

summer  
1994

Volume 5  
Issue 2

# aef/fyi

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

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June 1994



Our 30th Year

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*An Actual Expert answers all your questions. Back by popular demand.*

## Heater Monitors Shown To Prevent Tragic Hair Loss

Can Nelson's CM1 and CM2 Monitor and Control Systems actually prevent hair loss, get you a bonus, and make your kids listen to you? If you are responsible for the design, or maintenance, of a heat tracing system that *has* to work *all the time*, the answers are yes, yes, and probably not.

**Here's the problem:** Today's heat tracing systems often involve many circuits, some hundreds of feet long, and utilize self-regulating, constant wattage, and series cables for both freeze protection and process control. The installation may cover tens of thousands of square feet, and many of the cables and controls involved may be accessible only using special equipment. Loss of critical lines can shut down the entire plant. If that's not enough of a challenge, let's assume that your budget for

maintenance has just been cut. Again.

**Here's the answer:** Find an employee to constantly monitor every controller and heater in the plant for On-Off status, continuity, current, and voltage, and have him inform you instantly of any problem. On some critical lines you might also want him to check actual pipe temperature (that's what counts, isn't it?), and alert you if there's trouble.

Ideally this employee should be on the job 24 hours a day, seven days a week and not require any salary or benefits.

**Here's the answer to the answer:** Just think of Nelson's CM as that dream employee. CM monitor and control systems can be designed into your new system, or easily retrofitted into your existing installation.

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## A True Scary Transformer Story

*(EDITOR'S NOTE: The following is an Actual True Story. Some names have been changed to protect the innocent.)*

Once upon a time there was a large petrochemical company which had a large project which required a large number of large transformers (ranging from 2500 to 10,000kva, actually).

This large order was placed with a large and very well known company. Many

years ago this company really *was* a manufacturer of electrical equipment that employed real engineers who understood what their customers needed, real designers who could design it so it worked, and manufacturing people who could build it the way it was designed. But that, as we said, was a long time ago.

Today the only thing that hasn't changed is the name. Engineers have been replaced

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*An economist's guess is likely to be as good as anybody else's.*

*Will Rogers*

*There is nothing more exhilarating than being shot at without result.*

*Winston Churchill*

*The person faithful in what is least is faithful also in much, and the person unrighteous in what is least is unrighteous also in much.*

*Luke 16:10*

*There are some trees which grow to a certain height and then suddenly develop some unsightly eccentricity. You will often see the same thing in humans.*

*Sherlock Holmes*

*The speed of a runaway horse counts for nothing.*

*Jean Cocteau*

*It is better to understand a little than to misunderstand a lot.*

*Anatole France*

*This here civilization we got is a mighty flimsy thing.*

*Louis L'Amour*

## memo from the desk of *Peter Fasolino*

*Back in April, Fred Eigenrauch and I attended the IEEE/PES show in Chicago. This show is held every two and a half years, and two things about it always amaze me.*

*The first thing is how fast two and a half years go by.*

*The second thing is how much can change in that span of time. The changes at the last show were not, it seems to me, technological. I can't think of a single, boffo, breakthrough technology that made its debut. (Of course, it's a big show and I may have missed something.) Instead, it seems to me that the primary changes in evidence were regulatory and economic in nature.*

*With regulatory changes, our utility customers are facing a new competitive environment that is utterly unfamiliar. As*

*in other industries, this has meant trying to do the same amount of work with fewer people.*

*At the same time, economic changes mean that manufacturers are in a continual state of change. This makes it harder for our utility customers to get equipment that they need to keep their systems running. How many times have you heard--*

*"We sold that division."*

*"We don't make those anymore."*

*"The engineer who used to do that took early retirement, and no one else here knows anything about it."*

*What can you do when that happens? Give A.E.F. Sales a call. The manufacturers we represent are small, independent, and customer driven. And we can and do extend beyond our principal companies if that's what it takes to put together solutions to your problems.*

*The utility industry is not the only one in a state of change. Whatever industry you are in, give us a call. Let's work on the future together.*

## A Scary Transformer Story

*Continued from page 1*

*by Bean Counters, manufacturing people have been replaced with Marketing Specialists, and everyone is hoping to be transferred to the Entertainment Division.*

*Now for the scary part. In the spring of 1993 the order was placed with this large company, with shipment promised for November 1993. But when November rolled around, the customer was told that the transformers would be ONE YEAR LATE! Needless to say no one was very happy about this, least of all the buyer who made the decision, and who we're sorry to say has not been seen since.*

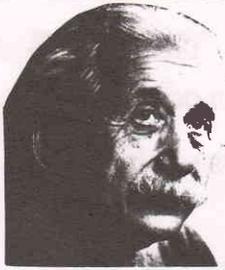
*Can we possibly get a happy ending*

*out of this? Sure we can.*

*A very smart person put in a call to R.E. Uptegraff of Scottsdale, Pennsylvania, a slightly old-fashioned transformer manufacturer which still employs real engineers and manufacturing people, and whose business still consists of building transformers. An order was placed with Uptegraff, and shipment was completed last month.*

*What's the point? Well, there are actually two points. First off, lots of times the Big Guys seem to play by a different set of rules, with the customer getting short shrift.*

*And second, there are still some companies out there that know what they're doing. Pretty reassuring, isn't it?*



# Ask Dr. Science

Guest Columnist

*Dr. Ralph Science is an internationally known author, lecturer, and Notary Public. He is also the host of the popular PBS series "I Know More Than You Do".*

DEAR DR. SCIENCE:

*Please settle this bet for me. My friend says the fastest animal in the world is a cheetah, but I say it's a peregrine falcon. Who's right? R.M.*

DEAR R.M.:

Sorry, but neither of you is right. The fastest animal in the world is a Holstein cow that's been dropped from a helicopter.

DEAR DR. SCIENCE:

*Can you recommend a good lawyer? I've got to fight three separate lawsuits from people who fell in front of my building this past winter. Please hurry, I don't have much time since the first court date is set for June 15th. O.P.*

DEAR O.P.:

There is a firm I can recommend. I suggest

you call Dewey, Billham, & Howe. You'll find them in the Manhattan white pages.

If I may make another suggestion, why don't you consider putting a snowmelting system in the problem areas? There are several good reasons to do so.

In addition to preventing injuries and lawsuits, a snowmelting system prevents structural damage caused by the constant use of salt, as well as interior damage to floors and carpeting caused by tracking.

Also, after quite a few years of abnormally warm and snowless winters, we seem to be headed into a period of old fashioned winters, so you might as well be prepared.

Finally, power costs have pretty well stabilized, while labor costs (and legal fees) have not.

If you decide to snowmelt, make sure you use MI cables. A manufacturer who makes both self-limiting cables and MI cables is in the best position to show you why MI is the way to go. (A good snow detector will help keep energy usage under control.)

DEAR DR. SCIENCE:

*Why are manhole covers round? F.B.*

DEAR F.B.:

Because the manholes are round.

*Got a question? Need help? Write to Dr. Science, c/o A.E.F. Sales Engineering Co., P.O. Box 295 Mamaroneck, N.Y. 10543.*

## CM Prevents Hair Loss

*Continued from page 1*

What happens when you *don't* have a CM on the job? Well, in a maintenance situation, have you ever seen a breaker not turned back on after servicing? If that breaker was feeding a motor or the lights in somebody's office you'd get a phone call right away and you'd know there was a problem before it became a PROBLEM.

But if that breaker was feeding a heater cable you wouldn't know anything was wrong until it was way too late. With the CM you know about the problem, and can correct it, *before* the plant shuts down.

What if there was voltage, but there was a problem with the heater cable itself? By constantly monitoring current and continuity for every circuit, the CM deter-

mines that there's a problem instantly, so you can correct it. Nice, huh?

So will the CM actually prevent hair loss? Well, you'll reduce stress, which is thought to be a factor, and you won't be pulling your hair out because your heat tracing system's driving you crazy. (Okay, we may be stretching things a bit here, but we really wanted you to read this article.)

Will it get you a bonus? Hey, you never know.

Will it make your kids listen to you? How should *we* know? Besides, we've got our own problems.

*(EDITOR'S NOTE: Nelson's CM1 and CM2 Heat Trace Monitoring and Control Units are actually pretty neat products. Call us for more in-depth information, or a product brochure.)*

*The more they over-think the plumbing, the easier it is to stop up the drain.*

Scotty

*An ass may bray a good while before he shakes the stars down.*

George Eliot

*Some are destroyed by defeat, and some are made small and mean by victory.*

John Steinbeck

*Man has always assumed that he is more intelligent than dolphins because he has achieved so much--the wheel, New York, wars and so on--while all the dolphins have ever done was muck about in the water having a good time. But conversely, the dolphins have always believed that they are far more intelligent than men--for precisely the same reasons.*

Douglas Adams

*The thing that impresses me most about America is the way parents obey their children.*

Duke of Windsor

*I don't care too much for money; money can't buy me love.*

The Beatles

# You Have 3 Minutes To Tell Us What You Want!

A.E.F.'s newest Voicemail System, which has been on-line for a little less than a year, has just answered its 10,000th call.

While this little beauty has about a gazillion features and options, the best thing about it according to our customers is TIME: they have a full three minutes to tell us exactly what they need.

Getting the most out of it is easy, so listen up.

**WRONG:** "This is Ford Prefect from Galaxy Construction. Please call me as soon as possible." This approach is how many World Class Telephone Tag games begin. You can bet the ranch that before too long you'll find a slip on your desk saying: "Peter from A.E.F. Sales returned your call." Then it's your turn again.

**RIGHT:** "This is Ford Prefect from Galaxy Construction. We got approval for the heat tracing on the Baggins job. They're going with two inches of insulation, so we'll go with Alternate 1 on your quote. But I'm going to need 500 feet of cable yesterday. Use my PO#PDQ123, and let me know when I can get that 500 feet." Then that message on your desk will read: "Peter from A.E.F. Sales called. The 500 feet of cable is shipping this afternoon from local stock via UPS Red, and the balance will ship Thursday from the plant." Isn't that much better?

**MORAL:** Use the Time to tell us what you need!

## 4 Things Worth Knowing

- **Still Crazy After All These Years.** Unexploded bombs and artillery shells from both World Wars force the French government to keep over 2,000,000 acres cordoned off. In 1991, 36 farmers were killed when their tractors hit shells in areas deemed safe.
- **Big Problem.** Gleason Reel recently built an enormous Powertrak cable and hose handling system for use on a North Sea drilling rig. Made out of stainless steel, it's 11 feet high and weighs 26,000 pounds. They can handle small problems too.
- **Free Willy.** Killer whales in the wild live about forty years; in captivity they live about four years.
- **Tough.** Uptegraff has developed a heavy duty, 11 gauge corrugated radiator for use on transformers in highly corrosive atmospheres. If you've got rapid corrosion or rust-out problems this could be what you've been waiting for. Ask to see our sample unit.

### BEST POWER TECHNOLOGY

(Authorized Reseller)  
Ferrups Single Phase UPS to 18kva

### 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/VAS (AW)

### ELECTRICAL POWER SYSTEMS INC.

Switchgear and Motor Control to 15KV  
Powerhouses: Special Purpose Buildings for  
Distribution and Control

### GLEASON REEL CORPORATION

Cable and Hose Reels  
Festoon Systems and PowerTrak  
Workstations and Tool Balancers

### LORTEC POWER SYSTEMS

On-Line UPS to 225kva  
Specialty Inverters

### NELSON ELECTRIC HEATER PRODUCTS

MI Cable for Pipe Tracing and Snowmelting  
Self-Regulating Cable for Pipe Tracing  
Thermostats and Controls  
Monitor and Control Panels

### NEHRING ELECTRICAL WORKS

(for Utilities Only)  
Bare Copper and Aluminum Cable  
Aluminum Clad Cable

### RAPID POWER TECHNOLOGIES

Power Conditioners to 1000kva  
Voltage Regulators to 1000kva  
Isolation Transformers to 750kva

### 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