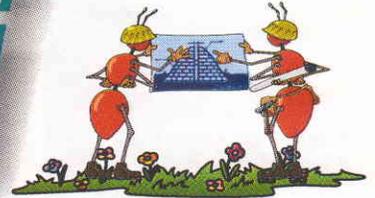




Volume 13
Issue 3

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SPRING 2003

A.E.F. SALES ENGINEERING COMPANY Mamaroneck, NY Toll-Free (877) 803-9035 Fax (877) 803-9129

"America's
Favorite Newsletter"

March 2003



Our 39th Year

CONTENTS:

TEAM AEF EXPOSED

A candid, no holds barred look at the way TEAM AEF does things. (And how you can take advantage of them.)

HYDRONIC SNOWMELTING?

The misadventure of a Queens man sheds some interesting light on the drawbacks of hydronic snow melting systems.

INCREDIBLE JOURNEY

Monarch butterflies make a mind-boggling 2000 mile migration, and no one knows how. Read, and think.

ASK BERNADETTE

AEF's Answer Cow helps readers avoid the runaround on transformer shipments.

WE HAVE A WINNER!

Lots of our readers knew the best way to get into Hot Water is with Nelson's Type LT Heater Cable, and one of them is headed for a night on the town!

TEAM AEF: Heating Heroes? or Just Plain Crazy?

For TEAM AEF, 2002 ended and 2003 began with another chapter of Heater Heroics.

A new customer had a rush requirement for some Division I heater cable. (Division I materials have to come from the factory, and can't be shipped until Engineering has signed off on the Certification paperwork.) The customer needed the material right away, but the requirement wasn't finalized till late in the afternoon of New Year's Eve, and the cable HAD to be on site on January 2. The shipping department at Nelson's East Granby, CT facility was already closed, and things looked pretty bleak.

An impossible situation? Almost, but not quite. *TEAM AEFer* Pietro Fasolino got on the phone to East Granby, and made arrangements to be there when they re-opened on January 2. On that morning Pietro drove two hours to East Granby, got the cable as soon as it was cut, and then drove another three hours to get it to the customer. (We love happy endings, don't you?)

Other recent AEF stunts have included: 1) Buying thousands of feet of special cable on a handshake for a customer, so we'd have it when he needed it; 2) Shipping material to a customer a full week before we ever got a purchase order, cause the guys in the field needed it.

So is *TEAM AEF* heroic? Or just *pazzo*?

Either way, isn't this the kind of service *you* should be getting?

BREAKING NEWS!

MEA# 370-02-M

Nelson's Type LT Heater Cable for Hot Water Heating wins NYC Approval!

Good To Go in All 5 Boroughs, and YES, we have it in stock! Call 877-803-9035 for details, or e-mail sales@aefsales.com

Queens Man Leaves Car Running All Winter

(AP) Sal Manella of Rego Park got his fifteen minutes of fame when he came up with a unique way of beating the cold this winter: he started up his car in early January, and kept it running straight through February. "It was fantastic," Manella told NBC's Matt Lauer, "most of my neighbors couldn't even get their cars started, and mine wasn't only started, but it was nice and warm inside. I got one of those classic Cordoba's, and let me tell you, if it ain't warmed up good that Corinthian leather is co-o-ld."

"We didn't miss nothing cause of the weather --- we went everywhere, C-Town, all over, and my wife didn't miss a single foot doctor appointment, not one!"

After his big splash in the national media, we here at *aef/fyi* were able to obtain an exclusive interview with Sal, which we present here.

FYI: This system of yours probably helped you get to work on time too.

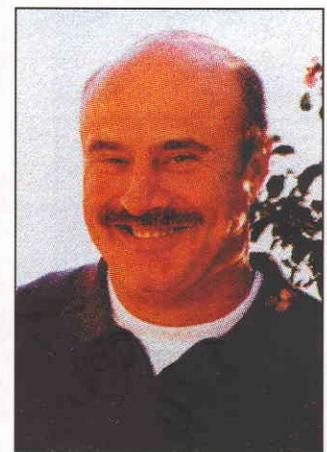
Sal: Not really, cause I take the bus to work. Usually I only drive the car on Saturdays.

FYI: So it was running all the time even though you just used it once a week?

Sal: Sure; I had to keep it running so it'd be ready when I needed it.

FYI: Of course. Where did you get your idea?

Sal: I actually got the idea at work. I figure if you wanna be smart, watch what the smart guys are doing and then do the same thing. Simple, huh?



Sal Manella
A little ingenuity meant no problems for Sal last winter!

(Continued on 2)

*It's not what you tell
people that counts;
it's what they hear.*

Red Auerbach

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

Winston Churchill

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

Proverbs 1:22

*I feel sure that the world
would be better off if
some of the folks who
are trying to save it
would give up.*

Frank A. Clark

*If you don't know where
you're going, any road
will take you there.*

George Harrison

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

Dave Barry

*Happiness is a virtue.
You cannot be wicked
and happy; triumphant
perhaps, but not happy.*

King Arthur

Schedule a Walk-Through Now!

A lot of folks found the weak spots in their heat tracing systems the hard way this past winter. **TEAM AEF** was able to help a lot of them ward off even bigger troubles, with speedy shipments of heater cable and controls. (Almost every order we got shipped the same day from our warehouse, or from our Emergency Stock in Mamaroneck.



But now is a real good time to review your systems, and bring them up to snuff. Heating Mavens from **TEAM AEF** are currently scheduling walk-throughs with customers, helping them find out what needs doing, and how best to do it. Whether it's freeze protection, or gutter and roof de-icing, now's the time to get it taken care of!

HELPFUL HINT: This would be an ideal time to find out about retrofitting your system with one of Nelson's fabulous CMI panels. A breaker got left open in October? A connection in a pipe-mounted box worked it's way loose? Find out BEFORE things freeze up! This little beauty constantly monitors all of your heat tracing circuits, checking everything out 24/7, so you find out there's a problem before it becomes a PROBLEM.

CORRECTIONS & ANNOUNCEMENTS

The person second from right in the photo on page 3 of our last issue was incorrectly identified as Queen Elizabeth. It was actually Dean Martin.

In our last issue we stated that AEF Chairman Tony Fasolino has been a member of IBEW for 600 years. It should have read 60 years.

Needed: Fish Costume Designers. The committee coordinating the Fish Day Parade needs Costume Designers. If you're artistically oriented and would like to be involved in this event, please contact Chris at extension 256.

Running All Winter . . .

FYI: Sure sounds simple. What was it at work that made you decide to keep your car running for two months straight?

Sal: See, I work at this building, and last summer they put in a snow melting system. Perfect timing or what? Just in time for this past winter --- I told you these guys were smart! Let me tell you this is one slick set-up. See there's these boilers and they heat up this water that's got anti-freeze in it, and then it gets pumped through tubing that runs under the concrete and warms it up till the snow melts. Anyhow, once this thing was installed, they trained me to maintain the thing.

FYI: Was it hard to learn?

Sal: Are you kidding? You got any idea how many valves and pumps and thermostats it takes to keep that thing humming? Gotta be a couple a hundred moving parts, and it's all gotta be just right. Keeps me busy, let me tell you. And that's not even figuring any of the clean-up from the time that valve blew. What a mess that was--and that's nasty stuff in them tubes. All them lawyers from the EPA were pretty nasty too. But you probly shouldn't put that in your newspaper.

FYI: Probably not. Back to your car --- any downside to your system?

Sal: Yeah, unfortunately: I spent a whole lot more on gas this winter, even though I didn't do any more driving than I did last year. But there was no way to get around that --- I picked that up at work too; whenever it got cold we had to run that system on what they call 'stand-by', so it'd be ready you know, in case it snowed. But I figure if it's good enough for them big shots at work, it's good enough for me. Know what I mean?

FYI: We sure do. Thanks, Sal!

A Peek into the Future?

The July 1899 (yes, 1899) issue of Scientific American took a scientific look at what kind of effect the development of the automobile would have on the future.

The verdict? The automobile would have 'a fine influence on city life' with 'light rubber-tired vehicles moving swiftly and noiselessly over clean, dustless and odorless streets, eliminating much of the nervousness, distraction, and strain of modern city life'.

Further editorial comment would be superfluous.

HELP SAVE A TREE!

*If you or someone you
know receives more than
one copy of aef/fyi,
we'd like your help.*

*Call Brandy at
877-803-9035 x255 and
we'll take it from there.*

*You get our thanks,
and possibly even an
AEF Decoder Ring!*



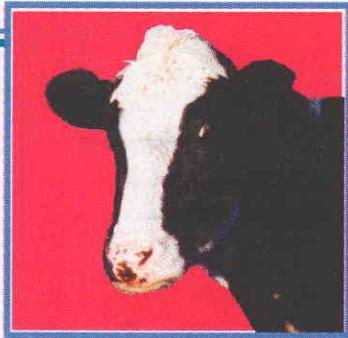
A Better Way

With all due respect to the sagacity of Mr. Manella's employer, an inconel-sheathed MI snowmelting system from Nelson Electric offers significant advantages over hydronic systems.

Simplicity. No manifolds, no pumps, no toxic liquids; when the snow detector senses snow, the heaters are energized and instantly put the heat right where it's needed.

Efficiency. The heat is produced only when it's needed, exactly where it's needed. Until someone changes the laws of physics, heating something up at Point A, and transporting it to transfer that heat at Point B is going to involve losses. BTUs are BTUs, however they're generated. And with MI cable all the energy is melting snow, not running pumps.

Energy isn't cheap, so there's no sense wasting it.



Bernadette
The AEF Sales Answer Cow

DEAR BERNADETTE:

You've got to help me. I placed an order with a company for a decent quantity of transformers with a supplier. Shipments should have started against this order six weeks ago, but nothing's shipped yet and I have no idea when anything *will* ship. Every time I call to expedite this, I get the same song: 'Your shipment is being delayed because we are waiting on an outside supplier for bushings (or switches, or whatever). As soon as we receive these items we will be able to complete your units.' This situation is driving me crazy. Is there any way around this? J.F.C.

DEAR J.F.C.:

Yes. And now you know why Central Moloney started building their own components back in 1970: eliminating buy-out items means never having to say you're sorry. Central Moloney's Components Operation now occupies its own 60,000 square foot facility near the main plant, and Central Moloney's customers don't have to listen to excuses. (Note: CMI Components is now one of the world's major manufacturers of molded transformer and switchgear components.) So now, dear J.F.C., who ya gonna call next time?

DEAR BERNADETTE:

Who was it that said 'Put all your eggs in one basket, and then watch that basket!' N.B.

DEAR N.B.:

Mark Twain said it, and Central Moloney does it. Other companies build the same types of transformers as CM, but they also build toasters, jet-engines and who-knows-what-else. CM has chosen to do one thing, serving the electric utility industry, and to do it right.

DEAR SO-CALLED ANSWER COW:

I have been reading your column and let me say I'm not impressed. You think you're pretty darn smart, don't you? Well, if you're so smart where'd you go to school, huh? I bet you never did!

Also, every time somebody has a problem, the so-called answer has something to do with AEF Sales, like they're the answer to every problem. If you ask me, I figure those AEF Sales guys pay you to give those answers, that's what I think. So what do you say to that? G.C.

DEAR G.C.:

First of all, I must say that I did not particularly appreciate the tone of your letter---it really doesn't add anything to the discussion, does it? I must also say that I did not care much for the substance of your remarks either. I have never discussed my education, and I will not now; I prefer to be judged by my answers and character, not by some piece of paper on the wall.

Further, I take strong exception to your implication that this cow can be bought. And I have never said that A.E.F. Sales is the answer to all problems, just electrical problems. Furthermore the people of A.E.F. Sales are some of the finest humans I have ever met.

I sincerely hope you can outgrow this hostility; it really is so unhealthy!

*Got a Problem? Write to Bernadette for help.
You can e-mail her at Bernadette@aeftsales.com*

IEEE Dallas 2003

You might want to start making plans to attend the IEEE/PES Transmission and Distribution Conference and Exposition. The 2003 Exposition will be held from September 8th through September 10th. (EDITOR'S NOTE: Mr. Pete turns 51 on September 8th, but that's probably just a coincidence.)

This is the BIGGEST show of its kind, with over 170,000 square feet of exhibit space. Right in the middle of it all will be Central Moloney's booth --- #734 in Hall 'A' on the main center aisle.

At least one AEFeR will be on hand. Will it be Mr. Pete? Or Pietro? Stay tuned for more details as they become available.

*I'm a sinner, Lord.
But I have several
excellent excuses.
Pierre Bezukhov*

*I hate life. No matter
what you do, you always
end up at the vet.
Snoopy*

*If you don't agree with
something, but it isn't
bothering anybody too
much, then just shut up,
look the other way, and
concentrate on the
important things in life.
Bill Simmons*

*The man who views the
world at 50 the same as he
did when he was 20 has
wasted 30 years of his life.
Muhammad Ali*

*If we can prevent the
government from wasting
the labors of the people,
under the pretense of
taking care of them, they
must become happy.
Thomas Jefferson*

*I'm proud to pay taxes in
the United States; but I
could be just as proud for
half the money.
Arthur Godfrey*

*There's no place
like home.
Dorothy*

AEF's HOW TO GET INTO HOT WATER CONTEST!

WE HAVE A WINNER!

*What's the BEST way to get into Hot Water?
With Nelson's Type LT Heater Cable!*

*Maria Gonzales of Samson Electrical Supply
knew it, and she won
DINNER FOR TWO*

*In the heart of the Big Apple at
'The View' The Fabulous Revolving Restaurant
atop the Marriot Marquis in Times Square!
Where she and her guest will enjoy an
Unforgettable View of*

*Many of AEF's Most Glamorous Heat Tracing Jobs!
(And also the Manhattan Skyline.)*

Incredible Journey

Every spring millions and millions of Monarch butterflies leave their winter headquarters in Mexico and California and head north to Canada, a journey of 2000 miles. (One butterfly was tracked, and covered eighty miles in one day.)

Come fall they journey south again, returning to the same groves, even returning to the same tree. But they're not the same butterflies!



Amazing Little Dudes

Butterfly lifespans being what they are (the average life of a Monarch is about six weeks), the butterflies that had left Mexico in the spring are long gone.

On the trek north, eggs are deposited, which mature into butterflies who continue the journey to Canada. The procedure is repeated on the return south, so that the colorful hordes that 'return' to the ancestral grove are in fact several generations removed from the butterflies that had left in the spring.

So how the heck do they pull it off? How do those first generations know to continue on to Canada? How is the information passed through several generations, so that they can return to the same grove and the same tree from which their great-great-whatever grandparents had begun the journey?

Don't ask scientists. As biologist B.J. Meeuse wrote: 'The butterflies that come south in the fall are young individuals which have never before seen the hibernation sites. What enables them to find these is still one of those elusive mysteries of Nature.'

What do you think?

Backwords

Sacred Cod?

Massachusetts has always struck us as, shall we say, slightly off? We had always thought it had something to do with the Red Sox, but maybe not: it turns out that the State Legislature meets in a room dominated by a five-foot long wooden fish they call "The Sacred Cod". The lawmakers recently approved an act naming the Boston Creme Doughnut as the State's Official Pastry. They also named "Make Way for Ducklings" the official state book, which was actually a pretty decent choice.

Under Repair

In the struggle to reduce costs, many utilities and industrials are finding that when it comes to liquid-filled transformers 500 kVA and larger, they can save money and time by having existing units repaired, refurbished, or modified by R.E. Uptegraff. Disassembling these heavy units and handling and storing the insulating fluid are definitely not do-it-yourself projects. (IMPORTANT NOTE: Many utilities have had cutbacks and no longer have the resources to do this in-house. By turning to Uptegraff, they can recover the value of this equipment that they already own.) Uptegraff can handle units up to 15mVA, and since they've been building transformers for over eighty years, they know whereof they speak. Refurbished units even come with the same warranty as a new unit. For some detailed info, call us at AEF Sales, or go to www.uptegraff.com.

Last Ride

On October 5th 1892, the Dalton Gang, consisting of three Dalton brothers and two friends, decided to make some outlaw history by riding into Coffeyville, Kansas, and robbing both banks in town at the same time. It turned out to be a pretty bad idea.

The townspeople didn't take too kindly to the notion, and about a dozen citizens with Winchester rifles blocked off their escape. When it was all over all five gang members and three citizens lay dead. One of the bank buildings is still standing today.



ae
E.F. SALES ENGINEERING COMPANY

TRANSFORMERS

Central Moloney

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
Rectifier Applications, Zig Zag Grounding
Phase Changing and Phase Shifting
Traction Power, Current Limiting Rectifiers
Rebuilding and Rewinding Services

HEATER CABLE & CONTROLS

Nelson Electric Heater Products

MI Cable for Pipe Tracing & Snowmelting
Self-Regulating Cable for Pipe Tracing
Hot Water Maintenance Cable
Self-Regulating Cable for Roof & Gutter De-Icing
Thermostats & Controls
CM-1 Cable Monitoring Systems
CM-2 Heat Trace Management System

WIRE & CABLE

(For Investor-Owned Utilities Only)

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

- COMING YOUR WAY - IN OUR JUNE ISSUE

EVERYBODY LOVES AUDREY

AEF Sales and the United States Government will join forces to present a very special "Tribute to Audrey Hepburn".

From 'Roman Holiday' to 'Robin and Marian' there's never been anyone like her.

You won't want to miss this exciting Special Issue!



If there's any space left over, we will probably also have some information about "Electrical Equipment" of some sort.

