



THE QUARTERLY NEWSLETTER FROM
A.E.F. SALES ENGINEERING COMPANY

SPRING 1991

All war has its down side --- loss of life, injuries, cost -- so one needs to look for positive results to balance this picture. Having served in the Marine Corps for forty-one months, I feel a renewal of my national pride and our national prestige as a positive result of the recent Persian Gulf conflict.

Even more satisfactory, in my judgment, was the emergence of new role models -- for our youth in particular, but in general for all of us. The conduct and execution of the conflict-- orchestrated by Dick Cheney, Colin Powell, and Norman Schwarzkopf -- made them very worthy replacement role models for the current issue of overpaid and over indulged athletes and entertainers. We salute

these three, and the thousands of everyday G.I. Joes for a job well done. Many thanks, you guys and gals!

From a business standpoint, the biggest news since our last newsletter is that we are now representing Gleason

Reel Corporation for solution of cable and hose management problems. With this change, we can offer

extended capability for engineered systems, and still provide a high quality

off-the-shelf product at a competitive price. Please keep us in mind for your cable and hose handling requirements.

Hope you all have a safe and enjoyable summer!

memo
from the desk of
Tony Fasolino

A trip to Wisconsin -- to the heartland of America -- is in some ways a trip back to another time and place -- a time of old fashioned values, friendly folks, clean towns. A time when an honest day's work for an honest day's pay was the rule, rather than the exception. A simple place where most things are black and white. And go "moo".

After all, this is a state whose license plates proclaim "America's Dairyland". Where the state lottery features tickets decorated with a picture of two dancing cows, and goes by the name of "Moo-la Mania". Where more than a few bumper stickers read "Eat Cheese or Die."

Well, what if you don't have time for a trip to Wisconsin? Or you can't eat cheese because you're worried about cholesterol? That's where A.E.F. Sales can help. We can bring you all the wholesome goodness of Wisconsin in high tech and industrial products that won't raise your cholesterol level -- and with quality, reliability, and value guaranteed to lower your blood pressure. The products and people of Gleason Reel and Best Power Technology are featured in this issue of FYI. Turn the page, read, buy -- and get back on the road to Good Health!

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Another innocent bystander shot in New York yesterday. You just stand around long enough in this town and be innocent and somebody is going to shoot you. One day they shot four. That's the best shooting ever done in this town. Anytime you can find four innocent people in New York in one day your are doing well even if you don't shoot 'em.

Will Rogers

Nothing astonishes men so much as common sense and plain dealing.
Ralph W. Emerson

I don't like these cold, precise people who, in order not to speak wrong, never speak at all, and in order not to do wrong, never do anything.

Henry Ward Beecher

You cannot teach a man anything; you can only help him find it within himself.

Galileo

If you have built a castle in the air, your work need not be lost; that is where it should be. Now put the foundation under it.

Henry David Thoreau

GLEASON: THE REEL STORY

Driving south and west on Wisconsin Route 67, leaving behind the hustle and bustle of Sheboygan, you come into the small town of Mayville, home of Gleason Reel Corporation. Gleason has been solving cable and hose management problems since 1911--- and as of May 3rd, A.E.F. Sales is representing them in the metropolitan New York and New Jersey area. A.E.F. Sales had previously represented AeroMotive in this product area, but resigned in early March after more than twenty years.

There were a variety of reasons for the split, according to Ed Chociej, Executive Vice-President of A.E.F. Sales. "There were personal and professional reasons involved," Ed told us. "A new management team came in with a new emphasis on plain vanilla products. But lots of our customers have applications that aren't plain vanilla, and we couldn't take care of them the way we'd like."

"Some of the products that AeroMotive had abandoned were very helpful to our local customer base -- such as PowrTrak and high voltage cable reels. So later, when the opportunity to work with Gleason came up, we took it. Now we can solve more of our customer's cable and hose

handling problems than ever before."

Gleason, in fact, was the originator of PowerTrak in this country, back in 1959. The product line has expanded and evolved over the years to include steel, plastic, and totally enclosed tracks --- all made right here in the United States. The product line is so extensive it fills three catalogs. And Gleason also offers a complete line of cable reels and festooning systems as well, including reels rated up to 15kv, and special models suitable for use with fiber optic cable.

Festooning products range from wire rope systems to I-Beam systems capable of car loads up to 1300 pounds. Slip rings and hose reels in a wide variety of configurations round out the product line. And Gleason's commitment to research and development insures new products and enhancements on a regular basis.

"It was a pleasure to get out and see the Gleason plant and meet the people," Ed concluded. "We certainly invite our customers to do the same. And we're happy to be able to offer them a quality line like Gleason."

Give us a call!



UPS: WHAT'S BEST?

Driving west on Wisconsin Route 33 --leaving the hustle and bustle of Mayville behind -- then turning North on Route 80, you soon reach the little town of Necedah, Wisconsin --- home of Best Power Technology, the National Power Laboratory, and -- according to a sign along the road -- 773 people.

Out of those 773 people, more than 650 work for Best. (Actually, the people who work for Best come from all over Juneau County.) The factory and offices cover 700,000 square feet, and the maze of corridors is so complex that each hallway has a street name, in order to keep visitors -- and employees -- from getting lost. Those employees design, build, and sell more single phase UPS systems than anyone else in the country.

A unique feature of the complex is the National Power Laboratory. This operation has two functions. First, it works as a kind of "Consumer Reports" for the single phase UPS business. Units from a variety of manufacturers go through a battery of tests to verify manufacturer's specs, and to see how the units function in "real world" situations. This service is available to other manufacturers or large end-users on a fee basis.

NPL is also the nerve center of an ongoing project to gather data on power from all over the country. Up to 50 locations across America are monitored 24 hours a day. The program began in March 1990, and has already collected more data than the classic and often cited Allen-Segall study of 1969-1972. Since the program's start, NPL has selected a "Glitch of the Month" on a regular basis. The glitches are analyzed, and also sent to the Best Engineering Department -- to see how to handle these "real world" problems. The cost of conducting a study like this is evidence of Best's intent to be a leader in the single phase UPS industry.

Another piece of evidence: Best's PowerUPS program. Best has trained and certified electrical contractors throughout the country to perform turnkey installations. Site survey, startup and operator training are all part of the package. No more guessing at costs. No more coordination problems. No more finger pointing if there's a problem.

And it all starts when you give A.E.F. Sales a call. As Authorized Resellers, we can offer a single, local, solution.

*The grand essentials of happiness are:
something to do,
something to love, and
something to hope for.*

Allan K. Chalmers

More persons, on the whole, are humbugged by believing in nothing, than by believing too much.

Phineas T. Barnum

There is nothing that wastes the body like worry, and one who has any faith in God should be ashamed to worry about anything whatsoever.

Mahatma Gandhi

Be sure to visit the Best Power booth at Electric '91, in the Javits Convention Center on June 17,18, and 19.

Craig Hanson

I don't know if there are men on the moon, but if there are they must be using the earth as their lunatic asylum.

George Bernard Shaw

One does not discover new lands without consenting to lose sight of the shore.

Andre Gide



Snow Melting, Italian Style

What do the United Nations Building, the Moscow World Trade Center, and Saint Vito's Church have in common? Not much -- in fact, we can only think of one thing. Each has a snow melting system designed and provided by Tony Fasolino of A.E.F. Sales Engineering Company.

Yes, there really is a Saint Vito. Not much is known about him, except that he is often pictured with a dog. And any saint that likes dogs is okay by us. In fact, all design services and material for this project were donated by A.E.F. Sales.

As part of its 60th Anniversary, the Church of Saint Vito -- right here in Mamaroneck -- underwent extensive renovations. Plans included a ramp to help the disabled and elderly avoid a long, steep flight of stairs. There were plans for

snow melting, but no money in the budget. And then . . . things happened.

The Church ended up with a system based on over thirty years of design and field experience. The mineral insulated cables are all inconel sheathed to combat the corrosion the can occur from road salt, tracked in from unmelted areas. The beefy 5/16" cables are designed to survive the rigors of installation and the pouring of concrete. And the contractor got the field assistance he needed to make the job go in right -- the first time.

If you've got a snow melting or pipe tracing application, give us a call. You won't get it for free, unless maybe your name is Vito and you like dogs. But you'll get your money's worth. Give us a call.

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A. E. F. SALES WHO & WHAT

BEST POWER TECHNOLOGY
(Authorized Reseller)
Ferrups Single Phase UPS to 18kva

LORTEC POWER SYSTEMS
On-Line UPS to 125kva
Specialty Inverters

RAPID POWER TECHNOLOGIES
Power Conditioners to 1000kva
Voltage Regulators to 1000kva
Isolation Transformers to 750kva

GLEASON REEL CORPORATION
Cable and Hose Reels
Festoon Systems and PowerTrak

MYRON ZUCKER, INC.
Low Voltage Capacitors to 600 volts
Harmonic Traps

R.E. UPTGRAFF MANUFACTURING
Liquid-Filled Transformers to 15mva, 69kv
Subsurface, Load Center, LTC, Station Type
Rebuilding and Rewinding Services

CENTRAL MOLONEY
Single Phase Transformers: Pole Type,
Padmounted, Vault, and Stepdown
Components: Bushings, switches, accessories

NELSON ELECTRIC FIRESTOPS
Soft Seals: Putty, Caulk, Compound
Mechanical Seals: Multi-Cable Transit

**NELSON ELECTRIC
HEATER PRODUCTS**
Mineral Insulated Cable for Pipe Tracing
and Snow Melting
Self Regulating Cable for Pipe Tracing
Thermostats
Control and Monitoring Panels

ELECTRICAL POWER SYSTEMS, INC.
Low and Medium Voltage Switchgear and
Motor Control
Powerhouses: Special Purpose Buildings for
Distribution and Control

NEHRING ELECTRICAL WORKS
(For Utilities Only)
Bare Copper and Aluminum Cable
Aluminum Clad Cable
Ground Rods and Accessories

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