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The Quarterly  
Newsletter  
from  
A.E.F. Sales  
Engineering  
Company

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Our 31st Year

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### Heat by the Mile

*A.E.F. piles in the heaters, and we do it all just for you!*

## The Latest from Lortec

Reliability. If a UPS isn't reliable, what's the point? Since 1963 Lortec Power Systems has put reliability ahead of all other design considerations, by their emphasis on rugged construction and conservative design. But does that emphasis mean its products aren't right on the leading edge? No way!

**Smart. Very Smart.** Take Lortec's LE3000 series. Since power characteristics can change in an instant, the LE3000 uses an on-board digital signal processor (DSP) to sample output wave 4000 times every second. This thing is smart enough to know when the input current is coming from an emergency generator, adjusting both inverter and rectifier

as required. Smart enough to use a software trap for 5th order harmonic distortion, instantly adjusting the inverter via the DSP. And smart enough to phone home if it's not feeling well. Really.

**LE Phone Home.** If any of the parameters ain't just so, the built in modem can automatically dial the factory for help from a senior technician. Neat, huh?

**But Do They Make a 3 Phase Inverter With Those Advanced Features?** That's what you were thinking, wasn't it? Well, the answer is Yes. The new LE4000-I puts all this advanced technology into the ONLY three-

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## A.E.F. Goes to Moscow, Sort of

Some time back a consulting engineering firm in New York City was called on to design a rather large snowmelting system. What made this job a little different was that the project was the new World Trade Center in Moscow. Since the job had to be done right the first time, they called in A.E.F.'s Tony Fasolino. Moscow's winters are notoriously tough, and so were the two Russian engineers who were camped out in the consultant's offices for the duration. Based on meteorological data, the heat requirements were determined, and a system was designed using Nelson Electric's MI cables and snow detection systems.

The Russian engineers did not seem terribly impressed. Would the system be able to keep up with the heavy snows of a Russian winter? Tony explained to the translator that, based

on the data, there would be no problem. The translator smiled before she turned to the engineers, and then spoke for what seemed like an awful long time. Finally all three started laughing. The translator explained to Tony that she had told the engineers that the the system had been designed for the North Pole.

Was that really what she told them? Who knows? But they gave the go ahead, and the system was installed, and it's been working ever since, just as promised.

A.E.F. Sales has been involved in big projects all around the world. But we're happy to use our expertise on your project, no matter what size it is, or where it is. Mega-project or a small pipe tracing job, Paris or Paramus, it's all the same to us. So put us to work; let us make a difference in your project.

memo  
from the desk of  
*Peter Fasolino*

*It's not only the most difficult thing to know one's self, but the most inconvenient.*

Josh Billings

*It's strange how simple things become when you see them clearly.*

Ayn Rand

*If any man among you seemeth to be wise in this world, let him become a fool, that he may be wise. For the wisdom of this world is foolishness with God.*

1 Corinthians 3:18-19

*The world is a kind of spiritual kindergarten where bewildered infants are trying to spell GOD with the wrong blocks.*

William McAdoo

*There is nothing like looking, if you want to find something.*

J.R.R. Tolkien

*Don't let yesterday take up too much of today.*

Will Rogers

*Most of life's dilemmas can be solved simply by buying equipment from A.E.F. Sales.*

Peter Fasolino

I was once told, by a fellow who claimed to personally know a lion tamer, a trade secret that is apparently known to lion tamers everywhere. Of the classic lion tamer tools--the whip, the gun, and the chair--the chair is the most important. The whip and the gun are for noise and show; physically they offer the lion tamer no more protection than the chair. But it is the chair that holds the lion at bay.

The protection which the chair offers is not physical. It is mental; the lion sees four legs of the chair and can't decide which one to attack first. So he looks at the chair, thinks about which leg to attack first in order to get at the lion tamer. In the meantime, he climbs up and down pedestals, stands on his hind legs, jumps through flaming hoops--all while trying to decide which

chair leg to attack first. Soon the act is over, the lion is back in his cage, and another day has gone by. The lion never used his power because he never focused on a plan of action.

This story came to mind because at A.E.F. Sales, some recent marketing changes by one of our principal companies has made us more focused, and--I think--stronger. After four years, Gleason Reel and A.E.F. Sales are parting company. Although we have represented a cable and hose handling company for most of our thirty-one years, in a sense it was a product line that never quite fit. (Take a look at our line list on page 4--you'll see what I mean.) The companies we sold tool balancers and such to rarely had a need for any of the other principal companies we represent.

I'm not sure how the changes will work out for Gleason, but I think they'll work out very well for A.E.F. Sales, by allowing us to focus our efforts more on our core businesses and our core customers. Now, where the heck did that lion tamer go . . .

## Lortec Leads the Way

*Continued from page 1*

phase inverter with 48VDC input.

**Lortec Reliability, Single Phase Style.** The new LE500 series brings Lortec protection to smaller size. For loads from 600 VA to 12 kVA, it's got everything you were hoping for. The LE500's double conversion design uses utility power to create a clean power, free of spikes, surges, and electrical noise, and its on-line design means there is no battery switchover time--none! Automatic on-line battery tests guarantee back-up protection when it's really needed. And Lortec uses only the highest quality batteries, to provide up to five years of useful life. (Some manufacturers use batteries only rated for three years.)

Finally, the LE500 talks to your computers via an RS232C communications port. Together with shutdown software packages, this provides an automatic, safe shutdown of networks, saving data even when running unattended. The LE500 has so much going for it you could write a whole brochure about it. In fact, Lortec has: call us for your copy.

And you won't believe the pricing on these

until the invoice comes, and maybe not even then.

**NEW Battery Monitor.** So what else is new from Lortec? The DC Battery Tracker Monitor. Hey, any UPS is ultimately only as good as its battery back-up. And with commonly used sealed batteries, weak or defective cells may go undetected until needed, and then it's too late to do anything about it.

The DC Tracker assures UPS availability by predicting battery failures before they become problems. Continuously checking each of up to sixty batteries, the unit sounds an alarm if any voltage is outside of the programmable tolerance window.

You can get the DC tracker as an option on your new LE3000, or you can adapt it to existing battery cabinets or rack systems. So what are you waiting for?

A.E.F. Sales has been proud to represent Lortec in our area since 1988, and we've got a whole bunch of happy customers. Call us, and you can be happy too.

# Koko's Kitten

July 4th, 1971. A female gorilla was born at the San Francisco Zoo. Named Koko, she was frail and sickly and had to be separated from the other gorillas. She needed someone to take care of her. She needed a mother.

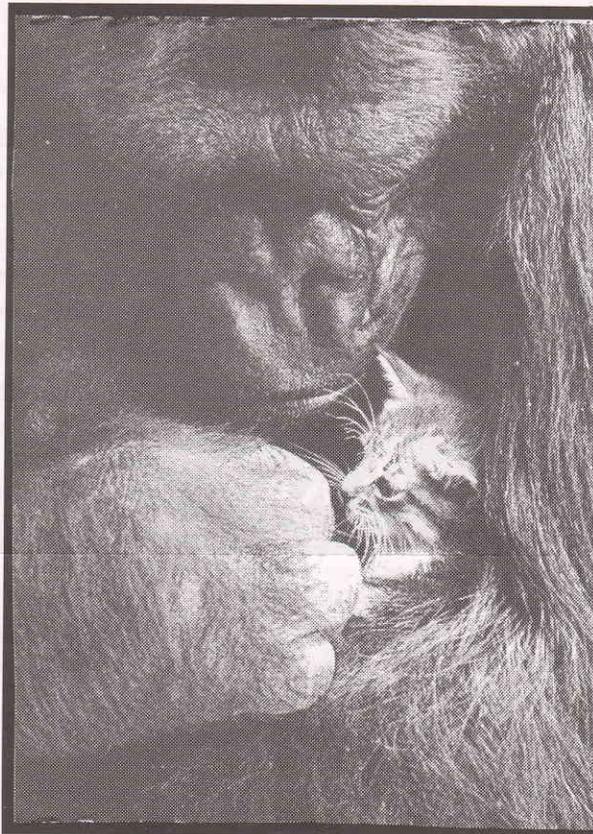
Enter Francine Patterson, a graduate student who had just learned about a chimpanzee who learned how to communicate in American Sign Language, a language in which hand and arm movements and facial gestures represent words. One chimp had learned 140 words. But nothing of the kind had ever been attempted with a gorilla. Francine took Koko home. Today Koko is 24 years old, weighs 200 pounds, and knows about 700 words.

*Gorilla Philosophy.* Koko can communicate how she feels, what she wants, and who she is. Asked whether she is an animal or a human, Koko signs "Fine animal gorilla." Where do gorillas go when they die? "Hole, sleep." Why do people and gorillas die? "Old, trouble." Koko loves picture books. Gorilla books are her favorites; cat books are next.

One year Francine asked Koko what she wanted for a birthday present. "Cat," answered Koko, "cat, cat, cat." Francine found a gorilla-proof cat: it was made of cement and covered with vinyl and black velvet. Koko opened it: "That red." (Koko uses 'red' to express anger.) She was very, very upset. She didn't want a toy cat; she wanted a real cat, a pet.

A few months later a friend brought three real kittens for a visit. "Love that," signed Koko. Which one do you want? "That," pointing to one without a tail. Then she

picked him up and carried him. "Baby. Koko love." Koko was always gentle; the kitten was never afraid. Once for no apparent reason, the kitten bit Koko, but Koko never struck back. "Cat bite. Obnoxious." Koko was a good mother.



Koko with All Ball, her first kitten

One December morning the kitten was hit by a car and killed. Francine broke the news to Koko; Koko did not respond. Francine thought she hadn't understood and left. Ten minutes later she heard Koko crying. Weeks later, Koko saw a picture of a kitten who looked very much like hers; "Cry, sad, frown." It was an unhappy time.

Time passed. "Cat gorilla have visit. Koko love." Koko was ready for a new kitten. When he arrived Koko purred with pleasure. She placed him on her chest and petted him. She kissed and cradled him. "Baby", she signed.

Fine animal gorilla.

*Extremely few bridegrooms jump out of windows just before their wedding, for, apart from other considerations, it's not a convenient mode of escape.*

Fyodor Dostoevsky

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

Elvis Costello

*Heψ Αλεξανδερπ' ψου'ρε βλοχκινγ τηε συν μαντζ*

Diogenes

*It's what ya do with what ya got that counts.*

Walt Disney

*Almost everybody in the whole world is asleep; only a few people are really awake, and they live in a state of constant total amazement.*

Patricia

*Rabbit's clever. And he has Brain. I suppose that that's why he never understands anything.*

Winnie-the-Pooh

*Sometimes the light's all shinin' on me, other times I can barely see. Lately it occurs to me what a long strange trip it's been.*

Robert Hunter

*This article has been brought to you without commercial interruption by the friendly folks at A.E.F. Sales.*

*Today, Koko lives in Woodside, California.*

*You can write to her at:*

*The Gorilla Foundation*

*P.O. Box 620-530*

*Woodside, CA 94062*

# You Want It When?

It's been a long, hot summer, but it went by real fast didn't it? Next thing you know the days are getting shorter, the leaves will be changing, and there'll be a nip in the air. Next thing after that and we'll be having nights that get down around thirty degrees AND YOUR STINKING PIPES ARE FREEZING!!!

Urgent action is required on your part! You really should taken care of all this a while ago, and now IT'S TOO LATE! Hey, just relax and listen up. Pick up the phone and give A.E.F. Sales a call. We've got a mile and a half of festive heater cables, plus a pile of zesty thermostats and accessories, on the shelf at our Galactic Headquarters in Mamaroneck, and it's yours if you want it!

If you're really up against it, we can get it to you tomorrow via Federal Express, even if you order it late in the afternoon.

And remember, we're talking primo Nelson cable and controls, plus you get A.E.F.'s thirty-wonderful years of expertise at no extra charge. So all you really need to know is our phone number: (914)-698-0432.

## 4 Things Worth Knowing

- ❑ **No Broken Promises.** William Henry Harrison was sworn in as President of the U.S. on March 5, 1841, and caught a cold while giving his Inaugural Address. One raw morning a few days later he got a severe chill when he went out to buy vegetables for the White House kitchen. The cold turned into pneumonia. His tenure in office ended April 4, 1841.
- ❑ **Don't Blow Your Fuses.** Need a Type E General Purpose or Type R Motor Starting fuse in a hurry? Norberg Industries manufactures a wide variety of these current limiting fuses. Fuses are their only business, not a sideline, so if the Big Guys are telling you to keep your shirt on, hang up on them and call AEF. (Ask for a convenient cross-reference catalog, for easy conversion of GE, Westinghouse, ITE, Siemens, and Allis catalog numbers into Norberg numbers.)
- ❑ **Legends of the Flood.** Hundreds of stories about the Flood have survived in cultures all around the world. The Chinese character for 'ship' is derived by combining the characters for 'vessels', 'persons', and 'eight'. (There were seven people besides Noah on the ark.)
- ❑ **Pyramid Power.** Put Pyramid Power to work for you by using Innerduct from Pyramid Industries instead of PVC conduit. It's much more flexible than PVC, and better-behaved at low temperatures. Long lengths go a long way to a smoother installation. It's a whole lot easier to handle a single continuous piece of 1 inch Innerduct 12,000 feet long than it is to handle 600 twenty-foot lengths of PVC pipe, ain't it?

### BEST POWER TECHNOLOGY

(Authorized Reseller)  
Ferrups Single Phase UPS to 18kva  
Unity/1 Three Phase UPS to 250kw

### 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

### LEWTEX TECHNOLOGICAL MFG.

Fibreglass Crossarms

### LORTEC POWER SYSTEMS

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

### 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

Bare Copper and Aluminum Cable  
Aluminum Clad Cable

### NORBERG INDUSTRIES, INC.

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

### 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. 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