

MUSIC TRIVIA

1. Stewart Copeland was the drummer in which band?

- A. Guns N' Roses
- B. Duran Duran
- C. Def Leppard
- D. The Police

2. In which European city was pop group ABBA formed in 1972?

- A. Stockholm
- B. Brussels
- C. Copenhagen
- D. Berlin

3. Who wrote Patsy Cline's hit, Crazy?

- A. Elvis Presley
- B. Willie Nelson
- C. Ray Charles
- D. Chuck Berry

4. What song topped the Billboard charts in 1993?

- A. Can't Help Falling in Love, UB40
- B. That's the Way Love Goes, Janet Jackson
- C. I Will Always Love You, Whitney Houston
- D. The Sign, Ace of Base

5. Who is noted for his guitar solo on Stairway to Heaven?

- A. Jimmy Page
- B. Frank Zappa
- C. Joe Satriani
- D. David Bowie

6. What record label did the Beatles establish?

- A. Capitol Records
- B. RCA Records
- C. Vee Jay Records
- D. Apple Records

Answers: 1.D 2.A 3.B 4.C 5.A 6.D



PRESORTED STANDARD U.S. POSTAGE PAID PERMIT NO. 117 DOVER, NJ

THE LONGO LETTER

The Largest Independent Electrical-Mechanical Sales and Service Company in the Northeast

VOLUME 6 ISSUE 6

Our 74th Anniversary

FALL 2018



Joseph M. Longo, President

We were busy this summer! While we did take some time to enjoy the sunshine and warm weather, we remained hard at work on several major projects and even earned recognition as a UL Listed shop for the industrial control panels that we manufacture – a prestigious designation that demonstrates our commitment to constructing products that meet high industry standards.

Out in the field, we spent some time in Pennsylvania recalibrating the instrumentation systems at a large waste water plant. Although the job itself was an impressive one, we are equally proud of the fact that the technicians who handled the job have an unparalleled 78 years of experience between all of them, a major testament to the competence of our employees. This summer, we were also hired by a pharmaceutical company to upgrade their cooling towers and had to do so according to a strict timeline. Because members of the Longo team were able to

complete every part of the job internally, not only did we finish the job on schedule, but we were also able to provide our client with high-quality service at a reasonable cost. We take pride in operating according to these standards every single day at Longo.

Take a look inside for more details on our current projects, our recent recognition, music trivia and a chance to win an Amazon gift card!



There are few things that will derail a business more quickly than attempting to operate old, unreliable and inefficient equipment. So when a client in the pharmaceutical industry found themselves in exactly that position with their cooling towers, they reached out to Longo to provide some major upgrades.

When we went out to the project site, we were faced with malfunctioning instrumentation, inefficient and obsolete motors, and motor controls that were not optimized for energy usage. What we learned was that the outdated system was operating on a two-motor, two-speed system with one common shaft. When the low-speed motor was in use, it would also have to drive the high-speed motor in an idle mode. Because the system could only operate at either high speed or low speed, it was very difficult to maintain a constant water temperature, and it would often end up either too hot or too cold. Our client tasked us with removing and replacing both motors

on a total of six cooling tower cells. The old temperature measurement instrumentation was replaced with new modern design sensors, and all control wiring was upgraded in accordance. Each new cell is now equipped with a single energy-efficient WEG Electric drive motor and a new Eaton variable frequency drive (VFD) to enable variable speed and ensure maximum efficiency.

CONTINUED ON PAGE 2



Contact Us Today

Wharton Corporate Center
1 Harry Shupe Blvd. • Wharton, NJ 07885
973-537-0400

Service Through Knowledge™

Linden Servicenter

1625 Pennsylvania Ave.
Linden, NJ 07036
Tel: 908-925-2500
Fax: 908-925-9427

New York Servicenter

345 Park Ave.
New York, NY 10154
Tel: 718-585-5330
Fax: 718-585-5337

Philadelphia Servicenter

1400F Adams Rd.
Bensalem, PA 09020
Tel: 215-638-1333
Fax: 215-638-1366

Visit our website: www.elongo.com
or send us an email at info@elongo.com

Enter to win a \$100 Amazon Gift Card!



Email Janet at jernst@elongo.com to sign up for our email list. All those who send an email address will be automatically entered to win a \$100 Amazon gift card. Two randomly selected participants will be awarded with their gift card on November 20th. Good luck!

Articles Inside

- UL Listed Shopp3
- Instrumentation Calibrationp4
- Music Triviap5
- A Chance at an Amazon Gift Card!.....p5

Project Spotlight Pharmaceutical Cooling Towers

CONTINUED FROM PAGE 1

Because of the critical nature of these cooling towers, we had to operate on a delicate schedule. To start, only one tower could be taken offline at a time, so we coordinated our work schedule with their production requirements to ensure their operations would not be interrupted. All of the work – rigging the new motors in place; installing the VFD power and control wiring; and instrumentation and integration – was performed by Longo’s own labor force, which meant that we were able to not only control the schedule to meet our client’s needs, but we were also able to ensure reasonable costs and high-quality service.

The new equipment allows the cooling system to constantly fine tune the

optimum operating speed and ensure a constant water temperature. The temperature sensors are designed to monitor the cooling of the water and send feedback to the VFDs, which then translate that information into a speed reference signal that, in turn, tells the motor what speed it needs to operate at to maintain the desired water temperature.

Although all six towers are now fully upgraded, the project remains ongoing. Eventually, we will tie in the new controls and instrumentations with the company’s plant-wide supervisory control and data acquisition network (SCADA), which will allow for remote monitoring of the cooling tower operations and performance efficiency.



Stay tuned...



Longo Authorized as UL 508 Listed Control Panel Manufacturer



Longo is proud to announce that, as of July 2018, we have earned official authorization as a UL 508 Listed panel shop, allowing us to apply the widely recognized UL Mark on all industrial control panels we manufacture. Our hope is that this latest distinction will provide our customers with added confidence in their custom control panels, knowing that they are designed, constructed and underwritten according to the standards set forth by UL.

As part of the authorization process, Longo was asked to demonstrate our expertise in panel construction, and our team was required to complete a class on how to operate in compliance with UL requirements. Moving forward, each time we manufacture a new custom control panel, not only will it have to pass the strict quality control standards we’ve always enforced at Longo, it will also be tested to ensure it fulfills all UL

requirements – including the minimization of all product risks that can be reasonably foreseen.

Now that we have earned the prestigious UL listing authorization, we are able to bid on and construct industrial control panels ranging from simple sump pump controls to extremely large SCADA control systems – all of which are backed by the same respected UL Mark. Our next step is

to get UL listing authorization for more complex control panels that are able to send and receive signals to hazardous locations.

While Longo has always remained committed to manufacturing safe, quality electrical products, earning UL listing authorization is simply the next step in our control panel development and construction evolution.



Project Spotlight: Instrumentation Calibration



Instrumentation systems of all types – especially those that monitor and control specific operational processes – require at least some bit of maintenance over time. The work could be as simple as cleaning or lubricating parts, or for more sophisticated systems, applying a set of standards to an instrument to measure the accuracy of its outputs.

For our client, a large waste water plant located in Pennsylvania, it was the latter. They needed help calibrating their systems and tasked us with ensuring that their revenue-metering equipment was providing accurate flow data so that they could be sure they were billing the town based on the actual flow coming into the plant, and not over- or under-charging.

As instrumentation and control technicians, our role in this project was multifaceted and included: reviewing the existing metering system installation; verifying the various configuration parameters; determining whether to apply a known reference signal or measure the existing process variable; comparing the meter system output with the reference or measured variable; adjusting the metering

system to fall within the manufacturer’s tolerances; and, finally, providing a calibration report.

Over the course of the project, we utilized a wide array of equipment, from a simple tape measure and level to a Fluke 754 resistance temperature detector simulator. Those tools helped us calibrate several different systems, including a series of influent flowmeters; an oxygen production facility temperature monitoring system and transmitters; a methane gas flow metering system; a hydrocarbon analyzer; and various sludge flow metering systems.

Our technicians, with their combined 78 years of experience in performing these types of calibrations, ultimately identified a handful of instrumentation systems that were not working properly, plus a few others that required some simple adjustments. After discussing the findings of the calibration report with the water plant owner, we left this project confident in the re-calibrated system, and we’ll be back annually to ensure the systems continue to run at an optimal level.