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"America's
Favorite Newsletter"

June 2001



Our 37th Year

CONTENTS:

PLANNING AHEAD FOR NEXT WINTER

Not a pleasant subject, we know, but a few minutes now will help make your future brighter. Read on.

SPARE PARTS

The solution to a problem Central Moloney faced back in 1970 says a whole lot about them, and about their commitment to their customers. (Plus a sneak peak at the Next Phase.)

SHOOTOUT AT THE O.K. CORRAL

The most famous gunfight in the history of the West. The true story, including team rosters and an epilogue.

PLUS BERNADETTE

The World's Most Famous Answer Cow. In a world where nobody seems to know what they're doing anymore, Bernadette offers reassurance and common sense.

Be Smart and Plan Ahead for Next Winter

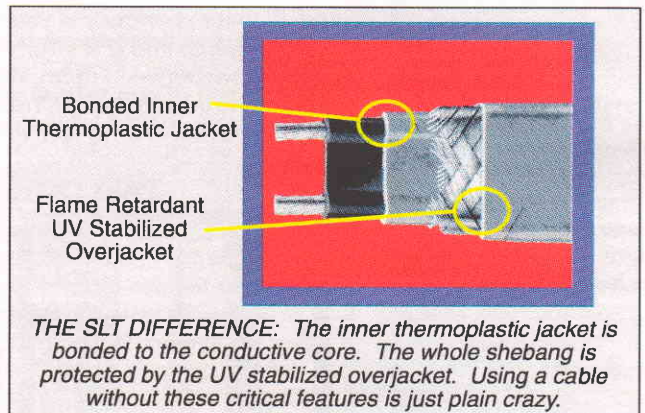
OK, OK, the weather's beautiful and who the heck wants to think about how ugly last winter was. But give us just a couple of minutes to review some important information, and then we can all head out for pina colodas on the terrace.

We had more ice and snow last winter than we've had in quite a while, and more damage caused by snow and ice building up on roofs and in gutters. While we can't do anything about damage incurred last winter, we can help keep you smiling *next* winter, come what may.

Nelson Electric's type SLT heater cable is specifically designed for installation on roofs and in gutters to get rid of snow and ice *before* they cause problems. And from historic Trinity Church in downtown Manhattan, to the modern glass-and-steel behemoth of JFK's new Terminal 1, Nelson's SLT is the heater cable of choice for this demanding application. Here's why.

Tough Neighborhood. Remember, this is a pretty demanding application: these poor cables have to spend their entire lives in places where they're exposed to sun and water twelve months a year. If they're not built to last, they won't. It's that simple.

Nelson designed this cable to stay on the job. It's got a cable overjacket of flame-retardant, UV stabilized polyolefin, so it won't age prematurely from all that sun exposure. OK, says you, that takes care of the sun, but what about water? Can't moisture cause real problems for heater cable? Glad you asked. (Continued on 2)



THE SLT DIFFERENCE: The inner thermoplastic jacket is bonded to the conductive core. The whole shebang is protected by the UV stabilized overjacket. Using a cable without these critical features is just plain crazy.

The Sum of the Parts

Central Moloney has been building transformers since 1949, but back in 1970 they faced a problem. The inability of some outside vendors to supply buy-out items (specifically weak-link fuses) on a timely basis meant that production was held up, and shipments to customers were delayed. That wasn't good. At that point, CM could have done one of two things.

They could have started calling customers: "We're sorry, your shipment will be delayed, but it's not our fault, really, and as soon as the parts come in we'll finish building your transformers, and we're sorry but it can't be helped."



**CENTRAL
MOLONEY**

Or . . . or — they could take a drastic step and eliminate the dependence on outsiders by starting up their own components operation, making what they needed themselves. As bold as it seemed, they decided to start making their own parts, and that has made all the difference.

From that start over thirty years ago Central Moloney Components has grown, and grown again. Today it occupies its own 60,000 square foot facility in Pine Bluff, Arkansas, not far from the main plant. And they've become one of the world's major manufacturers of molded transformer and switchgear components. How major? Well, today CMI Components sells more bushings than any other vendor in the United States. And if you add in tap changers, DV switches, weak-link fuses, terminal blocks, L.B. Switches, drip shields, wildlife guards and other products, it gets even more impressive. It's been estimated that the pad or pole type transformer feeding power to your house is 73.4% certain to have some CM components in it, no matter who built it. (EDITOR'S NOTE: We were a tad suspicious of that 73.4% figure, but our undercover investigators have confirmed it. You may have seen them at work, disguised as utility workers, or in some cases, as squirrels.) (Continued on 3)

One of the symptoms of approaching nervous breakdown is the belief that one's work is terribly important.

Bertrand Russell

Facts do not cease to exist because they are ignored.

Aldous Huxley

And he will wipe out every tear from their eyes, and death will be no more, neither will mourning nor outcry nor pain be anymore. The former things have passed away.

Revelation 21:4

We're all different; and we're all a little strange.

Big Lu from New York

All husbands are alike, but they have different faces so you can tell them apart.

Unknown

Progress may have been all right once, but it went on too long.

Ogden Nash

Either everything is a miracle, or nothing is.

Albert Einstein

Maybe everything comes out all right, if you keep on trying. Anyway, you have to keep trying; nothing will come out right if you don't.

Laura Ingalls Wilder

Planning Ahead . . .

Water can cause BIG problems for heater cable, so a cable has to be extra tough to live in a gutter. Nelson's SLT has an inner thermoplastic jacket that is extruded over *and bonded to* the core material. That bond is crucial--it keeps moisture from penetrating and then wicking along the core. Other manufacturers' cables without that bonding have an unfortunate tendency to short out and/or start fires when exposed to the constant moisture that life in the gutter entails. That's not good.

Yet It's Gentle to Your Roof. Because SLT cable regulates its power output as a function of temperature, it can't overheat and damage temperature sensitive roof coatings. And since it's a self-regulating cable, it automatically reduces its power output as drainage tunnels are formed in the ice and snow, reducing energy costs.

One More Thing. There's one other thing that makes Nelson SLT the only sensible choice: us, the knowledgeable and lovable members of *TEAM AEF*. We've been at this for thirty-seven years, and all that experience is yours for the asking. Hey, you couldn't find two jobs more different than Trinity Church and JFK's Terminal 1, and SLT and AEF were *The Answer there*. Your job's got to fall somewhere between them, right? So do the right thing--call us today and get those problem roofs and gutters taken care of. Your boss will love you, your children will look up to you, and you'll have the satisfaction of a job well done.

Two Different Problems. One Simple Answer.

Two of the most interesting, challenging, and dissimilar roof and gutter heating jobs to hit the Big Apple in the last few years both had the same Happy Answer.

Trinity Church in downtown Manhattan is an historical landmark. Although today it's dwarfed by its' neighbors in the Financial District, back in 1846 it was the star of the New York skyline. As part of its' recent renovation, it was decided to protect the new roof and restored interiors from water damage due to snow and ice. The areas that needed protecting included the main high roof, two side roofs, and the associated gutters and leaders.

It was decided to use a two zone design, since the south-facing roof areas would require the system to be energized for less time than the north-facing side. Since the church has landmark status, there were some additional and unique requirements to minimize the visual impact of the installation from the street, and from neighboring high rises. And the only access to the main roof was via a circular stone staircase, through which both workers and material had to move.

Tough job? Yes, but AEF worked with the engineer on a design that would handle all the special problems, and then worked with the contractor who installed almost a mile of SLT cable, to make sure everything went just right.

Terminal 1 at JFK Airport is about as different from Trinity Church as it's possible to be: a brand new glass-and-steel structure two football fields long, a modern atrium-like space with over 60,000 square feet of glass roof! An ultra-modern de-icing challenge

with the same Happy Answer as Trinity Church: AEF Sales and Nelson's SLT Cable.

The gutters needed to be heated to handle the run-off from the snow melting on the glass roof. But all those stunning open expanses made it difficult to get power from the electrical closets in the basement up to the roof; and the sheer size of the building added other difficulties: some of the gutters are over 600 feet long! The heater cable layout required extensive tweaking to balance maximum heater lengths with available power locations.

AEF worked closely with the contractor on the final design, which kept changing as the job progressed. Trips to the jobsite to ensure a good installation involved walking around on narrow planking 80 feet in the air over a concrete floor, but hey, if the Flying Wallenda's could do it, so can we: when we go to the jobsite, we go to the jobsite. Try us on your project; you'll like us.



Bernadette

The AEF Sales Answer Cow

Guest Columnist



Bernadette is a Registered Holstein, and a Notary Public.

DEAR BERNADETTE:

In this newsletter they're always making a big deal about how this *TEAM AEF* is always going to the jobsite and climbing around cooling towers or whatever. Why do they think that's so all-fired important, huh? A.R.

DEAR A.R.:

There are several reasons why it's so all-fired important. Firstly, there's more than one way to skin a cat. (No angry letters from PETA, please.) By seeing how the pipe is run, where power is available, and that sort of thing, AEF is able to come up with a bill of material based on the most efficient design possible. Secondly, they're able to make sure that the people who will actually install it have all the information they need to make the job go quickly and smoothly. It's been estimated that on heat tracing jobs, 40% of

the cost is heater cable and controls, 20% is electrical construction material, and 40% is labor. If the guy in the field is left to guess what to do with the heater cable, it's going to take time. (Remember this equation: Time=Money.) And if he guesses wrong he'll need more time, and maybe more material, to get the same job done. Capisce?

DEAR BERNADETTE:

So that 20% for electrical construction material is gonna stay the same no matter what? L.W.

DEAR L.W.:

Not exactly. A good design based on actual installed piping should *save* money by minimizing conduit runs, fully utilizing breaker panels, that sort of thing. Plus, depending on what kind of system you choose, there could be some hidden extras you might not have figured on. (Guess whose pocket *those* will come out of.) BE ALERT! There's a very large heater cable company out there peddling a monitoring system using pipe-sensing RTDs. The wiring for the RTDs has to be in a separate conduit from the power wiring, so choosing this system requires *twice as much conduit* as a Nelson CM1 monitoring system. It's so sad when that happens, don't you think?

Choose wisely, my friend. Ciao!

Need Help? Don't fret, ask Bernadette. E-mail her: bernadette@aeftsales.com

Sum of the Parts . . .

Building their own components meant being in control; eliminating buy-out items means never having to say you're sorry. Beyond just making parts, they used new, technically advanced designs to develop *better* parts, like bushings that were more rugged, and less likely to leak.

If like some *aef/fyi* readers, you are a utility, distributor, repair shop, or manufacturer, it's nice to know that CMI Components has all the parts or pieces you need to build or fix that transformer or piece of switchgear. What's more, if they don't have it, they'll do their best to build what you need, even if it's a bushing for a 30 year old transformer.

But even if you don't do repair or building work that requires components, that decision to start building their own components, and the full commitment that went into it once the decision was made, tells you a whole lot about the kind of company Central Moloney is. When you can buy transformers from an employee-owned company that makes *only* transformers and components, a company with the guts to make the big decisions (and follow through), a company that answers only to you, their customer, and not some Giant Corporate Parent somewhere, why buy from anyone else?

AEF has been proud to represent Central Moloney since 1989. Call us and put AEF and CM to work for you.

SPORTS SECTION

We here at *aef/fyi* have just learned that for some reason there is an NHL hockey team that plays in Atlanta. They are called the Thrashers. If we find out anything else about them we'll let you know. Or not.

Guess What's On This Truck!

(HINT: IT'S CENTRAL MOLONEY'S NEXT PHASE.)



If you guessed a truckload of three-phase padmounted transformers from Central Moloney, take the rest of the day off! Earlier this year, CM announced the addition of three-phase padmounts to its fabulously popular line-up of single-phase pole, padmounted, and submersible transformers, and

HERE THEY ARE!

Naturally they're designed, manufactured, and tested per the latest ANSI and REA standards (you wouldn't expect anything less would you?) After all, Central Moloney has been building transformers since 1949, and in 1996 they became the first American transformer company with a facility ISO certified for the manufacture of single-phase pole, padmounted, and underground distribution transformers.

CAN WE BUILD SOME THREE-PHASE PADMOUNTS FOR YOU?

You can fool some of the people all of the time, and those are the ones you need to concentrate on.
Unknown

Reality is frequently inaccurate.

Hitchhiker's Guide to the Galaxy

Per sogni e per chimere e per castelli in aria, l'anima ho milionaria.

Rodolfo

A person who is nice to you, but rude to the waiter is not a nice person.

Dave Barry

The child of a frog is a frog.

Japanese Proverb

I used to be disgusted; now I try to be amused.

Elvis Costello

What happens to most people is when their first dreams get killed off nothing ever takes its place. The important thing is to keep holding out for possibilities, even if no one ever really makes it.

Bruce Springsteen

He who accepts with a smile whatever the gods may send has mastered most important lesson in life's hard school. Pardon me one moment; I am seeking to achieve the smile.

Charlie Chan

Gunfight at O.K. Corral

Tombstone, Arizona, October 26, 1881. High noon (naturally). Virgil Earp, Tombstone's marshal, along with his brothers Wyatt and Morgan, and their friend Doc Holliday are face to face with some cowboys: Ike Clanton and his brother Billy, and Tom and Frank McLaury. Words are passed, gunfire erupts, and in sixty seconds three men lie dead and three more wounded.

Wyatt Earp was a gambler, a gunfighter, and a lawman who had gained fame as marshal in Dodge City, where his friends included Bat Masterson and Doc Holliday. Holliday was actually a dentist. He had gone West for his health (he had tuberculosis) and found he preferred gambling to dentistry. After that he drifted around the West, gaining a reputation as a gunfighter and a drinker.

By the late 1870's the Earp brothers had all gravitated to Tombstone where they immediately began having run-ins with the Clanton's. Mostly they just plain didn't like each other. The Clanton's and their friends, the McLaury brothers, were ranchers (some said rustlers); men who liked to have fun didn't want anyone telling them anything.

On the morning of the gunfight, Virgil had arrested Ike for possession of firearms within city limits. On the way to the courthouse, Virgil whacked Ike on the head with his revolver. Ike paid his fine and was released. His brother Billy tried to get him to go home, but Ike was mad. The Clanton's and McLaury's hung around Main Street, fully armed, waiting for trouble. Virgil decided to arrest them all, and took along Morgan and Wyatt, and Wyatt's old friend Doc Holliday. When the shooting stopped Billy Clanton and the McLaury's were dead; Virgil, Morgan, and Doc wounded.

Virgil was removed as marshal; a lot of folks in Tombstone felt it was more murder than law enforcement. Two months later a shotgun blast shattered Virgil's arm, and three months after that Morgan was shot and killed while playing billiards with Wyatt. Wyatt and some friends hunted down the men he thought were responsible, and killed three of them. Then, one step ahead of the law, he fled to California, where he supported himself by doing some police work, gambling, and dabbling in real estate. He died in Los Angeles in 1929.

Backwords

GIGANTIC!

R.E. Uptegraff Mfg. is known for building transformers that solve real problems for real people. Not long ago that meant building a Gigantic Padmount Transformer. How big? How 'bout 12mVA, with a 43.8kV primary. They're used like typical substation transformers, but they take up less valuable real estate, and don't need to be fenced in. There's no overhead structures needed, since everything comes in and out underground.

Annie, Get Your Gun!

Annie Oakley was born in 1860, learned to shoot at the age of eight. When she was fifteen she beat a professional marksman in an exhibition. They got married a year later, and toured with Buffalo Bill's Wild West Show. As part of their act, she would shoot a dime out of his hand, and a cigarette out of his mouth. (Don't try this at home!) She'd also do these stunts with dignitaries who attended the show, like Crown Prince Wilhelm. During World War I she gave shooting instruction to American soldiers.

Heroic

A New York City contractor was recently found himself between a rock and a hard place. He needed 1800 feet of a certain type of heater cable, and foolishly placed an order with one of AEF's competitors. He had been quoted "stock to two week delivery", but after the order was placed, that changed to six to eight week delivery. He then cleverly called AEF. We e-mailed submittal cuts to the engineer, shipped the cable from our Amazing Local Stock that afternoon. He had it on the job the next day, and everyone lived happily ever after.

aef

A.E.F. SALES ENGINEERING COMPANY

TRANSFORMERS Central Moloney

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



R.E. Uptegraff Manufacturing

Liquid Filled Transformers to 20mva
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

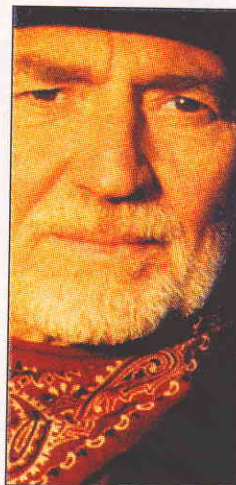
Aluminum Clad Shield Wire, Guy Wire
Messenger Wire, and ACSR/AS (AW) **CONEX**

Nehring Electrical Works

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



- COMING IN THE NEXT ISSUE - TRIBUTE TO WILLIE NELSON



The staffers here at aef/fyi recently voted on the best thing about America, and we came to a unanimous decision: Willie Nelson. So we decided the next issue will be devoted completely to the Red Headed Stranger and nothing else, no electrical equipment, nothing.

His songs are like three-minute-long Steinbeck novels; in fact, the man seems to have stepped right out of one. If you had a fight on your hands, or a bottle of tequila and some time to kill, or if you were facing a rough stretch of road, this is the guy you'd want by your side. Heck, our heroes have always been cowboys.

We might even have a contest and give away some music—who knows? Anyhow, if you've got the money honey, we've got the time.

DON'T MISS IT!