy, dx,  
E to the x, dy  
Cosine, secant, tangent, sine  
3.14159  
Square root  
Cube root  
Log of pi  
Disintegrate 'em  
R.P.I.!

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### *NEC Changes Affect Heater Cable Design*

The 1987 National Electric Code includes revisions on heating cable design that could be a very expensive surprise. Paragraph 427-22 requires GFI *unless* cable has a metal covering.

If you are installing a mineral insulated cable, the continuous sheath eliminates the need for ground fault protection. If you are using a plastic jacketed cable, consider adding a metal braid. In many instances, the extra cost of the braid is less than the cost of GFI breakers.

Use of a braid will eliminate the potential for future problems if breaker changes are made after the original cable installation.

**Some manufacturers require the use of GFI breakers at all times, whether the cable is braided or not. This represents a significant hidden cost!**

Nelson cables and terminations do not require a GFI when they are supplied with a metal braid. And we've got a mile of braided cable in local stock for *FAST* shipment to your job.

Remember -- it's the **installed cost** of the heater cable that counts. And you can count on A.E.F. Sales to keep that cost down... with the right products and the right service!

### *Getting in Touch with A.E.F. Sales Engineering*

On the bottom right corner of the preceding page, you'll find our phone and fax numbers.

You can send a fax any time -- 24 hours a day. If you call, our switchboard hours are 9 to 12 and 1 to 5 on regular business days.

Your message will be taken by a real, live, human being. If your sales rep is not in, the message will be forwarded to him as soon as possible.

If you want to check on the status of a shipment, or lead time on a particular product -- just ask. There's a good chance your question can be answered on the spot. If not, your rep will know what you need and can get back to you sooner with an answer.

A list of our principal companies and their products are shown at the bottom of this page. **Brand new for A.E.F. Sales is Lortec. This fine company make UPS systems so reliable they come with a twenty year guarantee! LOTS MORE ON LORTEC IN OUR NEXT ISSUE!**

*Cats are smarter than dogs. You can't get eight cats to pull a sled through the snow.*

**LORTEC POWER SYSTEMS/Uninterruptible Power Supplies**  
**R.E. UPTGRAFF/Liquid Filled Transformers to 10,000 kva**  
**INTERNATIONAL TRANSFORMER/Dry Type Transformers**  
**PACE/Automatic Transfer Switches, Generator Switchgear**  
**ELECTRIC POWER SYSTEMS/Motor Control, Powerhouses**  
**NELSON ELECTRIC/Firestops, Heater Cable, Enclosures**  
**AERO-MOTIVE/Cable and Hose Handling, Tool Balancers**  
**NORBERG INDUSTRIES/Current Limiting Fuses**  
**MYRON ZUCKER, INC./Power Capacitors**

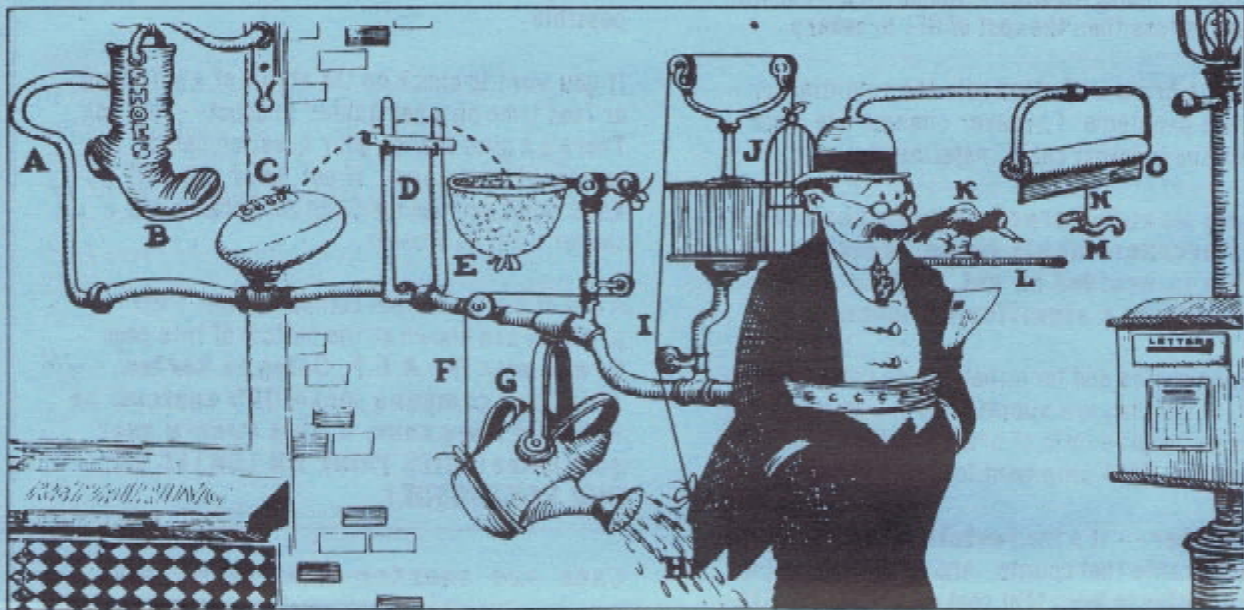
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**In the next issue of F.Y.I. . .**

- Pace Automatic Transfer Switches Chosen for Ellis Island
- Firestopping: What in the **NEC** is going on?
- Lortec UPS Systems



*If this looks like the one line diagram of your UPS system, maybe you should give us a call. **LORTEC POWER SYSTEMS** believes that simpler is better. And they've got the data to prove it. See the whole story in the next issue of **F.Y.I.** or give us a call!*

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