

summer

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Newsletter
from
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Company

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Our 32nd Year

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Up to Speed

Are the NEC, the IEEE and the FBI catching up to A.E.F.? Could be.

Central Moloney Gets ISO 9002

Hey, it was a lot of work, but it was worth it. Find out why.

The Wit and Wisdom of Yogi.

You should all read this.

Summer Fun with Bernadette

Your favorite Holstein wants you to have a safe, fun summer.

NEC, IEEE Catch Up to AEF!

Well, it finally happened.

The NEC, the IEEE, and the FBI swooped down onto AEF's Galactic Headquarters in Mamaroneck and . . . NO! They didn't catch up to AEF *that way*. The NEC and the IEEE have caught up with heater cable design standards that AEF has been using for years. (As we go to press the FBI has not caught up to AEF, having been very busy the past few months delivering pizzas to the 'Freemen' in Montana, but that's another story.)

NEC Changes Effective July 1. The 1996 NEC has two changes effecting electric heat tracing. Section 427-22 requires ground-fault protection on each

branch circuit supplying electric heating equipment. (For more info on this, check with your AEF rep.) The second change, in Section 427-23(a), requires heating cables to have a grounded metal covering that surrounds the heating element, bus wires, and their electrical insulation.

The metal covering provides a path to ground for fault current in order to trip protective devices, reducing the potential for fire and electric shock.

What the NEC has just discovered is something AEF, and AEF customers, have known for years. From the very beginning of the use of plastic heater cables, systems

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Central Moloney Gets ISO 9002

After two years of hard work in all departments, Central Moloney announced on May 29 that they have received official ISO 9002 Certification. That makes them the ONLY U.S. transformer company with a facility that is ISO Certified for the manufacture of single phase Pole, Pad and Underground distribution transformers.

ISO 9002 is a Quality Management Standard that focuses on customer satisfaction through the prevention of product defects.

Small World. ISO standards, written by the Geneva-based International Organization for Standardization, are designed to ensure that a company's products and services are right the first time--a sort of International Industrial Good Housekeeping Seal of

Approval. If a problem does occur, the company must guarantee that it can find and fix it quickly, as well as identify and remedy the cause. Companies all around the world regard ISO as the standard to be met. ISO 9002 is now a recognized ANSI standard.

"Central Moloney is now the ONLY U.S. transformer company that is ISO Certified for single phase Pole Pad, and Underground distribution transformers."

ISO 9002 Certification isn't the only thing that sets Central Moloney apart from the crowd. CM is not a subsidiary of anybody. It's owned by the people who run it, people whose only business is building transformers.

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memo from the desk of

Peter Fasolino

If you wish to call the truth impossible, that is your privilege, but it will get you nowhere.

Vasil Deniador

Manage with bread and butter until God sends the honey.

Moroccan Proverb

Do not put your trust in nobles, nor in the son of an earthling man, to whom no salvation belongs. His spirit goes out, he goes back to his ground; in that day his thoughts do perish.

Psalms 146:3,4

It is never too late to become what you might have been.

George Elliot

If you can't laugh at yourself--laugh at somebody else.

Brian Hackett

There are two days about which nobody should ever worry, and these are yesterday and tomorrow.

Robert Jones Burdette

Alas for those who never sing, and die with all their music in them!

Oliver Wendell Holmes

I think it's wrong that only one company makes Monopoly.

Steven Wright

There's this kangaroo, goes into a bar and asks the bartender for a beer. As the bartender is pouring the beer, he thinks "Hey--this is a kangaroo. What do kangaroos know about money?" So when he hands the kangaroo the glass of beer he says, "Twenty bucks, please." Kangaroo reaches into his pouch, takes out a twenty dollar bill, and hands it to the bartender.

The bar is quiet, and as the kangaroo is finishing his beer the bartender tries to strike up a conversation. Finally he says "You know, we don't get many kangaroos in here." Kangaroo says, "At these prices, I'm not surprised."

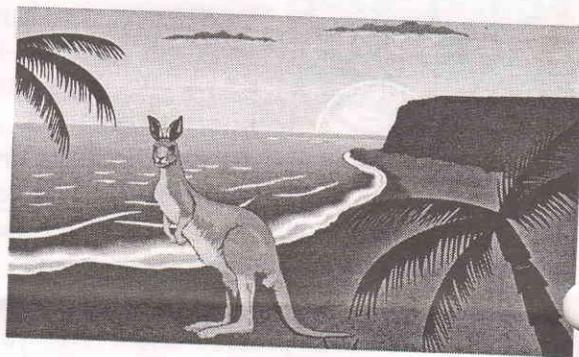
Well, unlike the bartender in the story, we at A.E.F. Sales always treat our customers fairly. We believe that what's good manners generally turns out to be good business. And

while you're probably an expert in your own field, maybe you're not an expert in heater cable or harmonics or transformers. You just have a general idea of what you're trying to accomplish.

That's where we come in. We'll help solve your problem, and treat you with the fairness and respect that you deserve. Proof of the pudding: **we get kangaroos in here all the time.**

Wait--that's not true, and we're sorry we said it. We **don't** get kangaroos in here all the time.

But we at AEF Sales always do everything we can to keep our customers happy.



FBI, AEF, etc. *from page 1*

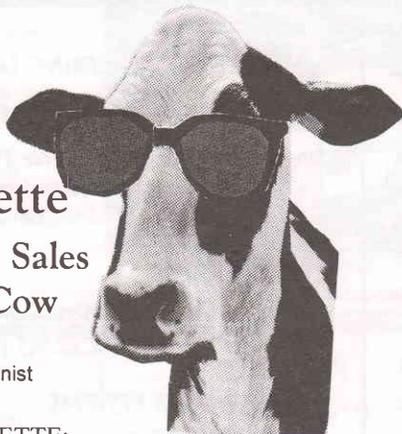
designed by AEF have always included the 'Optional' metal braiding as standard, simply because it was the right way to do it. According to AEF's Tony Fasolino, 'Besides providing mechanical protection for the cable, there were issues of safety for maintenance personnel that we felt were important. In view of some recent injury settlements, the small premium for braided cable represented a cheap insurance policy. It's nice to see that the NEC sees it now too.'

IEEE Follows AEF Too. Fifteen years after plastic, field fabricatable heaters came into use, the IEEE has also just discovered something AEF and its customers have known all along. In a new study, the IEEE is recommending against spiral wrapping of heat trace cables. (Note: Spiralling refers to the use of a cable wrapped spirally around a pipe, in order to provide the right amount of heat. For example, if a pipe required 6 Watts per linear

foot, a 4 watt per foot cable might be used, spiralled around the pipe, using 1.5 feet of cable per foot of pipe to get the right amount of heat. Capiisce?) The problem was that while it *seemed* like an answer, and it looked swell on paper, it was impossible to actually *do* in the field. Once the pipe was covered, there was no way to tell whether the spiral had the right pitch until the pipe froze and told you it didn't. And the increased labor costs for spiralling were just the icing on the cake.

When asked about the new IEEE recommendation, Tony Fasolino (an IEEE member since 1956) commented: 'That's long overdue.' Why didn't AEF ever design with spiralling, even though its competitors were? According to Chairman Tony: 'We always figured, when something is wrong, let's point it out so people will know that we're thinking.'

The Moral. It's not good to do things that don't make sense just because other people are doing it. (Hey, don't we sound like the kind of people you want on *your* project?)



Bernadette

The A.E.F. Sales Answer Cow

Guest Columnist

DEAR BERNADETTE:

These days money is TIGHT at the utility I work for. But when a transformer needs to be replaced, it needs to be replaced. How can I stretch my budget, without compromising on the quality we need? T.T.

DEAR T.T. I'm going to tell you how you can save about 30% on every transformer you replace, so pay attention please. *Have your transformer rewound by R.E. Uptegraff.* Besides saving a ton of bucks, you'll get a primo guarantee, the same guarantee as a new unit. A rewound unit could give you lower losses, and more kVA than the original. Since the tank dimensions remain the same, substations don't have to be redesigned, so you save even more. And rewinding is way cool environmentally, since it generates alot less scrap. **WARNING: DON'T TRY THIS AT HOME!** And

don't try it with a company who you wouldn't buy a new transformer from! Uptegraff has been building conventional and special transformers and reactors up to 15,000 kVA for over sixty years. And while other transformer manufacturers have been merged and acquired and down-sized and mesmerized, Uptegraff has continued its traditional role as a dependable supplier of transformers, run by transformer people.

The Uptegraff representative you your area is A.E.F. Sales Engineering. (Quel surpris!)

DEAR BERNADETTE:

Lately I've just been busier than a one-armed paper hanger. I've just got more to do than time to do it in. When I place an order it's taking me four or five phone calls with some suppliers just to make sure the order's been entered and get a ship date. Any way to save some steps here? R.Mc.

DEAR R.Mc. You can save time (and money, n'est-ce pas?) when you need heater cables by ordering them from A.E.F. Sales Engineering Co. They have a new program you'll love. When you place a heater order with them, you'll get a FAX ACKNOWLEDGEMENT, confirming your PO, and telling you when and how it will ship, and where it will ship from. C'est magnifique!

Questions? Anxiety? Bernadette can help. Write to her c/o A.E.F. Sales Engineering Co., P.O. Box 295, Mamaroneck, N.Y. 10543

ISO 9002 *from page 1*

Central Moloney has been building single phase transformers: pole type, padmounted, vault, and stepdown, for over 45 years, and have been represented in the New York area by AEF since 1989. Here at AEF we're happy about ISO 9002 because it offers tangible benefits for our customers, to wit:

1. Consistent Conformance to Requirements
2. Reduced Need to Perform On-Site Audits
3. Quick, Effective Resolution of Problems
4. Commitment to Continuous Improvement

Interested in finding out more about how your company can benefit from Central Moloney's ISO 9002 Certification? Give your AEF rep a call right now.

WANTED: Fish Costume Designers (Volunteers)

We are putting together a committee for a Fish Day Parade. If you're artistically oriented and would like to get involved with this Event, please contact the Editor, aef/fyi c/o A.E.F. Sales Engineering Co..

Well Done, Silk

Josephine Fasolino (aka Silk), daughter of AEFer Peter Fasolino, just finished her first year of high school, and her second year at shortstop for the Rye Neck Varsity Softball Team.

The Panther girls posted an impressive 23-3 record this season, making it all the way to the State Championship Tournament. Jo racked up some pretty good stats herself, batting .389, with 4 doubles and 24 RBIs. Pretty neat for a freshman, huh?

The State Tournament, held outside Albany on June 8, drew hundreds of spectators from all over the state. Among those in attendance were Jo's uncle, baseball legend Roy Hobbs and his family, and Kimmer J. Reynolds.

Though the Panthers lost in the semi-finals, they showed alot of class. Uncle Roy was very proud.

Any idiot can become king provided he has the right parents.

Silk

When a fellow says, 'It ain't the money but the principle of the thing,' it's the money.

Frank McKinney
Hubbard

Let us treat men and women well; treat them as if they were real; perhaps they are.

Ralph Waldo Emerson

Success in marriage is much more than finding the right person: it is a matter of being the right person.

B.R. Brickner

When we seek our own pleasure as the ultimate good we place ourselves at the center of the universe. A man or a star has his place in the universe, but nothing created is the center.

Proginoskes

Tomorrow is the most important thing in life. Comes into us at midnight very clean. It's perfect when it arrives and puts itself in our hands. It hopes we've learned something from yesterday.

John Wayne

Now It's *Dr. Yogi*

Lawrence Peter Berra was awarded an honorary doctorate last month from Montclair State University, so it seemed like a good time to look back a bit. Yogi starred for the Yankees from 1946 to 1963, helping the Yanks win 14 pennants and 10 World Series. He was the American League MVP in '51, '54, and '55. But the million or so Yogi stories seem to overshadow his considerable baseball skills. Maybe with good reason.

The Catcher/Philosopher had some classic advice for the Class of '96. "First, never give up, because it ain't over till it's over. Second, in the years ahead, when you come to a fork in the road, take it."

This called to mind other classic Yogi-isms. "Nobody goes there anymore, it's too crowded." "This is like *deja vu* all over again." "Who woulda thunk it?"

Not that long ago there was a grass fire at Yogi's Montclair, NJ, home. Yogi called the fire department. "Don't worry Yogi, we'll be right there. How do we get to your place?" Yogi's reply: "Don't you guys still have them red trucks?"

Of course, those may not have actually been Yogi's words. As he puts it: "I really didn't say everything I said."

4 Things Worth Knowing

- **Se Habla FYI.** When Foster Wheeler's John Mackenzie went to Venezuela for a project they're doing down there, he took along the latest issue of *aef/fyi*. He shared it with his Venezuelan counterparts, who seemed to like it. (Maybe its time for a Spanish Edition?) *aef/fyi*: Don't leave home without it!
- **The Ultimate Employee?** Want someone to watch over your heat tracing system 24 hours a day, constantly checking every heater circuit, every controller? Someone willing to work with all types (MI, Self-Limiting, Constant Wattage)? Someone who makes great coffee and laughs at all your jokes. Well, Nelson's CM Monitoring Systems can do it all (except for making great coffee and laughing at your jokes).
- **Close Encounters.** There've been so many UFO sightings on State Route 375 that Governor Bob Miller of Nevada has officially dedicated a stretch of it as the Extraterrestrial Highway. This lonely road north of Las Vegas runs parallel to Area 51 of Nellis Air Force Base, where UFOlogists claim the Feds are housing an alien craft and crew. Signs posted on the base's perimeter read: "USE OF DEADLY FORCE AUTHORIZED."
- **Three Minutes is a Long Time.** When you call AEF's Voicemail at (914)698-0432, you have three full minutes to let us know how we can help. That's enough time to give the Gettysburg Address, or if you're the more practical type, a Ship To Address, or catalog numbers, whatever! The more information you give us, the sooner all your problems disappear! At least your electrical problems.

A.E.F. SALES ENGINEERING Represents:

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/AS (AW)

LORTEC POWER SYSTEMS

On-Line UPS to 300kva
Specialty Inverters, Battery Trackers

NELSON ELECTRIC HEATER PRODUCTS

MI Cable for Pipe Tracing and Snowmelting
Self-Regulating Cable for Pipe Tracing
Thermostats and Controls
Control and Monitoring Panels
Ricwel SECT and Stereo Impedance Heating

NEHRING ELECTRICAL WORKS

Bare Copper and Aluminum Cable
Aluminum Clad Cable

NORBERG INDUSTRIES, INC.

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

PYRAMID INDUSTRIES, INC.

Plowable Duct, Locatable Duct, Inner Duct
Aerial Duct, Cable Blowing Equipment

RAPID POWER TECHNOLOGIES

Power Conditioners, Voltage Regulators
and Isolation Transformers to 1000kva

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 voltss
Harmonic Traps

IN OUR NEXT BIG ISSUE . . .

Frankly, we have no idea at this point what's going to be in the next big issue, but we're not going to start worrying about it now.