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

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Our 29th Year

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Sharp Electronics Selects Lortec LE3000 225kva UPS

Sharp Electronics recently had an important decision to make. They needed to select a UPS to protect their computer center in Mahwah, N.J. To protect this vital facility, Sharp, working with their consulting engineer, Elenco Engineering of Florham Park, chose an LE3000 225kva UPS from LorTec Power Systems.

There are a lot of good reasons to choose the LE3000. Here are some of them.

LorTec Reliability. LorTec has been a leader in the UPS business for over thirty years--and that's a long time in this relatively young field. LorTec prides itself on exceptional quality and reliability along with comprehensive customer support. And it's backed up by . . .

The Best Warranty in The Business. For 12 months after on-site testing you're

covered. Completely. All parts are Free. All labor is Free. All associated travel expenses are Free. It's that simple.

Parts Will Be Available in 2013. If you bought a UPS from LorTec 20 years ago the parts needed to repair, replace or retrofit that unit are available today. That kind of parts availability simply isn't provided by other UPS suppliers.

Noisy, Hot, Heavy and Bulky. Not. The LE3000 offers a small footprint, low heat output, and minimal noise. Even the 225kva unit Sharp chose is practically dainty: 63" wide by 31.5" deep, and tipping the scales at a svelte 4100 pounds. Heat dissipation is 53.4 kBTU/hour, and acoustical noise a mere 65 dB 'A' scale at 5 feet, so it's easy to live with.

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Finding 'Hard-To-Find Stuff'

Since the dawn of time, Man has always struggled to find Hard-To-Find Stuff.

Finally, after thousands of years of frustration, finding hard-to-find stuff has gotten, well--easy. How did it happen?

Like many breakthroughs, the answer is surprisingly simple: The Econoline Division of Gleason Reel Corporation put all those elusive items together in the official "Hard-To-Find Stuff" Catalog.

This catalog is crammed with simple solutions to almost every Tool-Hose-Cable-Ergonomic problem you're likely to encounter in the workplace. And it's so danged easy to use even a Congressman could handle it!

Gleason Reel has been handling similar problems for years with customized, built-to-order products. In 1991 they launched the Econoline Division to bring all that

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memo
from the desk of
Peter Fasolino

No one really listens to anyone else, and if you try it for a while you'll see why.

Mignon McLaughlin

The best things in life aren't things.

Linda Ellerbee

All things, therefore, that you want men to do to you, you must likewise do to them.

Matthew 7:12

The most elemental and valuable statement in science, the beginning of wisdom, is: "I don't know."

Lt. Commander Data

A good scare is worth more to a man than good advice.

Edgar Watson Howe

The longer you live, the less importance you attach to things, and also the less importance you attach to importance.

Jean Rostand

Ours is a world of nuclear giants and ethical infants.

Gen. Omar Bradley

It's hard to believe that 1993 is almost over. Given the business conditions that prevailed through most of the year, I'm not that sorry to see it go. We're still here, though, and for that we are appreciative of the support from our customers and our principal companies. We are looking ahead to 1994, and to the 30th Anniversary of our Company in March.

On behalf of all of us at A.E.F. Sales, our wish to you is that the coming holiday season will be one that provides quiet times with loved ones, and warm memories to carry you through the winter, and the years ahead.

Hard-To-Find Stuff *Continued from page 1*

know-how to solving similar problems using economical, standardized products. The results have been stunning.

They're all right here in Econoline's new easy-to-use Hard-To-Find Stuff Catalog.

"Making the plant safe has been an increasing concern for many companies, and increasing productivity is vital to survival in today's economy. Econoline products contribute to both these goals."

Making the plant safe has been an increasing concern for many companies, and increasing productivity is vital to survival in today's economy. Econoline products contribute to both these goals.

More and more people have begun to realize that a properly designed workplace cuts down on injuries and insurance claims. Reels, festooning systems, and Econotrak keep cables, cords, and hoses out of harm's way. Tool balancers make tools weightless. Torque arms neutralize torque generated by power tools. Trolleys put the right tool in the right place. And workstation kits put the trolley in the right place.

But a properly designed workplace can also increase worker productivity. How so?

If a worker is asked to do more than his body is physically capable of, something has to give: either the rate at which he works will go down, or the quality of his work will decline. Either way productivity, and profitability also suffer.

Could a Hard-To-Find Stuff Catalog help solve some of your problems? It won't cost you anything to find out. Just call us, and in a few days your copy will be on your desk.

Sharp Decision

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Quick On Its Feet. Since power characteristics can change virtually in an instant, the LE3000 uses a digital signal processor that samples output waveform over 4000 times per second.

We'll Work With You. Only six weeks after the order was placed, Sharp's new UPS was up and running, well ahead of schedule. How did that happen? LorTec's Rod Teachout and A.E.F. Sales' Fred Eigenraugh III worked closely with Elenco Engineering's Ted Niculescu to get the job done. We'd be happy to do the same for your project.

If you have a UPS requirement, or if you'd just like more information on the most reliable UPS's in the world, all you have to do is let us know how we can help.

Doing Things The Wrong Way

On Sunday morning, July 17, 1938 a young pilot named Douglas Corrigan took off from Brooklyn's Floyd Bennett Field. With him he carried two boxes of cookies, two chocolate bars, a quart bottle of water, and a map of the U.S. He was going to attempt a non-stop transcontinental solo flight to California.

Twenty-six hours later he landed in Dublin, Ireland, "by mistake" and instantly became a national hero. And thereby hangs a tale.

Corrigan had taken his first flying lesson in 1925, and from 1927 on he barnstormed the country, but he had a bigger dream: to be the first to fly solo non-stop from the U.S. to Ireland.

Starting in 1936 he began trying to get permission from Federal aviation officials to make his flight. First he found out he needed to get a radio operators license, even though his plane had no radio. He got it. Then he was told to wait till 1937. But when Amelia Earhart disappeared the Government decided not to allow any more ocean flights.

Finally, in 1938 Corrigan got permission, sort of: the Feds wouldn't let him fly to Ireland, but he *could* fly non-stop from N.Y to California.

That Sunday morning his heavily-loaded plane took off headed east on an east-west runway. The weather was very cloudy and foggy.

After 26 hours he came down out of the clouds and saw only ocean. "I looked down at the compass and noticed I had been following the wrong end of the needle for the whole flight!" An hour later he landed in Dublin. He became a sensation, and on his return to the U.S. he was honored by a ticker-tape parade in New York, and by parades,

receptions and crowds from the White House to L.A. and everywhere else in between.

What does all this have to do with A.E.F. Sales? Not a whole heckuva lot, really. But we thought you'd enjoy it, and that was reason enough to include it in this issue. If you enjoyed it, let us know.

(And don't forget to send us orders.)



Wrong-Way Corrigan

Parlez-Vous 50 Hertz?

Rapid Power Technologies of Brookfield, CT, a leading custom designer and manufacturer of AC and DC power supplies, power conditioners, isolation transformers and frequency converters, has just introduced a brand new line of frequency converters dubbed "International Frequency Converters".

Rated from 5kva to 312kva, they convert 50 hz power to 60 hz, or 60 hz power to 50 hz, with input and output voltages that can be tailored to any combination.

Some primary uses for the new line

include testing electrical products and equipment destined for export markets, and the domestic operation of electrical equipment manufactured outside the U.S.

Features include built-in diagnostics to permit servicing by non-specialists, overload capability of 200% of full load rated current, and output isolation which fully isolates output power from input power.

For more information on the new International Frequency Converters, or any other Rapid products, just give your A.E.F. Sales rep a call.

Even when the experts all agree, they may well be mistaken.

Bertrand Russell

Learn to laugh at your troubles.

Everyone else has.

Draja Lawrence

Rahner

Every civilization that has ever existed has ultimately collapsed.

Henry Kissinger

What if there were no hypothetical situations?

John Mendoza

Gweliz mez ken gwelet derven, gweliz vi ken gwelet iar wenn. Eroiez ne wiliz evelhenn.

Welsh Proverb

Surely God would not have created such a being as man, with ability to grasp the infinite, to exist only for a day. No: man was meant for immortality.

Abraham Lincoln

You can't help respecting anybody who can spell TUESDAY, even if he doesn't spell it right.

A.A. Milne

FYI Sports Update

Woodlake Golf Club, N.J. Results are in from the 5th Annual PSE&G Distribution Systems Golf Outing, which was held at Woodlake Golf Club on September 25th. We are proud to report that A.E.F. Salesman Fred W. Eigenrauch III was a member of the winning team.

A key part of Fred's strategy was to use Official A.E.F. Sales Golf Balls, which have never been known to fail. His team finished the day tied for first with two other teams at 5 under par. Under some silly tie breaking rules Fred and his team technically were awarded third place.

Mamaroneck, N.Y. The offspring of A.E.F. Salesman Pete Fasolino have been busy this fall F-I-G-H-T-I-N-G for good old Rye Neck High.

Pietro, a 16 year old junior, played linebacker for the Varsity football team, accumulating 16 tackles, 2 sacks, and 1 fumble recovery, before being injured on the last play of the Bronxville game. He is in rehab, and will be ready for baseball this spring.

Josephine, a 12 year old 7th grader, has been tearing up the Field Hockey field playing the center halfback position. She always seems to be right around that little ball or puck or whatever it is. Jo is also an accomplished equestrienne.

4 Things Worth Knowing

■ **Big. Very Big.** Cheop's Great Pyramid sprawls over 13 acres of desert and soars some 48 stories. It is composed of about 2.3 million blocks, some weighing 15 tons or more. No one knows how the Egyptians quarried the stones and raised them into position.

■ **Tempus fugit.** Roy Rogers is 82. Joe Namath is 50. Brigitte Bardot is 59. Paul McCartney is 51. Mickey Mouse is 65.

■ **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.)

■ **Hang On!** At the equator the earth is spinning to the east at 1,041 miles per hour; at N.Y.C.'s latitude it's about 770 mph. That means that if you're reading FYI in the Greater New York area you are travelling about 1050 feet to the east every second.

BEST POWER TECHNOLOGY

(Authorized Reseller)

Ferrups Single Phase UPS to 18kva

LORTEC POWER SYSTEMS

On-Line UPS to 225kva

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

Workstations and Tool Balancers

MYRON ZUCKER, INC.

Low Voltage Capacitors to 600 volts

Harmonic Traps

R.E. UPTGRAFF MANUFACTURING

Liquid-Filled Transformers to 15mva

Subsurface, Load Center, Station Type

Rebuilding and Rewinding Services

CENTRAL MOLONEY

Single Phase Transformers: Pole Type,

Padmounted, Vault, and Stepdown

Components: Bushings-Switches-Accessories

NELSON ELECTRIC HEATER PRODUCTS

MI Cable for Pipe Tracing and Snowmelting

Self-Regulating Cable for Pipe Tracing

Thermostats

Controls and Monitoring Panels

ELECTRICAL POWER SYSTEMS INC.

Switchgear and Motor Control to 15KV

Powerhouses: Special Purpose Buildings for

Distribution and Control

NEHRING ELECTRICAL WORKS

(for Utilities Only)

Bare Copper and Aluminum Cable

Aluminum Clad Cable

NORBERG INDUSTRIES

Silver Sand Current Limiting Fuses

Type R Motor Starting Fuses

Type E General Purpose Fuses