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Newsletter  
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A.E.F. Sales  
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P.O. Box 295, Mamaroneck, N.Y. 10543 (914)698-0432 Fax (914)698-7279

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Our 30th Year

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# Old Question: Why Did The Cable Cross the Road?

Why did the cable cross the road? The answer actually varies according to what type of cable it was, and which road.

Maybe it was fiber optic cable crossing the road to connect an office complex to the information highway. Maybe it was a distribution cable bringing power to a new development. Maybe it was a cable TV line carrying vital re-runs of the Mary Tyler Moore Show. It's hard to say.

But in all these cases the cable was actually crossing the road to get to the other side. (Sorry.) But Why it crossed the road isn't as important as How.

The traditional way for cable to cross any road is exciting, colorful, and very expensive. Think about it for a minute: Police cars with lights flashing, flagpersons with their snappy vests and colorful flags

waving, members of various trades chopping and digging, and happy throngs of motorists beeping their horns to signal their Joy at being included in the festivities.

But if you can stand a little less excitement in your life, there's a better way: directional boring using Plowable Innerduct from Pyramid Industries.

Pyramid, of Erie, Pennsylvania, produces high density polyethylene innerduct in long lengths (up to 12,000 feet) for direct burial. The innerduct is available in sizes ranging from 1/2 inch to 6 inches.

Now picture the cable crossing the road using Plowable Innerduct. No cops, no flagpersons, no hoopla, — and no big expenses. Just one little hole in the ground with Innerduct being fed into it; then cable being pulled through it. (You can even get

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# Better Idea: Use Fiberglass

George Washington's false teeth were made out of wood, but the chances are your dentist is using something better. Your car isn't made out of wood. Your desktop computer isn't wooden. Neither is your desk (unless you're a big shot).

One aspect of progress is that when something better comes along, like better materials, it's utilized. Orville and Wilbur built their plane out of wood, canvas, and duct tape, whereas the builders of the

Space Shuttle used space age metals, ceramics, plastics, and duct tape.

Now after three years of development, Lewtex Technological Manufacturing has introduced a high strength fiberglass crossarm, designed to make utilities and environmentalists happy, and insects and woodpeckers unhappy.

The crossarm has been designed for

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Love is a sort of seventh day, so thinking can rest.

Merlin

The truth always turns out to be simpler than you thought.

Richard Feynman

Guard against every sort of covetousness, because even when a person has an abundance his life does not result from the things he possesses.

Luke 12:15

Put all your eggs in one basket, and-- watch that basket.

Mark Twain

A good listener is usually thinking about something else.

Frank McKinney  
Hubbard

People who want to rule people are, ipso facto, those least suited to do it. Anyone who is capable of getting themselves made President should on no account be allowed to do the job.

Douglas Adams

## memo from the desk of Peter Fasolino

Not long ago, *Omni* magazine received a suggestion from a reader on how well known phenomena could be harnessed to offer innovative new solutions to age old problems. The reader noted that when buttered toast is dropped, it always lands butter side down, resulting in an optimum mess. He also noted that when a cat is dropped, it always lands on its feet. He then theorized that by strapping buttered toast to the back of a cat, and dropping the two together, the opposing forces would cause the cat/buttered toast assembly to hover indefinitely, spinning inches above the ground. So far, so good.

He went on to describe how a giant

Buttered Toast/Cat array could be the foundation of a high speed monorail link between New York and Chicago.

At A.E.F. Sales, we're always on the lookout for interesting new ideas, products, and companies that will help serve our customers' needs. So far we've resisted the urge to get in on the ground floor of buttered cat technology. But we have added to our line list two innovative companies that we feel are a great addition to our mix of products and services: Pyramid Industries and Lewtex Technological Manufacturing. For a closer look at these companies, take a look at the featured articles in this issue of FYI, or ask your salesman for more information.

If you're installing wire, cable, or fiber optics on poles or below ground, we've got products that can help make the job go more smoothly and provide a longer, more reliable service life. If you're dropping buttered toast, you're on your own.

## Fiberglass Crossarms *continued from page 1*

use in both Transmission and Distribution applications, and can sustain loads of up to 6,000 pounds per phase in a deadend application on an 8 foot section. What advantages do fiberglass crossarms offer over wood? Here's a few.

**Lightweight Strength.** The Lewtex crossarm will outperform a Douglas Fir crossarm of the same dimensions, while weighing half as much. That difference in weight makes for a safer, quicker installation. And by producing a crossarm with the same outer dimensions as current wooden ones, the need for additional hardware purchases is eliminated.

**Long, Long Life.** Like forty years. After that the Lewtex crossarms may show some visual signs of ageing (don't we all),

but they will retain most of their strength. Hey, in forty years you won't care anyhow.

**Environmentally Correct.** The arm is produced without harmful emissions, and reduces timber depletions. And you have no problem disposing of chemically treated wooden products.

**Safety. Safety. Safety.** Besides their light weight they allow a safe working distance between conductors, are fire-resistant, and most importantly, the Lewtex arm offers a clean, dry, non-conducting surface.

One other great thing about fiberglass crossarms from Lewtex--it won't cost you a penny to find out more about them. Just give us a call, and we'll be happy to answer any question you've got.

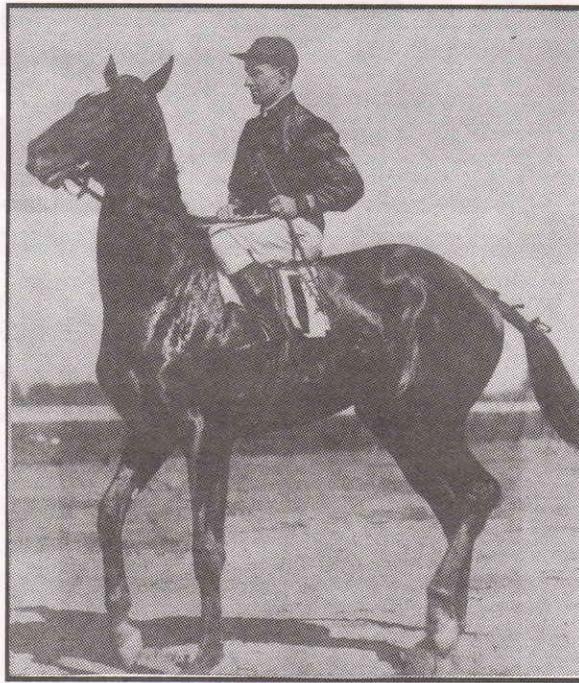
# The Best There Ever Was

March 29, 1917. On a horse farm in Maryland, a gangly new Thoroughbred came into the world. A newborn of any species represents unlimited hope, and almost unlimited potential. But few ever reach the heights as did Man o' War.

He grew into a chestnut stallion, 1200 pounds of graceful muscle, known to his handlers as 'Big Red'.

His racing career began June 6th, 1919 in the eighth race at Belmont, and from that very first start he made things look easy, covering an unbelievable 29 feet in every stride. He became the horse every rival stable wanted to beat. Horse racing is almost by definition a very uncertain business. A great horse can be beaten by a single misstep on the track, a slight cold or an off day, or a mistake by the jockey. Yet Man o' War triumphed again and again. In 21 races he finished first 20 times, and second once (after *three* major mistakes by jockey Johnny Loftus). He won his last race in October 1920, beating 1919 Triple Crown winner Sir Barton easily.

Since he was never allowed to fully extend himself, people wondered how fast he *could* have gone.



*As a two year old at Belmont*

But he did everything that was asked of him. He carried as much weight as they could put on his back, ran on all kinds of tracks, broke record after record, and never quit. It'll be a long time before another horse like Man o' War comes along again.

It'll be never.

smoother installation—after all, it's a whole lot easier to handle a single continuous piece of 1 inch duct 12,000 feet long on a single reel than it is to handle 600 pieces of twenty foot PVC conduit.

Pyramid has other problem-solving products too, like smooth wall innerduct, cable blowing equipment for placing fiber optic cable, locatable duct, fire flex-plenum, large diameter duct, aerial duct, and more.

Right about now you may be wondering how you could find out more about all this neat stuff. Well, that couldn't be easier, since Pyramid Industries is now represented in the tri-state area by A.E.F. Sales. (Big surprise, huh?) So all you have to do is call your rep, and tell him what you need.

*The man who has a tame dragon is naturally respected.*

*J.R.R. Tolkein*

*Now and then for no good reason a man can figure out, life will just haul off and slam him agin the ground so hard it seems like all his insides is busted. But it's not all like that. Alot of it's mighty fine, and you can't afford to waste the good part fretting about the bad--that makes it all bad.*

*Jim Coates*

*This world that we're a-livin in is mighty hard to beat, You get a thorn with every rose, BUT AIN'T THE ROSES SWEET!*

*Unknown*

*It is a mistake to think you can solve any major problems just with potatoes.*

*Douglas Adams*

*Man is ready to die for an idea, provided that idea is not quite clear to him.*

*Paul Eldridge*

*You don't have to be very smart to be an adult.*

*Garrison Keillor*

## **Crossing** *continued from page 1*

pre-installed pulling ropes and tapes to make the job even easier.)

But this could come in handy even if your cable isn't crossing a busy road. What if you have to bury cable underneath a Belgian Block driveway, or a granite plaza? Wouldn't it be alot simpler to go under it, instead of digging it up and then having to restore it? Sure it would.

What about an application where digging a trench is no problem, or where you're going into existing conduit? Innerduct can help there too. It's much more flexible than PVC conduit, and better behaved at low temperatures. And the long lengths available go a long way to a

# You Want Fries With That Transformer?

These days, some transformer manufacturers are starting to act like fast food outlets. Special requirements? Special applications? Special tank materials? Forget it! Sometimes they'll even 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 that?"

A transformer spends a short time in the factory and a long time in your plant, refinery, or vault. To be responsive a company needs management that understands transformers, not someone who Corporate Galactic Headquarters has exiled to the transformer division cause they let Letterman get away.

At A.E.F. Sales we are proud to represent two companies that are owned and run by "transformer people": R.E. Uptegraff (for three generations) and Central Moloney, which was bought by management last year. So from a 10kva polemount to a 15,000kva load center, you can get the transformer you want, not the one somebody else felt like building.

*Editor's Note: Central Moloney has just appointed A.E.F. Sales to represent them at Central Hudson Gas & Electric, Orange & Rockland, and United Illuminating.*

## 3 Things Worth Knowing

■ **Not On The Level.** When building the Parthenon, widely regarded as the most perfect building ever built, the Greeks built it as they wanted the eye to see it. Perfectly horizontal floors seem to the eye to sag in the middle, and perfectly vertical columns seem to lean out, so the Parthenon does not have a perfectly vertical, horizontal, or straight line in it.

■ **Don't Count On It.** According to the April issue of 3X/400 Systems Management, protecting your computer with an APC Matrix could be a lot more exciting than you'd like it to be. During shorted input testing, 'nearly every transition to battery power produced a break in the output voltage range'. Can your system tolerate this kind of break in power without going down or experiencing disk problems? The top rated unit tested was Best Ferrups. Call us for a copy of the article. Or a Best UPS.

■ **Worst Team Name.** This is admittedly somewhat subjective, but we have to go with the St. Lawrence University "Larries". While the football team is not known as "Eleven Guys Named Larry", it is hard to imagine what they were thinking when they adopted the name. (If you know of a worse team name, please let us know.)

### BEST POWER TECHNOLOGY

(Authorized Reseller)

Ferrups Single Phase UPS to 18kva

### CENTRAL MOLONEY

Single Phase Transformers: Pole

Type, Padmounted, Vault, and Stepdown

Components: Bushings-Switches-Accessories

### CONEX CABLE

Aluminum Clad Shield Wire, Guy Wire

Messenger Wire, and ACSR/AS (AW)

### ELECTRICAL POWER SYSTEMS INC.

Switchgear and Motor Control to 15KV

Powerhouses: Special Purpose Buildings for Distribution and Control

### GLEASON REEL CORPORATION

Cable and Hose Reels

Festoon Systems and PowerTrak

Workstations and Tool Balancers

### LEWTEX TECHNOLOGICAL MFG.

Fibreglass Crossarms

### LORTEC POWER SYSTEMS

On-Line UPS to 225kva

Specialty Inverters

### NELSON ELECTRIC HEATER PRODUCTS

MI Cable for Pipe Tracing and Snowmelting

Self-Regulating Cable for Pipe Tracing

Thermostats and Controls

Control and Monitoring Panels

### NEHRING ELECTRICAL WORKS

(for Utilities Only)

Bare Copper and Aluminum Cable

Aluminum Clad Cable

### PYRAMID INDUSTRIES, INC.

Plowable Duct, Locatable Duct, Inner Duct,

Aerial Duct, Cable Blowing Equipment

### RAPID POWER TECHNOLOGIES

Power Conditioners, Voltage Regulators

and Isolation Transformers to 1000kva

### R.E. UPTEGRAFF MANUFACTURING

Liquid-Filled Transformers to 15mva

Subsurface, Load Center, Station Type

Rebuilding and Rewinding Services

### MYRON ZUCKER, INC.

Low Voltage Capacitors to 600 volts

Harmonic Traps