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summer



1999



"America's
Favorite Newsletter"

July 1999



Our 35th Year

CONTENTS:

**SIMME THAT OLD
TIME KNOW-HOW**
*Uptegraff is still building
them like they used to,
with folks who know
what they're doing.*

**THE ONE AND ONLY
CENTRAL MOLONEY**
*If you ever buy single
phase transformers,
you should know about
these guys.*

MILESTONES
*Time passes. Things
happen. These are a
few of them.*

BERNADETTE
*Due to overwhelming
reader demand she's back.
In glorious color, no less.*

SPARTACUS
*The true story of the
slave who took on the
whole Roman Empire
and almost won.*

A World Transformed

When the R.E. Uptegraff Mfg. Company started building transformers back in 1922, it was a different world--- companies that built transformers were run by people who knew transformers; they were staffed by engineers and designers who knew how to design the transformers their customers needed, and they had people in the shop who could build them the way they were designed.

That was Then. This is Now. Things have sure changed. Most every one of those old transformer companies were bought out, spun off, and bought out again by Giant Corporations who went on to standardize, downsize, synergize, and whatever else was in style. The Transformer Divisions are run by Marketing Dudes and Public Relations Persons, who are much more interested in making Corporate Headquarters happy than in making you happy with the transformer you're paying for. Hey, some of these companies can't even give you a *quote* on the transformer you need, let alone actually *build* it.

You Want Fries with that Transformer?

They seem to think buying a transformer is like buying a hamburger--they'll give it to you any way you want it, as long as it's *their* way. Special application? Special tank materials? *Fuggedaboudit!* Sometimes they'll tell you "It can't be done" when what they really mean is "Don't you realize how inconvenient it would be for us to build something like that?" You figure there oughta be a better way to buy a transformer. And there is.

(Continued on page 2.)



**"ASK NOT WHAT YOU CAN DO FOR THEM.
ASK WHAT THEY CAN DO FOR YOU."**



**HAPPINESS IS A NEW CM PADMOUNT
AT HOUSTON LIGHTING & POWER.**

CM supplies Houston L&P with EVERY ONE of their single phase padmounts, and 75% of ALL of their single phase transformers. (Action figure and vehicle sold separately.)

Independence Day

While most of the USA celebrates Independence Day on July 4th, for the folks at Central Moloney the celebration actually comes on January 28. That was the day, in 1994, when senior management, key employees, and several rep organizations teamed up to buy Central Moloney from its corporate owners. Since then they've used that freedom to make independent decisions that have helped them help their customers.

Of the People, By the People, For the People.

Transformer People, that is. At Central Moloney, transformers and related components are their ONLY business. Which means that their ONLY business is serving the electric utility industry. Which they can do better because all the decisions get made on the spot, by the Transformer People who own and run the company. When they need welding robots, they get welding robots. When they need new winding machines, they get new winding machines. There are no presentations to Corporate Bean Counters with charts and graphs, no need to explain what winding machines are or what they're used for. That's good. (Continued on page 3.)

*It is not wise to argue
with a fool, because
someone may come by
and not be able to tell
who is who.*

Bernard Meltzer

*As a general rule, people,
even the wicked, are
much more naïve and
simple-hearted than we
suppose. And we
ourselves are too.*

Fyodor Dostoyevsky

*Return your sword to its
place, for all those who
take the sword will perish
by the sword.*

Matthew 26:52

*Life is not lost by dying;
life is lost minute by
minute, day by dragging
day, in all the thousand
small uncaring ways.*

Stephen Vincent Benet

*I wish that people
who have trouble
communicating would
just shut up.*

Tom Lehrer

*We live in troubled and
uncertain times, but I am
feeling good --- about
myself; about my
homeland; about all the
nations of the earth;
and yes, about the future
of humanity. And I will
tell you why: I'm on
painkillers.*

Dave Barry

*Una mane non si lava,
senza l'altra mane.*

Mema

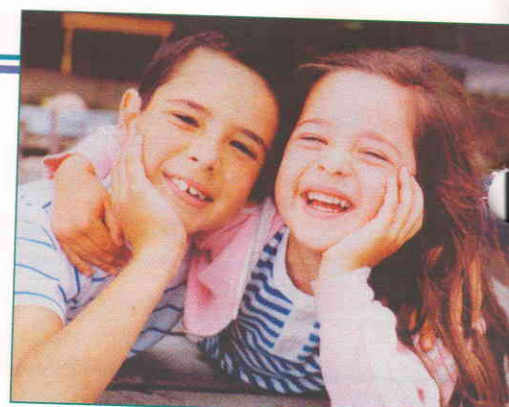
MILESTONES

The Graduates. Not one, but two graduations in the AEF Family this year. Pietro Fasolino, Number One Son of AEF's Mr. Pete, graduated from Flagler College in St. Augustine, FL. And Jo Fasolino, Mr. Pete's Number One Daughter, graduated from Rye Neck High School in Mamaroneck, NY. She'll be headed for Muhlenberg College in Pennsylvania, where she'll pursue her academic career and her field hockey goaltending career. *Congratulations!*

5000 Miles. AEF's Mr. Pete started running on January 1st, 1994, and on April 7th of this year he hit the 5000 Mile Mark. According to reports, after about 3,000 miles he came to an ocean, so he turned around, and kept running. We have no idea where he is now, and he is no longer under warranty.

Retired. In a very sneaky move that caught us completely off guard, Nelson Electric's Sharon Talbot called it a day in March. We were shocked to learn that her retirement came after 31 years with Nelson. (Time does speed up--- each decade goes by exactly twice as fast as the one before.) It also reminded all of us here at AEF Sales how much we depend on some pretty great folks at the companies we represent. Our thanks to them all. And the best of everything for Sharon and Bill.

Gamblers. What were AEFers Ed Chociej and Fred Eigenrauch up to last month at Foxwood Resort Casino in CT? It was all business. Really. They were there for an IPM Industrial Power Group meeting. IPM builds the World's Only Industrial Strength UPS Systems, designed for tough, blue collar industrial environments, not some cushy office. (If you put any other UPS in a tough environment, you lose.)

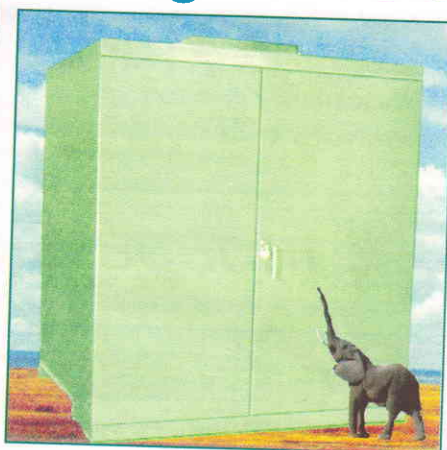


ONLY YESTERDAY: Pietro and Jo Fasolino in a photo taken about two months ago, or 1985. *Tempus fugit.*

-PRAYER-

Dear God, so far today I've done all right. I haven't lost my temper, or been greedy or grumpy or nasty or selfish. I'm really glad about that, but in a few minutes, God, I'm going to get out of bed, and from then on I'm probably going to need a lot more help.

Uptegraff . . .



CONSIDER THE IMPLICATIONS.
*If it takes a Gigantic Padmount to
solve your problem, we'll build it.*

A transformer spends a short time in the factory and a long time in your plant, refinery, or vault, so it should be built the way *you* want it built. And besides, it's *your* money.

To be responsive to your needs a company needs management that understands transformers. For all of its' almost eighty years in business, Uptegraff has been a family-owned, independent company. They're responsible to you, the customer, not some mega-corporation a thousand miles away. But what does that get you?

It Gets You What You Need. For a utility in the south, that means GIGANTIC padmount transformers, as big as 12 mVA, with voltages up to 43.8 kV. Didn't think anyone built padmounts that big? Uptegraff does, cause their customer needs them. They're used instead of typical substation transformers. Take up less space, so the utility doesn't have to buy as much property to locate one. Need less other structure, like fencing. No overhead structures either, since everything comes in and goes out underground. Cool, or what?

One east coast utility had severe corrosion problems with submersible transformers; so they wanted all their submersibles built with stainless steel tanks and fittings. Fabricating the tanks is tough, since welding stainless steel is tricky business, exactly the kind of thing most transformer companies want to stay away from. Uptegraff builds them exactly as specified. (Yes, they cost more than similar units in standard tanks, but the customer found that, no matter what kind of fancy paint finish they tried, once the painted surface got scratched, corrosion got a toehold and the life of the transformer was cut. They figure the extra cost of the stainless is more than offset by the longer service life of each transformer, and by the reduced number of costly outages and change-outs.)

What's Eating YOU? What would it take to solve your problem? Copper windings? Two transformers in one tank? A disc wound unit? A transformer and network protector in one padmounted unit? A zig-zag transformer? An air core reactor? A portable trailer-mounted transformer? There's a company that will listen to what you need; a company that will build what you want, they way you want it. That company is R.E. Uptegraff of Scottsdale, PA, and your local contact is (surprise, surprise) AEF Sales.

Bernadette

The AEF Sales Answer Cow

Guest Columnist



Bernadette is a Registered Holstein, and a Notary Public.

DEAR BERNADETTE:

What's the best kind of heater cable? I want to use the best for a job I'm working on, but different people are telling me different things, and I don't know who I should listen to. *Help!* L.K.

DEAR L.K.:

You poor thing! I know it may seem overwhelming, but let's clear away some of the confusion. First, there isn't really a 'better' type of heater cable in a general sense, but there *may* be a 'better' heater for your specific application. The self-limiting cable cable you used maintain process temperature on your last job may be the right answer for temperature maintenance on *this* job. Or it may not. If the pipes need to be kept at much over 250 degrees, or if they'll be exposed to much higher temperatures, the plastic cable won't cut it. The right answer this time may be an inconel-sheathed MI cable, that can take the heat. Or the best answer might be a combination of cable types, with a control system that can handle them both.

There are many variables that need to be considered. Are there environmental factors which could shorten the life of one type of cable? In short, which is the right cable type (or types) for *this* job?

So where can you get straight answers? I'm trying to put this as delicately as possible, but there are humans who will say *anything* to get what they want. (Think Eddie Haskell with Mr. and Mrs. Cleaver, or perhaps the President of a famous country.) The straightest answer will come from someone who has

every type of cable to sell, so they can afford to be objective. (*Like AEF Sales.*) Someone who's honest and knows what they're talking about. (*Like AEF Sales.*) Experience counts, so find someone with lots of experience. (*Like AEF Sales--they've been doing this for 35 years.*) Why not call them now? TTFN.

DEAR BERNADETTE:

I've got a problem with Japanese beetles eating my rhododendrons. Do those Japanese beetle traps really work? M.T.

DEAR M.T.:

Yes, they work. However, they attract more beetles than they capture, leaving you with more of them dining on your shrubbery than before. A better idea may be to pass those traps out as gifts to your neighbors! Let me know how you make out! *Ciao!*

DEAR BERNADETTE:

What is it with these millionaire balloonists? Every time I turn on the news there's another one going somewhere. What gives? T.O.

DEAR T.O.:

What gives, dear reader, is egomania. My soul is grieved when I ponder the millions and millions of dollars these people spend to gratify their egos; surely there are more worthwhile ways to spend money. My soul is further grieved when I ponder what happens when these, what shall we call them, fools, end up in trouble, and non-millionaire humans risk life and limb to save them. Did you know that the U.S. Coast Guard spent over \$100,000 saving two millionaires off the coast of Hawaii? I would have sent them a bill for it, but that's just me. *Coraggio!*

*Questions? Problems? Anxiety?
Don't fret, ask Bernadette. Write to her
c/o AEF Sales, P.O. Box 295, Mamaroneck, NY. 10543.*

Central Moloney . . .

Promises, Promises. The same sort of thing happens when they make a promise to one of their customers. When they make a long term commitment to a customer, no one has to worry about whether some change in distant corporate winds will change CM's direction. In a world of constant mergers, restructurings, and downsizings, can *your* supplier of single phase transformers make those kind of promises?

Who Cares? Who cares the most about how a business is run, the person who owns it or the person who 'just works there'? Who gives you better service, the owner of a store or the kid who works a couple of hours in the afternoon? The owner, right? Well, since all salaried employees have an ownership position in Central Moloney, almost anyone you talk to has a proprietary interest in making sure you're a satisfied customer. If you think that should make a big difference in how things get done, you're right.

AEF Sales has represented Central Moloney since 1989. If your requirements include single phase polemounted, padmounted, or submersible transformers, or if you need a reliable source for components (including bushings, tap changers, wildlife guards, bayonet fuse drip shields and the like), give us a call. And watch future editions of aef/fyi for exciting future developments.

*The following is a test of cutting edge interactive newsletter technology. Please report any unusual results to:
aef/fyi c/o AEF Sales
Att: Janet Reno*

PRESS
THIS



See
What
Happens!

A mind becomes a detriment when it acquires more intelligence than its integrity can handle.

Cullen Hightower

If you drink much from a bottle marked 'poison', it is almost certain to disagree with you, sooner or later.

Alice

Where there's law there's injustice.

Leo Tolstoy

The nation should have a tax system which looks like someone designed it on purpose.

William E. Simon

The wise elephant does not seek to ape the butterfly.

Charlie Chan

There's movies today I wouldn't let Trigger see.

Roy Rogers

Be open-eyed to the great wonders of nature, familiar though they be. For men are more wont to be astonished at the sun's eclipse than at its unfailing rise.

Hayim Luzzatto

What we think or what we believe is, in the end, of little consequence. The only thing of consequence is what we do.

John Ruskin

Spartacus

The movie *Spartacus* was based on a real human being. The real Spartacus was born in northern Greece sometime around 50 B.C. A herdsman, he was captured and enslaved by the Romans, and sent to a school for gladiators near Naples, to be trained to fight and kill for the entertainment of the Romans. In 71 B.C., seventy-eight of the gladiators-in-training escaped, and established a stronghold on the slopes of Vesuvius. They selected Spartacus as their leader, a man known not only for his high spirits and bravery, but for his understanding and his gentleness. His only goal was freedom.

He issued a call to all the slaves in Italy and soon had an army of 120,000 men. He taught them to manufacture their own weapons, and to fight with such discipline that for two years he defeated every force sent to subdue him, and gained control over much of central and southern Italy.

His plan was to march northward, crossing the Alps, at which point each of his men were to go their own way. News of his victories had put hope in the hearts of the slaves of Rome, and fear into its' leaders, so an army led by Cassius was sent to stop him; Spartacus decimated it. Another Roman army blocked the route to the Alps. But there was now no army between Spartacus and Rome; nothing to stop him from marching into Rome itself.

Since Spartacus sought only freedom, not an empire, he and his men turned south, hoping to make it to Sicily or Africa. By this time, however, Roman forces were being brought from as far away as Spain to destroy him. With no hope of victory against such overwhelming forces, Spartacus led a final, hopeless, attack. He plunged in amongst the Romans, was struck down and, unable to rise, continued to fight on his knees, until they finally killed him.

Backwords

Bureaucratic Nightmare

What if you need some heater cable NOW, since the insulator is right on your tail, but the folks in your office take two weeks to generate a PO? Are you toast? Not if you're a customer of AEF. We recently shipped some urgently needed cable and controls to one of our contractor customers and saved the day. The purchase order came in the mail, two weeks later.

The New You

Every one of the cells lining your intestines are replaced every few days. All twenty billion of your red blood cells are replaced every four months. According to one recent scientific estimate, by this time next year 98% of the atoms in you right now will have been replaced by other atoms that you take in air, food, and drink. *Mangia bene!*

Exit Strategy

The year was 1900. English playwright Oscar Wilde lay dying in a small room in a run-down hotel in the Latin Quarter of Paris. Taking a long look around the shabby room, the man famous for his wit uttered his final words: "Either this wallpaper goes, or I go."

"Dear Valued Customer"

You know it's bad news when the letter from your utility starts off like that. But that's the bad news the 5000 Manhattan users of DC power got from Con Ed. The charges for DC power are going Way Up. Best way to avoid those charges without going crazy replacing every DC motor you've got? Call AEF Sales for a rectifier to change AC from Con Ed into the DC your building loves.

Made His Mother Proud

In the 19th century, James McNeill Whistler was one of America's best known, and most successful painters. But he didn't start out to be a painter. He was enrolled at West Point in 1854, until he failed a chemistry exam so badly that he was kicked out. Years later he reflected: "Had silicon been a gas I would have become a major general."

aef

A.E.F. SALES ENGINEERING COMPANY

TRANSFORMERS

Central Moloney

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

R.E. Uptegraff 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 & Control System

UPS SYSTEMS

IPM Industrial Power Group

On-Line UPS 600va to 300kva
Specialty Inverters, Battery Trackers

CLEAN POWER PRODUCTS

Rapid Power Products

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

WIRE & CABLE

Conex Cable

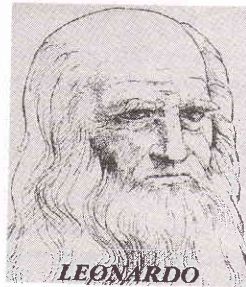
Aluminum Clad Shield Wire, Guy Wire
Messenger Wire, and ACSR/AS (AW)

Nehring Electrical Works

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



- IN OUR NEXT EXCITING ISSUE -



LEONARDO
Invented Nelson's fantastic
CM1 Monitor System and
CM2 Control System.
He also painted.

When folks get to see Nelson Electric's CM-1 and CM-2 Heat Trace Monitoring, Management and Control Systems in action, they're impressed: "Must have taken a genius to come up with that," they say. Well, they're right. Because those fabulous systems, which continually check every controller and heater in your plant, 24/7, and let you know if there's a problem before it becomes a PROBLEM, are actually based on designs by LEONARDO DaVINCI. These systems, which work with a type of heater cable, can be designed into your new system, or retro-fitted into an existing system. We'll look at Leonardo's original sketches, from his spiral notebooks, recently discovered in his gym locker at Florence High!

COMING YOUR WAY IN OCTOBER!!