



a.e.f. F.Y.I

FOR YOUR INFORMATION

A.E.F. Sales Engineering Company's Newsletter for the Electric Industry

Fall 1988

It's hard to believe that the summer of 1988 is only a memory. But the time goes by and the seasons change.

At A.E.F. Sales, there have been other changes as well. After 12 years with the company, my son Christopher has elected to leave for a sales position with W.W. Grainger's. We wish him much success and happiness in his new venture.

Carole Moran, who for the last three years was "the voice of A.E.F. Sales" has accepted a position as an office manager at a local law office. Her place here has been taken by Marion Furci, who has been on board since May. Marion lives here in Mamaroneck with her husband Ed and daughter Samantha.

She has been busy adjusting to new names, new products, and a new computer system. We welcome her on board, and know that you will appreciate her friendly and enthusiastic attitude!

And one more change: we at A.E.F. Sales no longer represent the Cast Products Group of Nelson Electric. Nelson's parent company, General Signal, has elected to merge the marketing functions of Cast Products with another General Signal division, O.Z. Gedney.

For a "systems solution" to hazardous and corrosive environments, we are pleased to announce that **Electrical Power Systems** will enable us to offer switchracks. These assemblies of rack mounted enclosures and control components are pre-engineered and pre-wired by factory experts. For more on **EPS** see page four of this newsletter. Or just give us a call!

Finally, as many of you know, we at A.E.F. Sales have been looking for almost a year for a new sales associate. I'm very happy to tell you that as of September 12, Anthony P. Napolitano has joined our team of sales professionals.

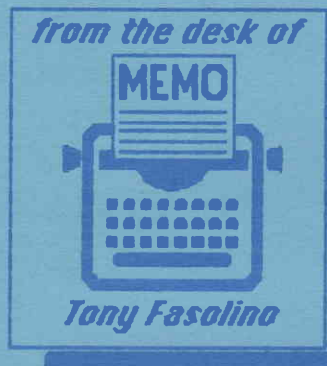
Meet Tony Napolitano

Tony grew up in Brooklyn and has lived for the past eighteen years in Oceanside, New York, with his wife Zuzann. Tony and his wife have two children. Daughter Nicole is a sophomore at Arizona State University. Anthony Jr. is a tenth grader at Oceanside High School. He is a avid golfer (10 handicap!) and has been active in several community sports activities as a coach for youth football, hockey,

and baseball.

Tony's baseball days go back to his years at Long Island University, where he was a lead-off batter and second baseman on teams which won both Knickerbocker Conference and Metropolitan Conference Championships. He graduated in 1965 with B.S. degree in management and went on to serve as a market analyst in the banking industry. For the past fourteen years, Tony has been involved in electrical sales of consumer products.

Tony's orientation program at A.E.F. Sales will include product and application training, as well as factory visits with a number of our principal companies. He will be covering the Nassau and Suffolk County area for us, and we hope to serve this area better than ever. I think you will enjoy working with Tony, and you can count on him for the kind of service you've come to expect from A.E.F. Sales.





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Lortec Power Systems at System 3X Expo

Lortec, our newest principal company, was an exhibitor at the System 3X EXPO held at the Sheraton Centre in Manhattan on September 7th and 8th.

The show is designed to reach users of IBM System 34, 36, and 38 computers, as well as users of IBM's new AS400 series. This group of information management professionals make up a traditionally strong market segment for Lortec.

Dale Lamirand, Lortec's national sales manager, was a featured speaker at the show, presenting a well attended seminar on Uninterruptible Power Supplies. Dale's talk was an overview of UPS and an "English translation" of the technical information typically found on a UPS data sheet. The seminar was based on an article Dale wrote for SYSTEM 3X WORLD magazine last year. If you missed the show, call us for a reprint of the original article.

Best thing about Lortec: Some users say it's our installation options. Every Lortec proposal includes a variety of installation and test options. Some UPS companies send you a packing crate and an invoice. Lortec users can choose a installation package that gives a single source of responsibility. Together with our 20 year money back guarantee, it all adds up to a choice that takes the worry out of UPS.

And if your backup power requirements include emergency generators, **Lortec can put together a single-source package including generators, controls, and transfer switches.** The whole job is coordinated by Lortec-- and it all starts when you give us a call.

Lortec's line-up includes small standby power systems for desktop applications and local area networks, for loads ranging from 300 to 1200 watts. For larger applications, like the IBM System 3X and AS400 families, Lortec builds

true on-line UPS systems from 2 kva to 160 kva. If you've got a computing or telecommunications system you depend on, Lortec can help keep you "up and running."

"It is only when you are pursued that you become swift."

Kahlil Gibran

Nelson Electric and A.E.F. Sales Team up Against Heater Cable Fires

Obviously, you want your heater cables to produce heat. But if you're like most people, you'd just as soon they didn't produce fire. With the popularity of plastic jacketed heater cables, "wet wire fires" have become a cause of concern. Wet wire fires can result when moisture is allowed to penetrate the plastic outer jacket of a heater cable, leading to moisture induced electrical shorts that can destroy an entire circuit.

If you specify, buy, approve, or install heater cable-- you can help eliminate wet wire fires on your job. **Ask your cable supplier these questions.**

Does the cable have a bonded inner jacket? A bonded inner jacket prevents the migration of moisture between the cable core and jacket. Without bonding, a small nick in the outer jacket can result in wicking of moisture throughout the cable. The result: when the heater is energized, *stand back!*

Are both ends of the cable terminated with components designed to prevent moisture from entering? Some manufacturers just "assume" the junction boxes will remain nice and dry inside. But if you go to jobsites, you know that sometimes a weatherproof junction box makes a terrific aquarium. [continues next page...]

Accordingly, failure to use a heater termination with a good moisture seal will greatly enhance your chances of a wet wire fire.

Fortunately, there's an easy way to avoid wet wire fires. Just make sure your cable is supplied by A.E.F. Sales. The plastic-jacketed heater cables we sell all have bonded jackets, and our termination kits are all designed to keep moisture out.

And we've got more than a mile of heater cable in local stock for fast shipment. For quick delivery and quality that lasts, you can count on A.E.F. Sales.

"The average time between throwing something out and needing it again is about two weeks."

Carl Carlson

Multi-Cable Transit Takes Cable to the Top

The Information Explosion. We've all heard of it. We're all affected by it. And now, even the buildings we work in are changing as a result of it. Information has to be moved throughout a company quickly. That means more computer data, more telecommunications, more power and control wiring than ever before. The solution: **Intelligent Office Buildings, with more space set aside for cable of all kinds-- conventional and fiber optic.**

With more cable penetrations in these buildings, proper firestopping becomes more important than ever. And those tons of cable need to be properly supported in the skyscrapers that spring up where building space is scarce.

There is only one product that provides both firestopping and cable support-- MCT by Nelson Electric.

Recently, a giant new tower has been taking shape in Manhattan's Financial District--

a major financial institution was building a new home. Working with some of the city's most prestigious consultants and electrical contractors, a study was undertaken to examine available solutions.

The design team considered two alternate approaches. In one system, cable support was accomplished with the use of Kellems grips. Between floors, damming was to be installed and a foam type firestop put into place.

The other approach was to use Nelson's Multi-Cable Transit. Its unique mechanical seal provides both superior firestopping and the necessary cable support.

Each cable is held by a Tecron module. The grid of modules is clamped tightly within the MCT frame. The result is a complete barrier to fire, toxic fumes, smoke, and water. **Cables do not need to be de-rated. And new cables can be added for tomorrow's applications without chopping, and without special tools.**

The result of this intensive study: **MCT is now being installed on more than 40 floors of the new building.** Thousands of cables, large and small, will be supported and firestopped by MCT. Frames can handle a maximum cable diameter of 3.75" OD.

The cable openings are large-- up to two feet wide and over eighteen feet long. The special steel frames on the largest openings were shipped in sections to ease handling and installation, then bolted together in the field. Careful inspection of jobsite conditions before fabrication resulted in flanges modified to conform to variations in size that often occur in the field.

The result: owner, consultants, and contractors agree that MCT was the way to take cable to the top. **Nelson Electric has a wide variety of firestop products, and one of them is right for your application.** Call us today and find out which product is right for you!



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Electrical Power Systems: A New Company With 50 Years of Quality

Electrical Power Systems, Incorporated-- EPSI-- has been in business for about two years. So how can it bring to market a 50 year history of quality?

EPSI is, in essence, the old Power Distribution Products group of Nelson Electric. The key people, from management through production, are old Nelson hands. Vernon Lawson, the president of EPSI, was associated with Nelson for over thirty years. Bill Coday, vice-president of manufacturing, had logged more than 23 years. Fred Smith, V.P. of engineering had more than 27 years.

Nelson Electric had experienced tremendous growth and tremendous corporate changes. It was sold to Sola Basic Industries. Later, Sola Basic was sold to General Signal. Over the years, it began to seem that the entrepreneurial nature of the PDP products might lend themselves to operation as an independent company. When the opportunity came, Vern Lawson jumped at it.

"I had three goals," he says. "One-- to keep the manufacturing plant in Tulsa. Two-- to provide employment for the people who have helped build Nelson. Three-- to prolong the quality product lines of Nelson in the marketplace." The streamlined EPSI team offers a great benefit to its customers: **Flexibility.**

When you build a refinery, for instance, changes in design are made right up until a piece of equipment goes out the door. "Change a 4 inch pipe to a 6 inch pipe, and you change everything else on down the line," says Fred Smith. "We've had changes discussed and implemented as late as the final inspection."

Putting the customer's needs first has been a key to EPSI's success. **Powerhouses, switchgear, low and medium voltage motor control, and unit substations** have always been part of the EPSI package.

And now, EPSI adds a new product: Switchracks. Recently, Nelson Electric's cast products group was merged into a sister division of General Signal, O.Z. Gedney. That marketing change has taken A.E.F. Sales out of the "loose cast" business, where junction boxes, starters, breakers and pushbuttons are sold almost as commodity items. **Assembling components into a complete explosion proof power distribution and control system takes the kind of engineering and manufacturing know-how that is EPSI's greatest strength.**

We at A.E.F. Sales welcome the opportunity to continue serving our customers with switchrack requirements. If your hazardous or corrosive environment needs a "systems solution" to the distribution and control of electrical power, call us and put the experience of Electrical Power Systems to work for you!

This issue of **A.E.F./F.Y.I** comes to you with the compliments of the whole A.E.F. Sales Team--

Anthony E. Fasolino
Edwin F. Choicey
Peter Fasolino
Anthony P. Napolitano
Marion Furci

