



LONGO INDUSTRIES
 Electrical, Mechanical & Electronic Sales & Service
 P.O. Box "L" • Wharton, N J 07885
 Address Correction Requested

BULK RATE
 U.S. POSTAGE
 PAID
 PERMIT NO. 5
 East Hanover, NJ 07936

ROUTING SLIP

Review and Pass on as indicated

 TO

 TO

 TO

THE LONGO LETTER

April 1998



Integrated Services Provide Line-to-Load Capabilities

... for you!

It's been said before, "Pay me now . . . or pay me later!" Electrical apparatus and machinery require maintenance of one kind or another. Some of you do the maintenance and some do not. Either way works! It's strictly a personal choice. From our perspective, it doesn't matter. Our job is to service customers!

For those who have critical equipment, it is generally wise to do the maintenance. Today's technology facilitates better than ever tracking of machine components' degradation. It's remarkable to learn of some of the potential horror stories that never happened. You should see the faces of our people when they come upon one of these . . . awesome!

Summer is always a "test time" for equipment that is so materially affected by heat. Just as we age, so do electrical insulation materials



(thermal aging). When that happens, electrical failures are imminent. This applies to every segment of your electrical equipment—from the line to the load.

We combine modern materials, processes, and engineer-directed artisans to fight Father Time! Life expectancies of insulating media have been extended up to 32 times. Aging is just one factor among many we are concerned with in providing a superior job. Witness the workmanship in the photos herein.

After these units are vacuum pressure impregnated with our unique epoxy resin, there are no air spaces to forestall heat transfer, the windings don't move and are protected from environmental (chemical) attack. **You get the value!**

Is it worth the extra effort?
... We think so!!

Can Your Equipment Take The Heat?

It may be cold outside, but summer is just around the corner. Now is the time to prepare your equipment for the increase in electrical demand and equipment room temperatures that exceed 110°F.

All electrical equipment is limited by the temperatures it can withstand. Electronics prevalent in motor controls and power distribution equipment are particularly sensitive.



Adjustable Frequency Drives

- Preventive Maintenance
- Troubleshooting
- Field & Bench Repairs
- New Installations
- Sales
- Retrofit Existing Equipment

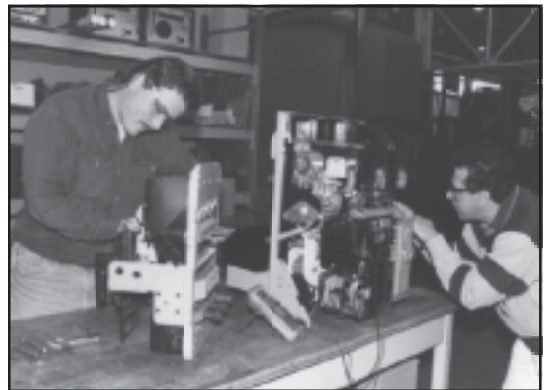


LONGO provides complete preventive and predictive maintenance services. Proper maintenance minimizes the risk of excessive heat buildup from degraded connections, contact wear, etc. and assures functionality of protective equipment. Our engineers are prepared to work with you to develop *your* plan.

Switchgear / Transformers

Complete Preventive Maintenance Programs

- Circuit Breakers
- Transformers
- Protective Relays
- Switches
- Upgrades & Retrofits
- Troubleshooting & Repairs
- Emergency Service
- Turnkey Solutions



CALL ANYTIME
Emergency Service
973-537-0400 (Ext. 3)



Axico® Anti-Stall Direct Drive Fans

What are they?

Definitions:

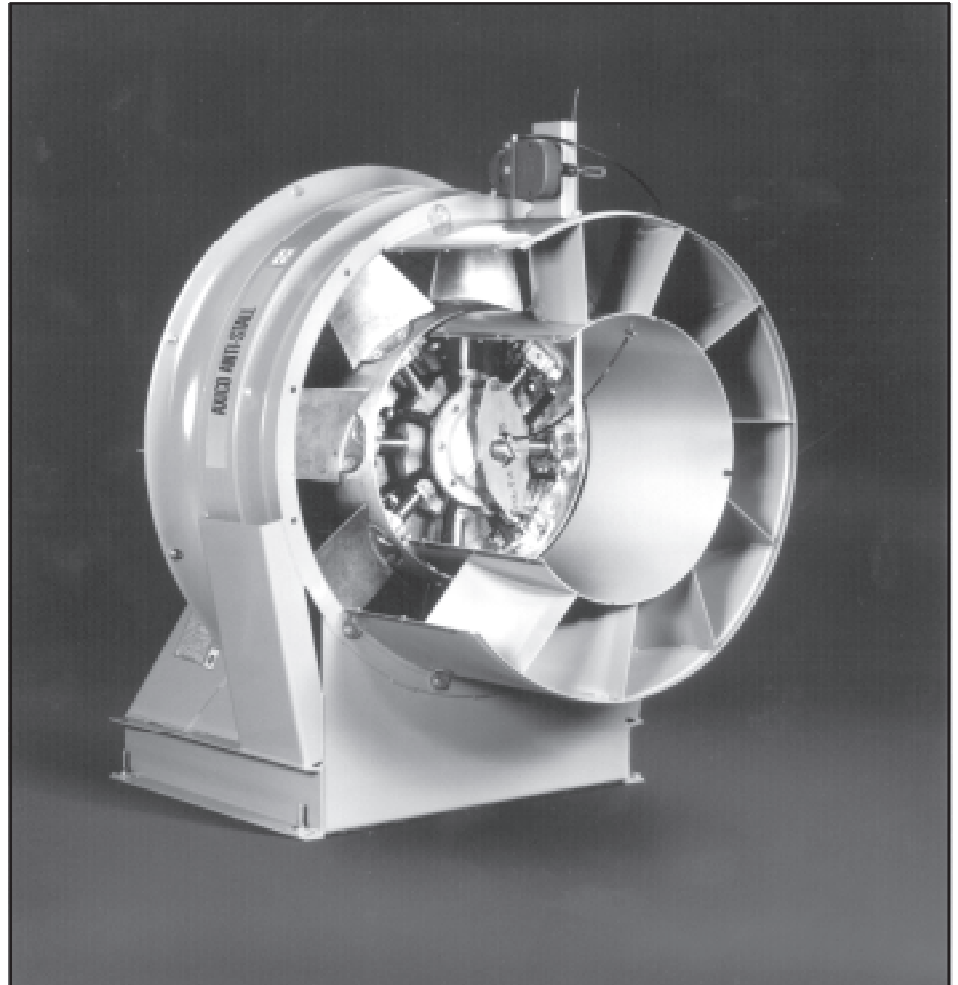
An *axial fan* consists of a propeller type rotor motor driven and ducted or shrouded so that the blades are enclosed to increase operating efficiency.

A *vanaxial fan* is an axial fan with a vane section downstream of the rotor. The vane section converts the rotating component of the airflow into axial flow and pressure, increasing the static pressure capability of the rotor.

A *fixed pitch rotor* is one where the blade angle cannot be changed.

An *adjustable pitch rotor* is one where the blade angle can be changed, but only when the rotor is stationary.

A *variable pitch rotor*, also called controllable pitch, is one where the blade angle can be changed while the fan is running.



These fans are used for air handling in larger buildings for bringing in fresh air, circulating it, and exhausting it to effect prescribed building conditions.

These are complex devices, having many unique parts which are specifically designed for their purpose. Our craftsmen have been factory trained and have had long-term experience in their maintenance and rebuilding.

The balance is critical to reduce vibration and the varying forces, i.e., motor starting torque and air thrust must be provided for in the supports. On variable pitch (similar to aircraft propellers), the pitch is changed using an air supply, frequently interfaced with a building management system for proper volume, pressure and energy savings.

This very special machinery re-

quires regular maintenance to effect optimum performance—some as frequent as every three (3) months and others at varying times up to two years. It is recommended that certain parts be replaced with new ones *every* two years.

We are in the business of servicing and repairing these units. *It is not a job for anyone but a professional—those who know how to do it!*

Preventive Maintenance

... Or Predictive?



Today, few people question the potential rewards of predictive or condition-based maintenance. But why does this modern approach to maintenance deliver spectacular results in one plant yet fall short in a similar plant? According to an expert in the field, the primary reason most programs fail to reach their potential is the find-and-replace mentality of many maintenance organizations. They create some savings

by finding pending failures in a timely manner and by replacing the components before they fail in service. However, much bigger savings accrue in plants that are focused on improving and managing machinery. These organizations use vibration, balancing, and alignment technologies to identify and rectify the root cause of the failure and correct it rather than simply swap out the failed component.

“BALTIMORE (AP) - Hidden wires on aging planes can accidentally be damaged, even during maintenance work, creating a potential for disasters . . . where there's no symptomatic cause of a problem you can cause more damage than there was in.” (Daily Record, Morris County, NJ, December 12, 1997)

Avail yourself of the dedicated staff who are experienced in this work. In contrast to “doing it yourself,” you do not have to be concerned about:

- ✓ Purchasing very expensive equipment
- ✓ Setting up a database
- ✓ Engaging knowledgeable personnel
- ✓ Concern about continuity (transfers, etc.)
- ✓ Ardor of “getting started”

Many of our present clients had undertaken this task, only to abandon it for one or more of the above reasons.

DEPEND ON LONGO!

ISO 9001

What it means for you

- **Feature:** Reliability is the most important aspect of any job. Longo remanufactures to internal engineering specifications. The final test is verified to assure that the customers' machines will operate equal to or better than new.
- **Benefit:** Value increases with operating time because consistent methods produce quality and long term reliability, i.e., the repaired machinery lasts longer!

• Key words associated with the LONGO ISO 9001 Quality System:

- Intrinsic Quality
- Highest Value
- Reliability
- Customer Satisfaction
- Continuous Improvement
- No Surprises
- Timely Delivery

LONGO & ISO 9001
Here to Serve You Better!

SPORTS QUIZ

1. How did Hofstra University get its nickname, the Flying Dutchmen?
2. Name the player sent to the minors in 1930, despite hitting .374.
3. Who led the Chicago Bulls in scoring average in 1983-84, the season before Michael Jordan joined the team?
4. What franchise was in existence the longest before winning its first World Series?

ANSWERS:

1. It was in honor of the school's founder, Willie Hofstra, a Dutch shipbuilder, and originated from the legendary flying ghost ship.
2. Outfielder George "Showboat" Fisher was sent to the minors because he was a poor fielder.
3. Quinton Dalley averaged 18.2 points.
4. The Philadelphia Phillies, who waited 77 years from their inception in 1903 to their first Series title in 1980.

Over 50 Years of “Service Through Knowledge”®

LONGO INDUSTRIES

- **Wharton Center**
Wharton, NJ 07885
(973) 537-0400
FAX 973- 537-0404
- **Linden Facility**
Linden, NJ 07036
(908) 925-2900
FAX 908 - 925-9427
- **AES Division**
(All Equipment Sales)
Wharton, NJ 07885
(973) 537-0400
FAX 973 - 537-0410
- **New York Office**
NY, NY 10011
(212) 929-7128
Fax 212 - 633-9534
- **Web Site**
www.longo-ind.com
- **E-Mail**
longo@pipeline.com

**“WE ADDRESS
THE CAUSE
AS WELL AS
THE EFFECT”®**