

summer  
1998

Volume  
Issue

# aef/fyi

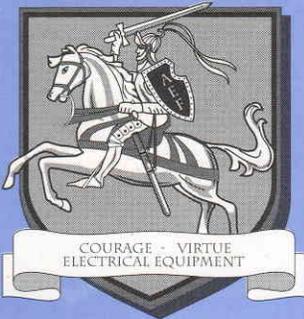
"America's Favorite  
Newsletter"



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**A.E.F. SALES ENGINEERING COMPANY Mamaroneck, N.Y. (914) 698-0432 Fax (914) 698-7279**

July 1998



Our 34th Year

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**THE ONE AND ONLY CENTRAL MOLONEY.**  
*You need to buy lots of transformers from these guys. Here's why.*

## Gutterly Magnificent! AEF Arrives at JFK Terminal 1

JFK Airport handles more international traffic than any other airport in the nation, accommodating 31.3 million passengers and 1.7 million tons of cargo last year. As part of an ongoing multi-billion dollar expansion, Terminal 1 was officially opened last month, with many flowery and profound speeches by assorted politicians and pezzonovanti, which we will not include in our story.

Terminal 1, which will be home to Air France, Japan Airlines, Korean Air, and Lufthansa German Airlines, is an enormous glass-and-steel structure two football fields long, with over 60,000 square feet of glass roof. It is actually even more impressive than the politicians tried to make it sound. But while it may look like an architect's dream (all pretty lights and no wiring) there were in fact some tricky real life problems that needed to be solved. *(continued on 2)*



**GUTTERLY MAGNIFICENT!**  
*Snow melting off the glass roof drains into one of the 600 foot gutters, and down through these columns. AEF used Nelson Electric's SLT type de-icing cable (over a mile of it) on this state-of-the-art project.*

## The Time Machine

Here at AEF Sales, we've discovered a Time Machine, sort of. Here's the scoop.

Over the years we've gotten many phone calls from different contractors with the same problem: *I've got to provide and install a heat tracing system, but I've got no idea what I need.* And over our years the response has been pretty much the same: *Where's the job, and who do we need to see?* Then off we go, measuring tape and lap-top in hand, to climb around the jobsite, make measurements, come up with an economical design that will work, and provide a bill of material and a quote.

The call we got last month was a bit different: there was no time to go to the jobsite. It was late on a Friday afternoon, and the insulators were going to start covering the pipes come next week, heat traced or not. Faced with the prospect of a costly extra, the contractor picked up the phone and called AEF. The piping was confined to a small area, but there were many valves, fittings, and blind flanges which needed to be taken into consideration. There was no design, no spec, and no time. *(continued on 3)*

*It does not require many words to speak the truth.*  
Chief Joseph

*I'm always ready to learn, although I do not always like being taught.*  
Winston Churchill

*The heart of this people has grown unreceptive, and with their ears they have heard without response, and they have shut their eyes.*  
Matthew 13:15

*Not to decide is to decide.*  
Harvey Cox

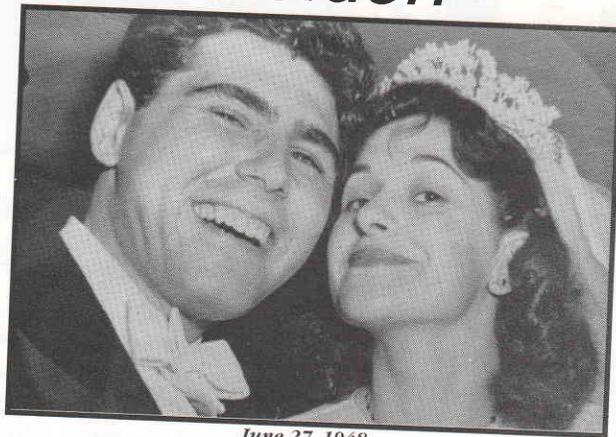
*Those who hate you don't win unless you hate them. And then you destroy yourself.*  
Richard Nixon

*I don't know, but I've been told it's hard to run with a weight of gold; other hand I've heard it said it's just as hard with a weight of lead.*  
Grateful Dead

*If you pursue happiness you'll never find it.*  
C.P. Snow

*How do you say 'schustumato' in Italian?*  
Chairman Tony

## Golden



June 27, 1948  
Anthony E. Fasolino and the former Lucia Galgano

she told him it was in the phonebook. Love eventually conquered all. After a honeymoon in Montreal it was back to Troy, where daughter Cathy came along during Tony's senior year at RPI. Sons Chris and Pete were born much later. *Tanti auguri da tutti qui!*

AEF's own Chairman Tony Fasolino and his bride Lucy celebrated their 50th Anniversary last month. They were married on June 27, 1948 at St. Vito's Church in Mamaroneck, after Tony had completed his sophomore year at RPI. Since Yankee Stadium wasn't available, the gala reception for 325 guests was held at Mayer's Parkway Inn in the Bronx. (The reception was in the Bronx so all the relatives from Brooklyn wouldn't have so far to drive.)

Lucy and Tony had met on a blind date on July 26, 1947, and according to legend, there was almost no second date: when Tony asked for her phone number,

## AEF, JFK, SLT, etc. . .

memo from  
Peter Fasolino will  
return next time.

memo  
from  
Peter Fasolino

The gutters would need to be heated to handle the run-off from 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 more 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 project progressed.

One decision, what type of heater cable to use, was simple. Nelson Electric's SLT cable is specially designed for de-icing of roofs and gutters. Nelson Electric and AEF have been putting the heat on New York since 1964, and SLT cable is one of the latest additions to the family. SLT cables are specifically designed for installation on roofs and gutters to get rid of snow and ice. The self-limiting construction automatically reduces its power output as a function of temperature, reducing energy costs while protecting the membrane material.

Remember, these cables have to spend their whole lives in places where they're constantly exposed to sun and water, so Nelson makes them with a cable overjacket of flame-retardant, UV stabilized polyolefin--it won't age prematurely from all that exposure to the sun. And the inner thermoplastic jacket is extruded over and bonded to the core material, to prevent moisture penetration and wicking along the core. Other manufacturers' cables without that bonding have an unfortunate tendency to short out and/or burn up when exposed to the constant moisture that life in the gutter entails. And the long maximum circuit lengths sure came in real handy on this job.

The preliminary design established that a large amount of material would be required. In order to meet the tight time frame and insure that the material would be there when it was needed, AEF pre-ordered the cable and put it into our local stock, based on a handshake on the jobsite, prior to any formal P.O. from the customer. (Other people may talk about customer service; AEF *delivers*.)

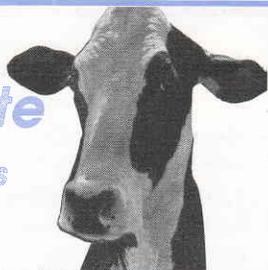
As construction proceeded, Team AEF had to go up on the roof and measure the gutters. Walking around on narrow planking, 80 feet in the air over the concrete floor, it seemed more like an audition for the Flying Wallenda's, but hey, when we go to the jobsite, we go to the jobsite!

If you'd like more information on SLT De-Icing Cable, Terminal 1, the Borough of Queens, or the Flying Wallenda's, give your AEF rep a call.

## Bernadette

The AEF Sales  
Answer Cow

Guest Columnist



DEAR BERNADETTE:

Pretty amazing, huh? Who'd have figured someone would be able to hit 40 homers before the All Star Game! But McGwire's gonna do it, and Ken Griffey, Jr. will have over 60 by the end of the year! Are today's players the greatest or what? A.G.

DEAR A.G.:

While you are lamentably not alone in your gushing awe of today's players, the correct answer to your question is 'What?' To elaborate,

I have read and heard *ad finitum* about why today's hitters seem so prolific, but they all seem to miss the true explanation, which is surprisingly simple: Pitching. Today's *hitters* look so good because today's *pitchers* are so bad.

There are a large number of pitchers today making \$3 million a year who would not have made Double A ball twenty years ago.

Sorry to have to say this, but overexpansion, greed (players' and owners'), and just plain bad manners and lack of self-control have taken what was once a pretty nice game and turned it into Jerry Springer outdoors. *That's entertainment!*

*NOTICE: Due to the unflinching candor of this column, attempts have been made recently to get at and destroy my files. The source of these outrages is known, and if they are repeated be assured that the entire story concerning the politician, the lighthouse, and the trained cormorant will be given to the public. There is at least one reader who will understand.*

*There is no benefit in self-deception.*

Saki Moret

*The greatest adventure is what lies ahead; today and tomorrow are yet to be said. The chances, the changes, they're all yours to make; the mold of your life is in your hands to break.*

Bilbo Baggins

*One of the big differences I've noticed between cows and people, is that, for the most part, cows seem to catch on a bit quicker.*

Bernadette

*We ought either to be silent or to speak things that are better than silence.*

Pythagoras

*The search for someone to blame is always successful.*

Robert Half

*There are two ways to be powerful. One is to seek and acquire power; the other is not to need it. There are also two ways to be rich. One is to gain riches; and the other is to not need them.*

William Sloane Coffin

*We all live in a yellow submarine.*

The Beatles

SPQR

## Time Machine . . .

The contractor offered to fax over a photo, but it wasn't legible. But we weren't giving up yet. Did he have a digital camera available? Yes, he did! He took some digital photos on Saturday, and attached them to an e-mail to AEF's Peter Fasolino. Peter called up the photos onto an 11" x 14" computer screen, and came up with a complete design, bill of material, and quote, which were then faxed to the customer. Monday morning, design and quote in hand, the contractor called back. Everything looked good; how soon could he get the material? Since everything he needed was right in AEF's Amazing Local Stock, he could have it all as soon as he wanted it. The stuff shipped later that same day, and everyone lived happily ever after, as far as we know.

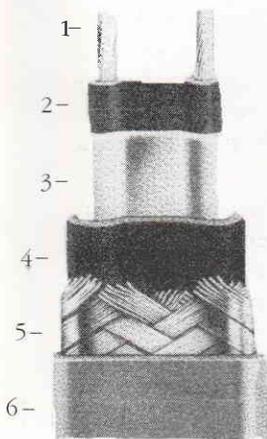
**Another Exciting Episode.** This time the adventure involved AEF Sales, a utility we'll call Metropolis Power, and a mild-mannered transformer manufacturer R.E. Uptegraff. The need for several of the units on a blanket order was urgent. How could the deliveries be expedited?

Once upon a time, Uptegraff would have overnight-expressed the drawings to AEF, to be hand carried to the utility (so that they would not disappear into the black hole of the mailroom). The engineers at Metropolis Power would then review them, and overnight them back to Uptegraff. If any changes were required, Uptegraff would revise the drawings, overnight them to AEF, and so on.

But that, as we said, was once upon a time. This time the drawings were sent via e-mail directly to the engineer, who reviewed them and approved them. Total elapsed time: 3 hours. How did the folks at Metropolis Power feel about that? They said, and we quote: *As usual, Uptegraff supplies drawings exactly as detailed in our specification, especially with all the proper identifications. I appreciate the effort; it makes my job a little easier.*

All of us at AEF Sales would love the chance to make *your* job easier, too.

## SLT Designed To Go The Distance



1. Stranded Plated Copper Conductors
2. Self Regulating
3. Conductive Core Bonded Inner
4. Thermoplastic Jacket. Outer Thermoplastic Elastomer Jacket
5. Tinned Copper Braid
6. Flame Retardant UV Stabilized Overjacket

# CM Transformed in '94

AEF Sales has been representing Central Moloney since 1989, and Central Moloney has been building transformers since 1951, so what makes 1994 special? For that matter, what makes *Central Moloney* so special? Don't other companies build transformers too? To get the answers to these hard-hitting questions, *aef/fyi* obtained an exclusive interview with LuAnn Hensley, Marketing Support Specialist for Central Moloney, and asked her the tough questions. Here's what we learned.

CM builds single phase polemounted, padmounted and submersible transformers from 10kva through 833kva, plus related components and parts. And that's ALL they do. Other companies build these things too; but they *also* build toasters, jet engines, missiles, plus all kinds of other transformers and who-knows-what-else. Central Moloney is *focused*.

OK then, so what's the big deal about 1994? Well, in January 1994, CM was bought by senior management, key employees, and several of their reps. According to LuAnn that means "decisions are made right here. If we need winding machines, we get them." That investment means better deliveries, better service for AEF's customers, like Lilco, PSE&G, Central Hudson and some municipalities. And there's more: "We're free to make independent decisions. When we make a long-term commitment to our customers, they don't have to worry about whether some 'higher authority' might change our direction."

In a world of constant mergers, restructurings, and downsizings can your supplier of single phase distribution transformers make that kind of promise?

## Backwords

### Accademia

Steven Anthony Bonchick, eldest grandson of Chairman Tony, graduated from the University of North Carolina at Chapel Hill. Josephine Fasolino, daughter of Mr. Pete, was inducted into the National Honor Society at Rye Neck High School, where she is a junior. Chris Fasolino, son of FYI Editor Chris Fasolino, graduated from Starfleet Academy.

### Tomorrow

AEF Sales and UPS have teamed up to make your life better than ever. AEF's huge local stock means we've got the festive heater cable and zesty controls you need in stock, and now UPS promises Next Day Delivery with no extra charge. Tomorrow, at no extra charge, from AEF and UPS for YOU.

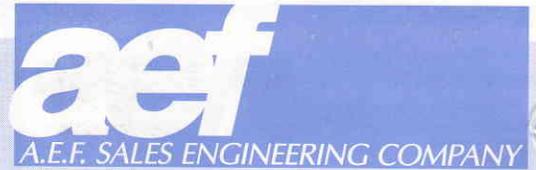
### Bad Medicine

Of 33 million people who were admitted to hospitals in the U.S. in 1994, over 106,000 died from toxic reactions to prescribed medications that were administered PROPERLY, either before or after they were hospitalized. The study didn't include patients who misread warning labels or took incorrect doses, or those who died without being hospitalized.

Sounds pretty bad, no? Well, not according to Dr. Lucian Leape of Harvard University, who apparently did not personally die. His perspective: "When you realize how many drugs we use, maybe those numbers aren't so bad after all."

### Zig-Zag

Who you gonna call if you need a zig-zag transformer, an air core reactor, a furnace booster transformer, a test application transformer, or a portable trailer-mounted transformer? R.E. Uptegraff of Scottsdale, PA! (And you thought they just built conventional power transformers, didn't you?)



### 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)

### LORTEC POWER SYSTEMS

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

### 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

### NEHRING ELECTRICAL WORKS

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

### NORBERG INDUSTRIES

Silver Sand Current Limiting Fuses  
Type E General Purpose Fuses  
Type R Motor Starting Fuses

### RAPID POWER PRODUCTS

Power Conditioners, Voltage Regulators and  
Isolation Transformers to 1000kva

### R.E. UPTGRAFF 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  
Capacibanks and AutoCapacibanks



## -REWARD-

FRIENDS, TONTO AND I WANT TO WARN YOU ABOUT SOME REAL NO-GOOD HOMBRES. SEEMS THEY WENT TO A POOR, UNSUSPECTING CONTRACTOR AND SOLD HIM A TWO-BIT HEAT TRACE SYSTEM. TOLD THE OLD FELLOW THAT HE COULD SINGLE TRACE THE TEE'S, AND THE SET-UP WOULD STILL MONITOR THE DEAD ENDS. IT WASN'T

UNTIL THEY LEFT TOWN THAT THE CONTRACTOR KNEW HE'D BEEN TAKEN. TOO LATE--COST HIM HIS LIFE SAVINGS!

WE'RE TELLING OUR FRIENDS IN FYI-LAND, BE ON THE LOOK-OUT. IF THESE GUYS TRY TO SELL YOU A BILL OF GOODS, CALL THE SHERIFF--AND AEF SALES! THEY'RE ON OUR SIDE!!!

(P.S. DOES THIS SCARF WORK WITH THE MASK?)