

a.e.f.  F.Y.I.

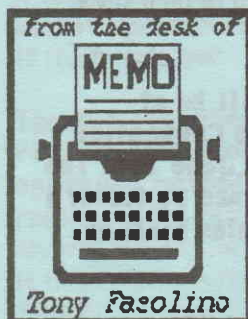
FOR YOUR INFORMATION

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

June 1988

At the offices of A.E.F. Sales, the change in seasons is well marked. The trees along the banks of the Mamaroneck River, just behind our office, have turned bright green. In the river itself, the changing tides bring an assortment of wildlife. High tide brings mallard ducks and a pair of swans. Low tide brings seagulls, herons, and an occasional egret.

The Electric '88 Exhibition at Javits Center has become another seasonal event. A.E.F. Sales staff will be there helping to man the booth of our newest principal, Lortec Power Systems. For more information on Lortec, see page two of this issue of F.Y.I. Then come see us at the show!



In our continuing effort to serve you better, we at A.E.F. Sales are in the process of adding someone to our sales team. Who will it be?

Good question, and we need your help to answer it.

Most of you know that we are service oriented, willing to get our hands and clothes dirty, and do whatever we can to make sure that you get more than a dollar's worth of value for every dollar you spend with us. We respect our customers, and we put their best interests first. It sounds kind of odd, but that's the way we've done business since 1964, and it seems to work.

If you know someone who fits this mold, who wants to work hard, manage his or her own time and territory, and have a sales career with our professional organization, ask that someone to send me a resume at P.O. Box 295, Mamaroneck, New York 10543. Replies will be kept confidential.

A background in the electrical industry or in sales would be preferred, but we are willing to give serious consideration to any candidate with enthusiasm and integrity. Keep your eyes and ears open, and keep those resumes coming in!

A cover letter on each resume telling us where the referral came from would be a big help. And if we hire a candidate you refer, **you will be our guest for a Dinner for Two at the restaurant of your choice. Help us grow!**

"I would rather be the man that bought the Brooklyn Bridge than the man that sold it." --Will Rogers

*See You at the Show....
Electric '88*



a.e.f.  F.Y.I.



An UPS is an UPS is an UPS . . .

Or so many people think. But we have found a manufacturer of Uninterruptible Power Supplies that is truly different -- a company that puts reliability ahead of all other design considerations. That company is **Lortec Power Systems**, our newest principal.

The market for UPS systems is booming. It sometimes seems that new companies appear in the market on a daily basis. Some of the newcomers are foreign manufacturers seeking a share of the U.S. market. Others wear the familiar name of a giant corporation, where UPS systems make up a tiny fraction of the total business.

Lortec Powers Systems is different.

Lortec is no newcomer to the industry, tracing its origins back to 1963. The equipment is designed and built in Elyria, Ohio. And UPS is their only business.

One more thing makes **Lortec** stand out from the crowd: **our three phase UPS systems come with a twenty year guarantee.** If you buy a system from us today, and you become unsatisfied with the equipment between now and the year 2008, you can return the UPS and get your money back.

How the heck can Lortec do that?

Easy. By designing and building a system so reliable that chances of a customer being unhappy is minimal. **Lortec** has a database of UPS systems produced since June of 1965. The mean time between system failures on these units currently measures over 162,000 hours. That's over 18 years of documented reliability.

Documented reliability. If you are considering a UPS, you already know you have a critical load . . . a load you can't afford to lose. You probably also have a sizable investment in computer or telecommunications hardware that needs to be protected from "dirty power"

Reliably. Day after day. Year after year. That's why you buy a UPS system. And that's why we think you should choose **Lortec**.

Lortec Power Systems can provide three phase UPS systems from 10 kVA all the way up to 180 kVA. We can also provide single phase systems from 2kVA to 5 kVA.

To round out the product line, **Lortec** offers a series of plug in standby systems and voltage regulators for desktop computers and small local area networks.

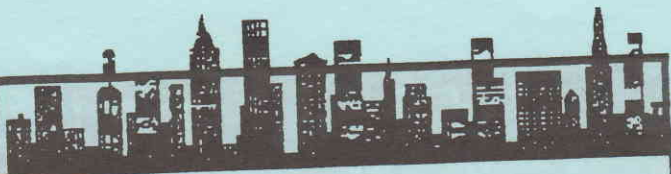
Shipment is fast, usually from factory stock. And the quality can't be beat.

Lortec Power Systems will be at Electric '88 in the Javits Convention Center, from June 1st to June 3rd. The Lortec booth will be manned by factory sales people and A.E.F. Sales staff as well.

There will be a number of UPS manufacturers represented at the show, which will give you a chance to compare features and benefits. Ask the salespeople manning the booth if they can offer a 20 year money back guarantee. If they can't, you're in the wrong booth!

See you at the show!

Spotted on a Florida billboard: "Be nice to your children... They pick out your nursing home."



Hold Your Fire!

If you're like many of the people who receive this newsletter, you may be reading it at your desk on the 10th or 20th floor of a skyscraper. Or maybe you're on a lower floor in the middle of a large building, far from a door or window leading to the outside. **What do you do if there's a fire?**

Will the halls and stairwells away from the fire origin be clear-- or filled with flame and smoke? When you go back to your office, will your work, your computer, your files be ready to use-- or will they be a charred mess?

A large part of the answer will depend on how your building is firestopped. Or if it's firestopped.

The National Electric Code requires firestopping by an approved method. The requirement is referenced in several parts of the code. Typical is this reference from Article 300.21:

"Electrical installations in hollow spaces, vertical shafts, and ventilation or air handling ducts shall be so made that the possible spread of fire or products of combustion will not be substantially increased. Openings around electrical penetrations through fire resistance rated walls, partitions, floors, or ceilings shall be firestopped using approved methods."

"Approved methods", in this instance, refers to third party approval, such as that provided by Underwriter's Laboratory. **Unfortunately, enforcement of this part of the NEC is inconsistent at best.** Lightweight concrete, for instance, is not an approved firestop. Yet in the field and in specifications, a variety of homespun and/or jury-rigged "solutions" including oakum and duct seal are seen.

What type of firestop is best? That depends on the application. Is the project a new building or a retrofit?

For a retrofit, a "soft" product is best. This type of product takes the form of its surroundings to bring a cable penetration into code compliance without having to disconnect or relocate wiring.

The product should be easy and safe to use. No special tools or extensive training should be required. **Nelson Electric** makes two products that fit the bill.

Flameseal Putty comes in bar form and has

the consistency of children's modeling clay. It is UL classified as a fire and smoke barrier, with a 3 hour rating.

Flameseal Caulk also has a 3 hour rating. It comes in cartridges or pails and forms an outstanding water seal. This

makes it ideal for below grade cable entrances to prevent flooding of transformer and equipment vaults.

Another type of product is the "mechanical seal". Nelson's Multi-Cable Transit (MCT) was the first UL Classified firestop system.

MCT offers superior performance for shock, vibration, air and water pressure. And its cable support capability makes it a natural for high rise structures. Today's "intelligent" office buildings have more power and communication cables than ever before. In fact, MCT is now being installed in a new tower in the Financial District.

IF YOU'VE GOT AN APPLICATION, WE'VE THE PRODUCT. GIVE US A CALL TODAY!



a.e.f.



F.Y.I.



Did You Want Fries With That Transformer?

These days, some transformer manufacturers are starting to act more like fast food outlets. **You can have your transformer any way you want it, as long as you want it their way.** Special applications? Special environments? Special tank materials? Forget it! Sometimes they'll 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 this?"

R.E. Uptegraff has been building transformers for more than 50 years. And we still build them one at a time.

For example, Uptegraff is now building a trailer mounted transformer for emergency use by a major utility. It is designed to take any one of three separate input voltages and transform to any one of three separate output voltages. Other recent examples of special transformers include 7500 kva padmounted transformers, a 7500 kva zig-zag transformer, and a variety of units with special corrosion resistant design features.

Corrosion resistant designs have featured tanks made of stainless steel or "Corten". Special paints have included customer-specified epoxy with different paint colors for each layer.

A transformer spends a short time in the shop and a long time in your plant, refinery, or transformer vault. The tank finish should be determined by the user's environment, not the manufacturer's convenience.

Other special applications have included rectifier transformers, and glass furnace transformers for high current/low voltage applications. **We can even put two transformers in a single tank, if that solves a problem for you.**

The Uptegraff commitment to customer satisfaction doesn't stop with a special design. Uptegraff's quality assurance philosophy helps insure that the materials and workmanship used in your transformer will be of the highest quality. **Put Uptegraff to work for you, and get the transformer you need, not the one somebody else felt like building.**

"Whoever is careless with the truth in small matters cannot be trusted with important matters."

--Albert Einstein

LORTEC POWER SYSTEMS/Uninterruptible Power Supplies
R.E. UPTEGRAFF/Liquid Filled Transformers to 10,000 kva
INTERNATIONAL TRANSFORMER/Dry Type Transformers
PACE/Automatic Transfer Switches, Generator Switchgear
ELECTRIC POWER SYSTEMS/Motor Control, Powerhouses
NELSON ELECTRIC/Firestops, Heater Cable
AERO-MOTIVE/Cable and Hose Handling, Tool Balancers
NORBERG INDUSTRIES/Current Limiting Fuses
MYRON ZUCKER, INC./Power Capacitors