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# aef/fyi

SUMMER  
2000

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A.E.F. SALES ENGINEERING COMPANY Mamaroneck, NY (914) 698-0432 F 8-7279



"America's  
Favorite Newsletter"

July 2000



HAPPY - BRAVE - NICE

Our 36th Year

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**THE ONE AND ONLY CENTRAL MOLONEY**  
*Why should all your single phase distribution transformers come from Arkansas? Here's why.*

**A BLESSED EVENT**  
*The newest addition to Nelson's CM Family is a chip off the old block. But what can it do for YOU?*

**MUTINY ON THE BOUNTY**  
*A brief (make that very brief) look at the true story.*

**ASK BERNADETTE**  
*Our readers have questions Bernadette has answers. Wisdom and hope for a weary world from the Helpful Holstein.*

**FUN WITH SCIENCE!**  
*Amaze your friends with an exclusive FYI optical illusion.*

## The Central Moloney Difference

*"Single phase distribution transformers? They're all the same. What's so special about Central Moloney?"*

What's so special about Central Moloney? Well, if you've got a minute, we'll give you a look around.

**"I'd Like to Speak to the Owner, Please."** At Central Moloney that's no problem. Since all salaried employees have an ownership position in the company, almost anyone you talk to is a part owner. That goes a long way to explaining why everyone works so hard to get things done right---after all, it's *their* company.

**Not a Subsidiary of Anybody. Period.** In 1994 senior management and key employees teamed up to buy Central Moloney from its' corporate owners. That means that decisions get made right here. The people that *own* the company *run* the company; they call the shots, they make the decisions. Not long ago the production people felt they needed new welding machines. In your typical Giant Conglomerate, Step 1 would be a request to management. Step 2 would involve management putting together charts, graphs, and piles of paper to present to Corporate. Step 3 involves going hat in hand to Corporate, trying to explain to some bean-counter what a welding machine is and why you need them. Step 4 is waiting, and hoping: hoping that Corporate thinks your welding machines are more important than what's on all the *other* corporate divisions' wish lists. You know the drill.

Not at Central Moloney. When they decided the welding machines were needed, they just went ahead and had 27 top-of-the-line new ones installed. (*Jealous, aren't you?*) Same thing happened when they felt that having their own in-house short circuit test facility would give them the important ability to easily audit both new and existing designs---they just built it.

*(Continued on 2)*



**Ain't she a Beaut?**

An important Announcement from Nelson . . .

## It's a Little Genius!



The fine folks at Nelson Electric are happy to announce a new addition to their already wondrous family of Control and Monitoring Systems: the CM-2001. While Nelson's CM-1 and CM-2 systems have been doing the job of monitoring and controlling critical heater circuits for years, some customers felt left out. Plants that had only a few circuits that needed that kind of critical oversight found that the CMs were great, but just too darn big. Others, facilities with vital circuits that were remote or tough to access also had unmet needs. For them the new CM-2001 is *The Answer*.

Despite it's petite size (10"H x 8"W x 6"D, and a mere 25 pounds) this little baby is tough; it's environmentally hardened so it's ready to handle any location in the plant, and can be wall or rack mounted. This little sweetheart can even be installed in Division 2 hazardous locations without modification. OK, it's rugged, but is it *smart*? Glad you asked.

**It's a Little Genius.** For starters, it's already talking. With its 2 line, 32 character alphanumeric LCD display it uses plain English prompts for easy set-up and operation. Once set, it watches over it's circuit like a little hawk, constantly monitoring temperature, voltage, heater current, ground fault current, and maximum and minimum temperatures. It has separate alarm and trip settings for ground leakage current, so it lets you know about developing faults *before* there's a circuit interruption. But wait---there's more.

*(Continued on 3)*

## memo from Peter Fasolino

*He who befriends donkey  
can expect to be kicked.*  
Charlie Chan

*Before you criticize  
someone, you should  
walk a mile in their  
shoes. That way when  
you criticize them you'll  
be a mile away and you'll  
have their shoes.*  
Unknown

*ME'NE, ME'NE,  
TE'KEL and PAR'SIN.*  
Daniel 5:25b

*Oh Lord, grant that we  
may not despise our  
rulers. And grant, oh  
Lord, that they may not  
act so we can't help it.*  
Lyman Beecher

*Anything's possible.  
But some things are  
very unlikely.*  
Dooms Madigan

*There is no rascal who  
cannot, if he tries, find  
rascals in some respects  
worse than himself, and  
who consequently can  
find reasons for pride  
and self-satisfaction.*  
Leo Tolstoy

*If at first you DO  
succeed, don't take  
any more chances.*  
Kin Hubbard

If you have one of those toaster ovens with a glass door, maybe you've noticed this: when you put the bread in and turn the toaster on, the elements heat up but nothing much seems to happen to the bread --- until the last few seconds, when suddenly it turns golden brown.

The last few weeks here at AEF Sales have been very much like those last few seconds in the toaster. All the energy we've been putting into our information systems for what seems like forever is suddenly coming together in ways that would not have been possible a short time ago, and would still not be possible for us without the energy and resources we've invested in the past. The key to all of this has been the internet (for which we thank Al Gore every single day!), and the availability of high speed connections.

With AEF team members working out of five different offices, there's no water cooler to hang around and swap the bits of random information that often prove so useful. So we've established an intranet that lets AEFers log on from anywhere and see what's new. An important part of this intranet is our heater cable information base. We've got an almost frightening number of years of heat tracing experience in the company --- over 80 years with our current staff. The knowledge base in our intranet makes all that experience accessible to every member of the team.

We've also begun setting up intranets linking AEF Sales with key customers and the factories we represent, and the response so far has been very positive. Information posted on the intranet is available to everyone, current project specs can be posted and updated, and discussion groups on specific jobs and issues keep information organized and accessible.

We've also begun using the internet for sales automation and customer support. At AEF Sales, we've always tried to work as a team, and now we have the tools in place to do this better than ever. By using these tools, we can become a more valuable partner for both the customers we serve and the factories we represent. Give us a try!

## Central Moloney . . .

**Promises To Keep.** That independence helps when they make a long-term commitment to a customer. Nobody has to worry whether some change in distant corporate winds means that a promise to perform is 'no longer operational'. No worrying about the consequences of any spinning off or downsizing or merging. *Can your supplier of single phase transformers say that?*

**Put All Your Eggs in One Basket, and Then WATCH THAT BASKET!** That's what Mark Twain said, and that's what Central Moloney *does*. Transformers and related components are their ONLY business, which means their ONLY business is serving the electric utility industry. That single-mindedness pays off for their customers. How so?

Well, see if this sounds familiar: "Your shipment is being delayed cause we're waiting on an outside supplier for bushings (or switches, or whatever). We're trying to expedite them, and as soon as we get them we'll be able to complete your units." Now you know why Central Moloney started building their own components in 1970. Eliminating buy-out items means never having to say you're sorry. The Components Operation now occupies its' own 60,000 square foot facility near the main plant, and our customers don't have to listen to excuses.

**Ahead of the Curve.** The willingness to do whatever it takes and the freedom to operate independently keeps Central Moloney at the forefront of the transformer industry. In 1996 they became the ONLY American transformer company with a facility ISO certified for the manufacture of single phase pole, padmount, and underground distribution transformers. (ISO 9002 is now a recognized ANSI standard.)

Another example of that ahead-of-the-curve attitude kicked in when it came to fighting that mortal enemy of transformers everywhere: Corrosion. When EEI proposed tough new guidelines for padmounts, Central Moloney was first to meet them---even before the guidelines became ANSI Standard C57.12.28. Which means that *their* customers were the *first* to benefit. (We could go on and on about all the steps Central Moloney takes to fight corrosion, but we're getting to the bottom of the page.)

There's a bunch of reasons why your life could be a whole lot easier if Central Moloney was supplying all your single phase transformers. Let's talk.

### WARNING SIGNS

**DANGER**

ANY PROMISES WE MAKE  
MAY BE OVERRULED  
BY CORPORATE

**CAUTION**

NO BINDING  
DECISIONS MADE  
AT THIS LOCATION

*If your supplier of single phase  
transformer is part of some Giant  
Conglomerate, these warning signs  
should be prominently posted.*

# Bernadette

## The AEF Sales Answer Cow

Guest Columnist



*Bernadette is a Registered Holstein, and a Notary Public.*

DEAR BERNADETTE:

I'm responsible for a pretty big heat tracing system. Some of it's freeze protection, some of it's viscosity control, some of it's self-regulating cable and some of it's MI. The critical lines are all under the tender loving care of a Nelson CM-2 system. So far, so good, but they just added a new pumping station, a thousand feet away from anything else and a real pain to get to, and, you guessed it, it's CRITICAL and needs to be monitored. Is there a simple way to do it? Please say there is. S.W.

DEARS.W.:

There is. And by an amazing coincidence, there's a whole article in this issue on it. Nelson's new CM-2001 single point circuit management system, is exactly what you're looking for. I wish all life's questions had such easy answers!

DEAR BERNADETTE:

I just bought some material that I needed in a hurry. The supplier had the material in stock and shipped it right away, which was good. But when I got the invoice, complete with 'special handling fee' and outrageous freight charges, well I figure I was taken. Any way to avoid this kind of treatment? C.F.

*Need Help? Don't fret, ask Bernadette. E-mail her: [bernadette@aefsales.com](mailto:bernadette@aefsales.com)*

### AEF-IBEW CONNECTIONS



Central Moloney is an IBEW shop.  
LOCAL 1658, Pine Bluff, Arkansas

Nelson Electric is an IBEW shop.  
LOCAL 584, Tulsa, Oklahoma

AEF Sales Founder Tony Fasolino  
IBEW Member since 1940  
LOCAL 501, White Plains, New York  
(Now part of Local 3)

communications capability. This lets the CM-2001 report all its valuable information to a remote PC, and allows plant personnel to monitor and control the CM-2001 from the PC, even changing set-points and alarm settings, without having to climb who-knows-where to get at the actual CM unit. (This communication is via an RS485 MODBUS, a standard feature. And the wiring is plain old 18 gauge 2 pair twisted, shielded connection cable.)

**Family Values.** The WHOLE CM FAMILY shares this same ability to communicate. (That's so important, don't you think?) The CM-1, the CM-2 and now the CM-2001 can all work together, letting the customer monitor and control all their heat trace circuits from one PC. *Why shouldn't you have all that information on your PC?* Call now. Operators are standing by.

DEAR C.F.:

Yes, buy whatever you can from AEF Sales. There's NEVER any special fees, and they show you the freight charges are right on your quote, so you can decide how to ship it, and never have any nasty surprises. OK? And believe it or not, most orders ship the same day they're placed. Cool, or what?

DEAR BERNADETTE::

What is the altitude of Mexico City? L.M.

DEAR L.M.:

Mexico City is on the ground.

*FOR ALL MY READERS: Thank goodness for e-mail! I'm actually finishing this column while sitting at my table at Ristorante San Andrea on the Piazza Duomo in Amalfi, Italy. The meal (spaghetti con vongole) and the wine (a local red) were superb, and this may be the most beautiful spot in the world. Behind me is a masterpiece, the thousand year old Cathedral with its wide, 62-step stairway; to my left, the Gulf of Salerno. In the piazza a fountain, cafes, Vespas, people, dogs, and life. (A Vespa carrying two people and a dog just went by.) On a corner near the restaurant a universal grandmother fusses over every baby that passes by, sometimes borrowing one and bringing it to show to friends across the way. Now a small celebration: Forza Napoli (the local soccer team) has won a crucial game, and the victory must be celebrated with flags, signs, and team jerseys. Above me, people on balconies watch the show.*

*If your circumstances permit it, please do try to get to Amalfi. (Best to wait till after the summer.) You won't regret it, and you'll never forget it. Ciao!*

## Little Genius . . .

The Programmable Auto Test cycle automatically checks heater operating current and ground conditions, allowing problems to be detected (and fixed) before the heating system is needed. If you've got critical lines that are freeze protected, and a problem has cropped up, you'll know about it in July when it won't be an emergency, not at the end of October. Better that way, *n'est-ce pas?*

**Communication is Key.** Anybody who's seen *Cool Hand Luke* knows that a failure to communicate can have sad consequences, and the designers of the CM-2001 have all seen *Cool Hand Luke* at least a dozen times. The result: the CM-2001 was given the gift of Nelson's *CM.comm* PC based

### Doing Business in China?

*Yan Jia, a 29 year old mechanical engineer from Szechuan Province is seeking a position in NYC area. She has a Master's Degree, superb computer skills, and is fluent in Mandarin and English. You can reach her at [jiay@clarkson.edu](mailto:jiay@clarkson.edu)*



*Pretending that you believe a liar is also a lie.*  
Arthur Schnitzler

*Nothing is impossible for the man who doesn't have to do it himself.*

Weiler

*Whatever you eat will kill you if you live long enough.*

Jim Wood

*Man has always assumed that he was more intelligent than dolphins, because he has achieved so much -- the wheel, New York, wars and so on -- while all the dolphins have ever done is muck about in the water having a good time. But conversely, the dolphins have always believed that they were far more intelligent than man, for precisely the same reasons.*

Douglas Adams

*Whenever I hear someone arguing for slavery, I feel a strong impulse to see it tried on him personally.*

Abraham Lincoln

*Too many people know the price of everything and the value of nothing.*

Elbert Hubbard

*The older I get, the more I listen to people who don't say much.*  
Germain G. Glidden

# Mutiny

In December of 1787 the HMS *Bounty* sailed from England, headed for Tahiti, to collect breadfruit trees and bring them to the West Indies. The *Bounty* was under the command of Capt. William Bligh; Fletcher Christian was First Mate.

They arrived in Tahiti the following October, and spent five idyllic months there. On April 4, 1789, the hold full of breadfruit trees, Capt. Bligh and crew set sail for the West Indies. By April 28th Christian and twenty-five of his shipmates had decided that life in a tropical paradise was preferable to life with Capt. Bligh. Bligh's abusive and overbearing manner played a part in the decision to mutiny; Bligh himself felt that the mutineers had just decided that they could live happier lives in Tahiti than they could ever hope for in England---and that the Tahitian women had factored into the crew's actions

In any case, Capt. Bligh and eighteen loyal crew members were set adrift in the *Bounty's* longboat, with a little water and less food. While Bligh may not have been Mr. Congeniality, he proved to be one heckuva sailor. Two months later Capt. Bligh and his men landed safely in the East Indies, after a voyage of 3,600 miles.

Fletcher Christian and the mutineers headed back to Tahiti, where sixteen of them stayed, pursued happiness, and disappeared from history (except for three who were found, taken to England, and hanged). Christian and the others, along with some Tahitian men and women, set sail in the *Bounty* and eventually landed on uninhabited Pitcairn Island, 1300 miles southeast of Tahiti. They stripped the *Bounty* and burned it. When some American whalers landed there ten years later, only one of the mutineers was still there alive. He claimed that there was a falling out and that his shipmates had all died. No one knows for sure what happened, but to this day Pitcairn Island is inhabited by descendants of the mutineers and their Tahitian wives.

Captain Bligh resumed his naval career, and became an Admiral.

Moral: *Don't plan on spending five months in Tahiti unless you want your life to change completely.*

# Backwords

## Sad Goodbye

There's plenty of transformer tears shed when a new Utegraff transformer is loaded onto a truck to be shipped to a customer. How come? Each Utegraff transformer knows that only a tiny percentage of them (0.4% to be exact) will ever come back for warranty repair. Sad for transformers who'll never see home again, but good news for Utegraff customers.

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George Harrison, the youngest Beatle, is fifty-seven. Ringo is sixty, as John would also have been. Paul is fifty-eight. (Will you still need me, will you still feed me, when I'm sixty-four?)

## Stupid Science Tricks

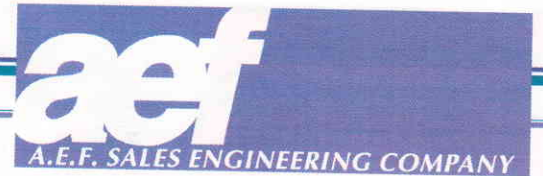
In 1918 the Spanish Influenza killed some 20 million people around the world. Now scientists at Oxford University are planning to reconstruct the virus to find out what made it so deadly. They promise to conduct the experiment in "the strictest possible containment."

## Depends On What the Meaning of 'Is' Is

Last spring twenty-five students at San Diego State University got an 'F' for cheating on their final exam. The students, who made up almost a third of the class, were caught in a sting operation set up by a suspicious professor. The class was a course in Ethics.

## These Guys Are Nuts

Nelson's CM-1 Control Panels are so popular with customers that lead times have gotten longer. But since AEF's customers sometimes need them faster, we're putting some of these beauties into our Amazing Local Stock. (Please disregard that groaning sound you hear; it's only our accountant.)



## TRANSFORMERS Central Moloney

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



## R.E. Utegraff Manufacturing

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



## HEATER CABLE & CONTROLS 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 System



## CLEAN POWER PRODUCTS

### Rapid Power Products

Power Conditioners, Voltage Regulators  
Isolation Transformers to 1000kva  
Rectifiers, 50kw to 3000kw



## WIRE & CABLE

### Conex Cable

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

## Nehring Electrical Works

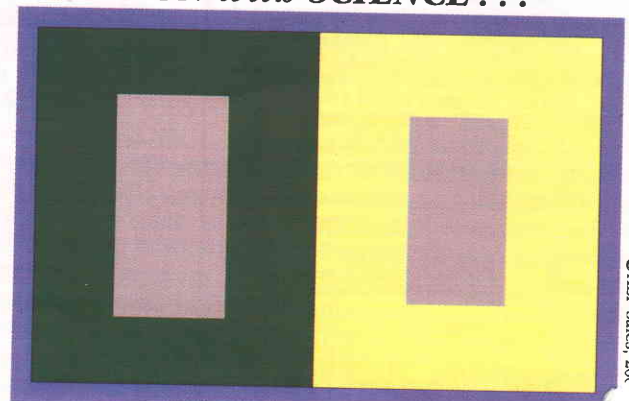
Bare Copper and Aluminum Cable  
Aluminum Clad Cable  
Weather Proof Copper Wire  
Ground Rods & Accessories  
Cathodic Protection Cable



## - EMPLOYER APPROVED -

aef/fyi is Employer Approved  
for on-the-job reading.

## FUN with SCIENCE !!!



Amaze Your Friends!  
The gray rectangle on the left appears to be bigger  
than the gray rectangle on the right, but they are  
**EXACTLY THE SAME SIZE!**