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

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"America's
Favorite Newsletter"

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TEAM AEF



Our 41st Year

CONTENTS:

UPTGRAFF ROCKS!

What can you say about a third-generation, family-owned transformer manufacturer that knows what they're doing and isn't afraid to boldly go where no transformer builder has gone before?

TURKEY LURKEY

TEAM AEF adds somethin' new: complete Turnkey Heat Tracing as only AEF could do it. This could make your life a whole lot easier.

BABES IN AEF LAND

We welcome some special newcomers on page 3 with exclusive photos you won't find anywhere else.

WRONG WAY

One of the great stories from the early days of aviation.

BERNADETTE

Black and white and read all over, readers get common sense answers from The Answer Cow.

What Can Uptegraff Do For U?

EDITOR'S NOTE: Most manufacturing companies today are owned by Giant Corporations that also own a whole bunch of other businesses. So when it comes to distribution and small power transformers it's a lot like that credit card commercial. Can I get a special stainless steel tank? No! Can you paint it per our spec? No! What about.... No!

When they say something can't be done what they really mean is "Don't you realize how inconvenient it would be for us to build something like that?" You figure there's gotta be a better way to buy a transformer, and there is. Read on.



"Ask not what U can do for them,
Ask what they can do for U."

The better way is brought to you by R.E. Uptegraff, an independent, family owned company that's been doing nothing but building transformers since 1926. Roy Uptegraff, Sr. went to work for Westinghouse in Pittsburgh fresh out of high school in the early 1920's, and set out to build transformers on his own in 1926. His son, Roy Uptegraff, Jr. was a graduate engineer, who spent the World War II years helping the war effort in the Applied Physics Lab in Seattle. He returned in 1945 to become the second generation of Uptegraffs.

The third generation is Roy Jr.'s daughter, Susan Endersbe, who runs the company today. (Note: Uptegraff has recently been granted status by New York State as a Woman-owned Business Enterprise. According to Susan the process took over a year, and the file is now 4-1/2 inches thick.) In a recent exclusive interview with *aef/fyi*, Susan talked about Uptegraff, and what makes it unique among power transformer builders.

Susan highlighted the importance placed on the engineering aspects of the company, to the extent that she considers Uptegraff to be "an engineered-to-order" company. (Go to page 2.)



TEAM AEF Turkeys

Wait! Our mistake --- this article is really about TEAM AEF's Turnkey Heat Tracing, a complete package including design, materials, and installation from the friendly Mavens of Heat at AEF.

TEAM AEF has been doing heat tracing projects of every size and description all over New York, New Jersey, and Connecticut since 1964, and we've pretty much seen it all. When we put that expertise to work for you everybody wins.

New York, NY. Some outfits that offer turnkey heat tracing

come riding in from faraway places, figuring New York is about the same as Peoria, only further east. Wrong. Here at AEF Sales we live in New York (and New Jersey) and work here. Same for the contractors we use. We've been part of the New York scene for 41 years. We have good working relationships with contractors we know, who are experienced in heat tracing and who share our work ethic and commitment to satisfying the customer. These are quality local electrical and insulation contractors who we've worked with for years and years. (All union shops -- AEF founder Tony Fasolino was an IBEW member for over 60 years.) And AEF handles all the coordination between trades, so there's never any problem over who is responsible for what. This saves time, money, and agita.

No Waiting. We always have a ton of everything in our warehouse, but for turnkey projects we pre-order anything else we'll need, from special heater cables to custom control panels. The second something is needed on-site, it's there. No excuses, no hold-ups. (Go to page 2.)

*A dog is already ready.
It doesn't matter for
what: Dogs are just
'ready'.*

Dave Barry

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

Abraham Lincoln

*I have called out but you
keep refusing. I have
stretched out my hand
but there is no one
paying attention.*

Proverbs 1:22

*It would be a swell world
if everybody was as
pleasant as the fellow
who's trying to skin you.*

Frank McK. Hubbard

*A man in love is not
complete until he has
married.*

Then he's finished.

Zsa Zsa Gabor

*What's another word
for 'thesaurus'?*

Dooms Madigan

*Our inability to see things
that are right before our
eyes until they are
pointed out to us would
be amusing if it were not
at times so serious. We
are coming to depend too
much on being told and
shown instead of using
our own eyes and our
own brains, which are
likely to be just as good
as anyone else's.*

Laura Ingalls Wilder

What Uptegraff Can Do for U

And in a refreshing break to the *No!* rule that other transformer manufacturer's adhere to, Uptegraff "bends over backwards as much as we can to provide the customer with what he needs. We're willing to go ahead and design things that have never been built, if that's what it takes".

A utility here in AEF Land found out what a difference that can make. Their system relied heavily on network transformers to provide extra reliability in key commercial and industrial locations like shopping centers and hospitals. The loads at these locations are connected through network protectors. The network transformers and network protectors were usually installed in underground vaults; but vaults are subject to flooding, and corrosives like road salt can find their way in and cause damage. Also the vaults are typically very confined, so working in them is more difficult, and less safe.

The utility engineers had a brainstorm: Why not put these units above ground? Have the transformer and protector supplied as a unit? Then they'd have the reliability of a network in a unit that would be as easy to maintain as a padmount. Great idea, but there were some small problems. First off, no such units had ever been built, and secondly, almost no transformer company was even willing to *consider* building them. One company *was* willing, and went ahead with a detailed proposal. (Yup, that company was Uptegraff.) Everything looked good, and the utility ordered them in 1000 and 1500 kVA sizes.

A utility down South wanted GIGANTIC padmounts, as big as 12 mVA. Didn't think anyone built padmounts that big? Uptegraff did, cause that's what their customer needed.. (They're used instead of typical substation transformers: they take up less space, don't need to be fenced in, and everything comes in and goes out underground.)

And Another Thing. We also found out from Susan that rebuilding and refurbishing transformers is another part of Uptegraff's business that's been growing. Once upon a time many utilities used to be able to do transformer repairs in their own shops, but due to cutbacks they now rely on Uptegraff to repair units that were originally supplied by other manufacturer's (who can't or won't repair them either). Now one utility has even placed a blanket order with Uptegraff to rebuild and refurbish transformers.



Rebuilding instead of buying new makes sense for a whole lot of reasons.

Money. Rebuilding an existing transformer saves about 30% over the cost of replacement. **Guarantees.** When Uptegraff re-builds your transformer it gets the same guarantee as a new unit, and has the same life expectancy;

Environment. Rebuilding generates a lot less scrap--good for the planet, good for public relations.

Oomph. Modern winding designs can lower core and winding losses, so the re-built unit has more oomph.

No Re-Design. No need to redesign substations, since the tank dimensions remain the same.

According to Uptegraff's Head Engineer Stan Kostyal, Uptegraff has been seeing transformers from the '50's and '60's, from almost every manufacturer you can think of, making the pilgrimage to Uptegraff for rejuvenation, making Scottdale PA a sort of Fountain of Youth for transformers.

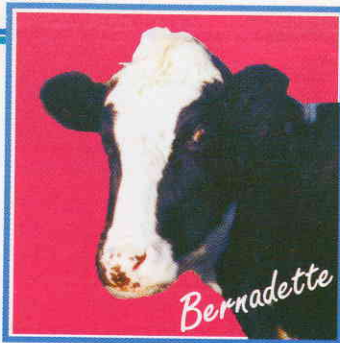
The Bottom Line. Uptegraff has been building transformers since 1922, and is still independently owned and run by people that know Transformers. Need something a little unusual? Or downright strange? Uptegraff has you covered for all types of liquid-filled transformers up to 20mVA.

Team AEF Turnkey

Troubleshooting and Repair. There's a lot of older heat tracing systems out there, with who-knows-what type of cable under all kinds of insulation, needing who-knows-what to bring them up to snuff. On one recent project the supplier of the original system took a look, shook their heads and walked away. Their solution? Rip everything out and put in new stuff. The owner started adding that up: new heat tracing material - \$75,000; removal and replacement of insulation (including asbestos removal) - \$225,000. A call to AEF Sales? *Priceless.*

AEF surveyed the job, did a bunch of testing and detective work to see what was under all that insulation, and came up with a solution that brought the whole shebang up to snuff, updated the control and monitoring, got the job done fast, and saved the owner \$250,000.

Houston, We Have a Problem. What happens if something comes up *after* the job is complete? With TEAM AEF, support, personnel, and material are just a phone call away. Your problem is solved before those out-of-town sidewinders can figure out how much to charge you for their plane tickets. Why not give us a call and see what we can do for you?



Bernadette
The AEF Sales Answer Cow

DEAR BERNADETTE:

I'm an engineer who needs some help quick. We had specified Nelson heater cable on a job, but the contractor submitted XL Trace instead and we okayed it. (Heck, that's a big name, right?) Turns out the inrush currents on XL are a whole lot higher than the Nelson cable, so we needed more GFI breakers (and man are they expensive!) and a bigger distribution panel. Who's gonna get stuck with those extra costs? Tell me who I can pin the rose on --- the job meeting is this Friday. D.V.

DEAR D.V.:

I'm afraid you may be in for a very interesting job meeting, with everyone pointing at everyone else. The only good that may come out of it is that now you

know firsthand how important the lower inrush currents of Nelson heater cables can be. I'm guessing the next time someone tries to substitute XL you'll remember this little fiasco. Good luck Friday.

DEAR BERNADETTE:

Which is better, self-regulating, constant wattage, or MI heating cable? O.B.

DEAR O.B.:

There isn't really a 'better' type of heater cable -- every job is different, with different requirements that must be considered. Pipe tracing is different from snowmelting or floorwarming. For pipe tracing, is it freeze protection, or maintenance of higher process temperatures? Will the pipe (and hence the cable) be exposed to high temperatures, such as steam clean-outs? The 'best' cable is the cable that's right for the job, capisce?

As to where to get straight answers, logic would dictate that you would get an un-biased answer only from someone who manufactured all three types of cable. (Like Nelson Electric.) It is also vital, in heater cable (and in life in general) to find and deal with honest people who know what they're talking about. (Like AEF Sales.) Experience counts. Someone with lots of experience has probably seen (and solved) a problem like yours before. *Con Nelson e AEF, non ci sono problemi, mai! Ciao!*

What is called an educated person is often someone who has had a dangerously superficial exposure to a wide spectrum of subjects.

Thomas Sowell

The human body is amazing. Some moreso than others.

Dooms Madigan

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

Elbert Hubbard

All you need is love.

The Beatles

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

William E. Simon

You should not confuse your career with your life.

Dave Barry

The worst form of inequality is to try to make unequal things equal.

Aristotle

Look not at the face; look at the heart.

Quasimodo

When life gives you lemons, make lemonade. Then find someone whose life is giving them vodka and have a party.

Ron White

Babes in AEF Land

We proudly announce the arrival of two newcomers to AEF Land.

Isabella Sofia Fasolino, daughter of Pietro and wife Cindy, arrived January 8th. She came into the world with a full head of black hair, and very healthy lungs. She is the first grandchild for both sides of the family. She has decided (for the moment at least) to settle down with her parents in Mamaroneck. No further details concerning future plans were available at press time.

For those of you keeping score, this makes Mr. Pete a grandfather. Congrats all around.



Isabella Sofia Fasolino

... And in this corner

Let's have a big warm AEF Welcome for Malachi Isaiah Monette. Malachi made his debut January 29th. The proud parents are AEFers Brandy and Brandon Monette.

Malachi is the first grandchild on Brandy's side, the second (by just a few months) on Brandon's, but both sides of the family seem pretty pleased.

Malachi has already made several appearances at the warehouse, but we aren't letting him do any heavy lifting just yet. Mostly he just sits around looking cute, and studying his Heater Cable Flash Cards.

Benvenuto ragazzi! Tutte le due!



TEAM AEF's Warehouse Crew

IMPORTANT NOTE FOR OUR CUSTOMERS:

A portion of every dollar you spend with AEF Sales will go toward food, clothing, and shelter for Isabella and Malachi. Thank you for your support.



Wrong Way

Of all the heroes of the early days of flight, our favorite has to be Douglas 'Wrong Way' Corrigan. After barnstorming his way around the country in the late 1920's, he decided on a bigger dream: to be the first to fly solo non-stop from the U.S. to Ireland.

That's when he started getting the run-around from the Federal government. First in 1936 they told him he needed to get a radio operator's license, even though his plane had no radio. (*Plus ça change, plus la meme chose.*) When he got that he was told to wait till 1937. Finally in 1938 he got permission, sort of. The Feds wouldn't let him fly to Ireland, but they would let him fly non-stop New York to California.

Sunday morning July 17, 1938 was cloudy and foggy when he took off from Floyd Bennett Field in Brooklyn. He carried two boxes of cookies, two chocolate bars, a quart of water, and a map of the U.S. Twenty-six hours later he landed, but not in California--he landed in Dublin, Ireland.

His explanation for the 'mistake' was simple enough: after 20 hours of flying he came down through the clouds and could see only ocean. "I looked down at the compass and noticed I had been following the wrong end of the needle for the whole flight!"

Very few people seemed to believe his story, but no one really cared, and he became an instant sensation, being honored with a ticker-tape parade in New York, and by parades, receptions from the White House to L.A. and everywhere in between.

Backwords

What Do We Do Now?

Environmentalists and bureaucrats in Germany have a problem. The efforts to save the endangered cormorant appears to have been successful. But they are feeding, rather voraciously it seems, on two types of fish, graylings and pearl fish, that are also endangered. "The protected bird is eating the protected fish" says the Bavarian Environment Ministry.

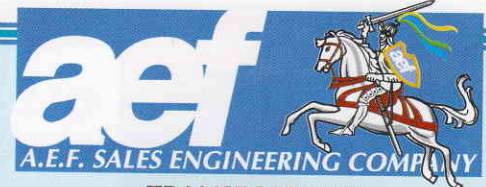
Poifect Timing

Central Moloney never stops trying to do things better. Last year one of their major initiatives was to reduce cycle time, spending pretty freely to reorganize the plant to make it more capable to respond to customer emergencies. The effort involved a physical re-arranging of the plant, and refinements to the scheduling of product through the plant.

The completion of those improvements was just in time to help Central Moloney provide emergency relief to their customers in Florida and Alabama who were battered by last year's hurricanes. The quick response of CM helped their customers to help their customers through a tough time.. (Editor's Note: The September issue of aef/fyi will feature a major story about Central Moloney.)

Duct Tape - Don't Leave Home Without It

A ceremony was held in April to commemorate the 35th anniversary of the return of Apollo 13 to earth. Particular honors went to the engineers who figured out how to help the wounded spacecraft limp home. One of the big problems was providing the astronauts with clean oxygen to breathe. A group of NASA engineers had an idea, but there was a big question: did the astronauts have duct tape? NASA's Ed Smylie remembers 'when we found out they had duct tape we felt like we were home free'. They jury rigged a filtering system using plastic bags, cardboard, and duct tape, and the three astronauts returned home safely. Well done, you guys.



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and

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DON'T MISS IT!!!!

NO AEF-SITH TIE-IN

New York, NY. (AP) In a surprising development today Chris Fasolino, Director of Corporate Communications for AEF Sales, announced that the company was pulling out of an agreement with Lucasfilm and Lucas Licensing that had made AEF Sales one of the premiere promotional partners for 'Revenge of the Sith'.

"It's just gotten way out of hand. Yoda using the Force to plug Diet Pepsi, Darth Vader fighting a boy who has a light-up SaberSpoon from Kellogg's; it's nuts. As a company we have a good reputation, and this 'anything-for-a-buck' attitude is not something we want to be associated with."

It is uncertain at this point whether any other Sith sponsors will follow AEF's lead.