

A pat on the back is always appreciated whether from a small job or a major crisis.



## The softer side of Joe Longo.

Morris Habitat for Humanity presented Joseph Longo the Founder's Award for his efforts and contributions to this great cause. The presentation was made at the nonprofit's 8th Annual Hearts & Hammers Gala held in February.



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

# THE LONGO LETTER

VOLUME 4 ISSUE 2

OVER 65 YEARS

SPRING 2013



It's a spring ritual  
**We're back.**



Joseph M. Longo  
President

Hurricane Sandy's unprecedented destruction has taxed the resources and patience of many dedicated workers. Although the emergent needs have been handled, there is still a lot of work to do to get things back to normal. We anticipate significant remedial work for the next 10 months. Accordingly we have staffed up with qualified technicians to accommodate this increased demand and will do our best to satisfy the needs of all our customers.

We are just about half way through a four pump assignment for a major sewage processing plant. While we were handling the repair of the various components for Pump No.2, Sandy hit. So we switched to storm repair and replacement so the plant would be ready when we were ready to install the next pump.

A residual effect of the hurricane is that we have hired three out-of-state control technicians that came here to help with Sandy repairs. They are independent contractors from Georgia and not part of the Evans contingent. That would be unprofessional to do that to Evans when they provided so much help to Longo. We hope their transition from Georgia to New Jersey is as seamless as how they have fit into our repair teams. We have also added two additional pump mechanics to our team.

Several months later and we are still trying to get all the storm damaged switchgear done and out the door. It is a bit tedious and requires patience to insure it is done right. Switchgear takes just about every type of corrosion cleaning and prevention used in all electrical apparatus. Out of the hectic confusion our switchgear lab has become exceptionally organized and efficient.

On the green front our solar panels here in Wharton and at our Linden Servicercenter have been working well with no hassles. They even survived the Sandy hurricane in great shape. For some strange reason our Wharton Servicercenter and a surrounding square mile were untouched by the storm.

I will be attending Windpower 13 as a member of NAWSA (North American Wind Service Alliance). As a parts and service supplier to the wind generators across the country we want to find out first hand what is in store now that a great many wind generators are coming off warranty. With the wind farms paying for maintenance and repairs there is a push for coordinated programs and systems to maximize cost savings.

Warm weather feels especially good this year. A visit to the shore should be on everyone's list; they sure could use the help and encouragement.

Robert F. Friend  
Vice President - Procurement  
80 Park Plaza, Mail Code T-24  
Newark, NJ 07102

March 21, 2013

Gail Collins  
Longo Electrical  
1 Harry Shupe Blvd.  
Wharton, NJ 07885



Dear Gail,

We would like to express our personal thanks, along with the entire Public Service Enterprise Group, for the tremendous support that you and your firm provided to PSEG during Hurricane Sandy and its aftermath. Through teamwork and an unprecedented work ethic, we collectively were able to safely return to service critical generation capacity within weeks of the storm, and continue to work toward returning our remaining generation capacity to pre-storm conditions to support our customers and the reliability of our region's transmission system.

This Hurricane was the most powerful storm in PSEG's 109 year history - impacting twice as many customers as Hurricane Irene and nearly three times as many as last October's snowstorm. Because of Hurricane Sandy's storm surge, the damage went well beyond our transmission and distribution infrastructure and impacted our electrical generating capacity at its core. During the initial restoration period we restored much of our peaking capacity and a portion of our mid-range to base load capacity. This was a tremendous all around effort on the part of our colleagues, suppliers and service providers, and it continues as we meet the ongoing challenge of restoring all of our plants to pre-storm conditions.

Your efforts to support PSEG and its customers during these trying times were truly commendable, and are greatly appreciated. Thank you for your exceptional support and dedication.

Sincerely,

Robert F. Friend  
Vice-President Procurement  
PSEG Services Corp

It's show time!

BALLY'S  
ATLANTIC CITY

Join us at the  
**NJWEA Convention and exhibition May 13-15.**  
Stop by our  
**booth 211/213**  
and find out  
**some new pump info!**

Service Through Knowledge™



www.elongo.com

We have been updating our website, so stop on by and see what is new and interesting!

How you can contact Longo...

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973-537-0400

<b>Linden Servicercenter</b> 1625 Pennsylvania Ave. Linden, NJ 07036 Tel: 908-925-2900 908-925-9427 Fax	<b>New York Servicercenter</b> 829 East 144th St. Bronx, NY 10454 Tel: 718-585-5330 718-585-5337 Fax	<b>Philadelphia Servicercenter</b> 1400 F Adams Rd. Bensalem, PA 19020 Tel: 215-638-1333 215-638-1366 Fax
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or  
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## SPORTS QUIZ

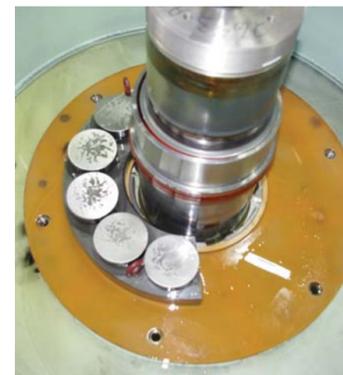
1. What sport uses stones and a house?  
a. golf b. horse-jumping c. curling d. field hockey
2. Who is hockey's Selke Trophy awarded to? a. The league's top goalie b. The leagues top center c. The leagues top defense forward d. The leagues top wing
3. Where did the first professional football game in the US take place? a. New York, NY b. Baltimore, MD c. Latrobe, PA d. Boston, MA
4. Who was baseball's first Rookie of the Year? a. Hank Aaron b. Lou Gehrig c. Jackie Robinson d. Ty Cobb
5. In skateboarding, what is the 'kicktail'? a. a curved back end of the board b. when a skate boarder stands on the end of the board c. when a skate boarder stops and stands on the board d. the kick stand on a mountain bike



## NON-NUCLEAR NUCLEAR EQUIPMENT REPAIRS.



We could say that attention to detail for this particular motor is above and beyond what we do for the rest of the motors that come into our shop, but that would be an exaggeration. Obviously we want to be sure we do a very good job mechanically and electrically, but we do that anyway to be honest. You are never quite sure what you will find when you open up various motors. For example the photo on the right shows that this motor uses a "kingsbury" type bearing setup. However, these round bearings are not the traditional pie shape, but the function is similar and our mechanic understands the concept behind the system. It is rare you will hear, "What the hell is this?" echoing across our shop.



Recently a 47,000 lb., 2000 hp vertical circulator pump motor eased into the high bay in our Wharton Servicenter. While it is a formidable piece of machinery, it is not the what, but the where that makes this interesting. It was trucked to our facility from a nuclear power generating plant in upstate New York.

For years Longo has coveted the non-safety related equipment in the various nuclear plants. Approximately 80% of the motors in any given nuclear plant are not safety related. There are companies that are set up to handle the nuclear safety components and most facilities have one or two of these companies under contract and it is very convenient, comfortable, etc. to just let them handle the regular repair work as well. Longo has no interest in the safety aspect of the business, but we are more than competent to handle the non-safety work. However, getting that across to the appropriate parties in these nuclear facilities can be tricky at times.

It is not that we haven't given it our best efforts. We have sent our most diligent and persevering field sales representatives to gain access, only to have them peering through a chain link fence like a teenager who didn't make the team. It is a humorous Catch 22 situation in a way. You can't get past the guard without a name and an appointment and you can't get a name of the right person or an appointment without getting in to meet with the right people.

As most of you are aware, there were a series of mergers, buyouts and purchases in the power industry. All of that maneuvering has left a trail of intertwined and often conflicted repair and service contracts in the wind. Hopefully Longo will be able to fill any void that may have opened up due to this activity since we now have a track record of handling non-safety nuclear facility equipment. If you happen to be one of the procurement people at a nuclear

power facility and you see one of our FSR's outside, you might want to invite him in for a cup of coffee!

### FYGHTING LONG DELIVERY TIMES?

## Count delivery time in days not months.



Using the very latest 3D design systems their product development division has created the designs that ensure HOMA will continue to play a leading role in international pump construction and win the confidence of customers and users alike all over the world.

When it comes to design, HOMA attaches special importance to the *interchangeability of all components, ensuring maximum economy of operation* for both individual units and complete systems.

Repair service, with a warehouse containing replacement and rentable pumps from the main factory, is available through Longo. We are able to provide replacement parts within 24 hours with the aid of a tried and tested logistics partner to ensure that your pump has minimum downtime in the event of an emergency.

HOMA submersible pumps provide superior hydraulic coverage with reliability and efficiency assured in permanent or portable installations, with Wet Pit or Dry Pit applications, from 10 GPM to over 15,000 GPM and with 1/2 HP to 650 HP.

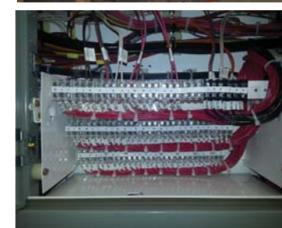
HOMA submersible pumps can be provided in standard configurations from our extensive inventories, or in special designs or metallurgies to meet your specific applications. When hazardous area classifications are required, HOMA pumps are labeled Class I, Group C & D, Div. 1 Explosion Proof, certified to FM Global Standards.

HOMA stands behind every product with a generous warranty, extensive spare parts inventory, regional authorized service centers, factory engineers and technicians who are all dedicated to the support of the entire HOMA product line. Whether you are handling an industrial process stream or municipal waste water, HOMA will engineer a pumping solution for you.

5 to 7 days!



# BRAINS OVER BRAWN



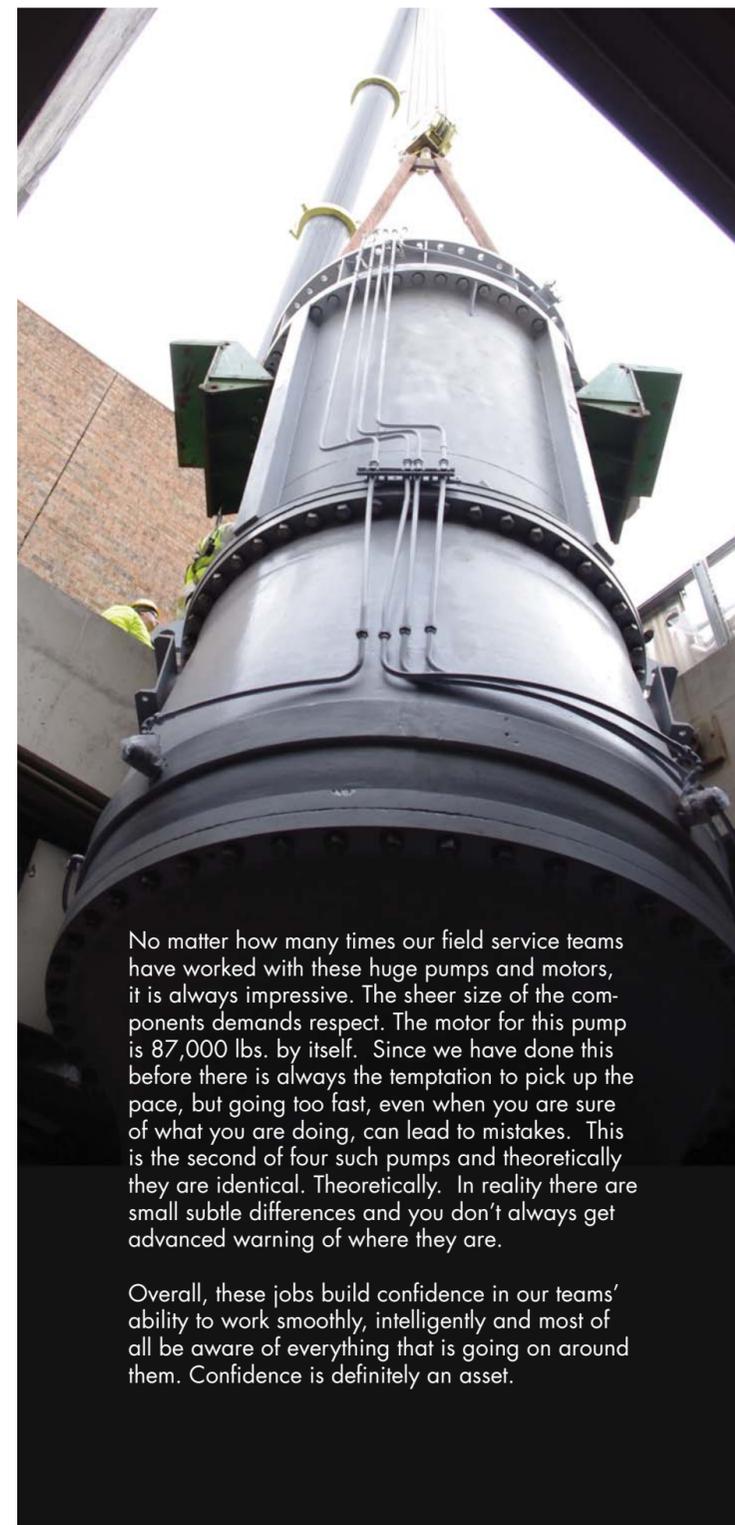
TOP TO BOTTOM: Original motor control center, contents moved out of the cabinets onto a wood backing, the new cabinets and the wiring.

While we like to report on the impressive mega motor and pump jobs, there are other types of "big" jobs that are far less dramatic, but equally impressive. In June of 2012 we received the go ahead to replace an entire motor control panel in a NYC office building. *There was one catch...it could not be taken out of service.* These panels control the essential functions of the entire building, meaning tenants would not appreciate any long outages. Some of the switches and starters were starting to become in-operative and rather than fix and repair each one it was decided to replace them all and the customer agreed. As with many of these restoration projects it was obvious that many changes had occurred over time and that complete documentation was not available. Translation: individual repairs would be a nightmare.

The initial plan was to purchase all the new components and have them on site at the customer's location. Then at 10pm on a Friday night a good portion of the building would be shut down and we would need to disassemble the old unit, trace all the wires, install the new units, and complete the rewiring. The building had to be up and running Monday morning at 6AM. Looking at the complexity of the work and the lack of documentation an alternate solution was proposed. Then Sandy hit and the project was put on hold.

When we resumed work on the motor control centers in January 2013 we implemented the new work pattern. One by one we would install each particular starter to a temporary location (the wooden board in the pictures). This would require that each individual unit be shut down only for a short time. We could then accurately trace all the wiring without undo time constraints. This is tedious and detail oriented work so rushing it made no sense from either a safety or production point of view. Then we installed the new base panel and began to move each particular starter back one by one.

This solution worked perfectly. It eliminated the need to work around the clock with a time pressure on us and allowed Longo to safely and accurately install the complete new system with minimal down time to the tenants of the building. The customer is extremely happy with the result. The job was a "big" one because it enabled us to use our expertise in coming up with a solution that worked for us and the customer. Even so, it required a substantial amount of focus by our technician to ensure nothing was skipped or overlooked during the transformation.



No matter how many times our field service teams have worked with these huge pumps and motors, it is always impressive. The sheer size of the components demands respect. The motor for this pump is 87,000 lbs. by itself. Since we have done this before there is always the temptation to pick up the pace, but going too fast, even when you are sure of what you are doing, can lead to mistakes. This is the second of four such pumps and theoretically they are identical. Theoretically. In reality there are small subtle differences and you don't always get advanced warning of where they are.

Overall, these jobs build confidence in our teams' ability to work smoothly, intelligently and most of all be aware of everything that is going on around them. Confidence is definitely an asset.