



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

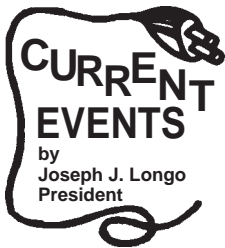
ROUTING SLIP

Review and Pass on as indicated

TO _____
 TO _____
 TO _____

THE LONGO LETTER

June 1997



A Dedication to Our Customers
... We've Moved
Thanks to you!

Over the last year or so you've heard and seen photos of the progress toward the moving of our Morris Plains plants and the All Equipment Sales (AES) group to Wharton. This writing is being done on May 27th, the first day after the BIG MOVE.

To say that the move was easy would be folly. If you've ever moved your home you know all about it. Our move was accomplished in two steps. The weekend of May 17th, the offices and AES; Memorial Day weekend we moved the plant. It happened without rest. One never knows how much one keeps until it has to be moved.

Previous moves were from our Mill Street home in 1947 to 163 Speedwell Avenue, Morristown, 1973 to Morris Plains and now to Wharton. The facility consists of 70,000 square feet located on a serene 7-1/2 acre setting and geared to serve clients effectively. Having the main plant under the same roof as the Small Motor Servicer and AES can only effect better service for you. The Sports Quiz relates to when some sports teams moved. We trust you'll enjoy the reminiscing.

The facility is most humbling for me, having been involved in the company's meager beginning. Obviously, one could



only undertake a project of this magnitude if they had a great team in place and sincerely believed that they could deliver the services you need when you need them. The move . . .coined some service problems; be assured that we will be in step very soon. We truly appreciate your kind consideration during this trying time.

The Wharton Center is located one mile from Route 80 at Exit 34, eastbound and Exit 34A going west. A map on Page 4 gives the detail. Access is from 150 N. Main Street on to a boulevard being constructed which will be named Harry Shupe Blvd. Mayor Shupe is a driving force in Wharton and has spearheaded the development of

numerous industries in this fine community.

A new telephone system is in place and should effect more ready access to our people. These new gadgets astound me. We trust you will be well served! The new number is (973) 537-0400. To further

complicate issues, a new area code will be in effect.

If we were to have moved for the above reasons only, it would have been for naught. The real reasons justifying the move are many: space, crane capacity, headroom, better testing facilities, consolidation, *better customer service and more.*

In this issue we address a few of the equipment items. Future issues will discuss in more detail other items you may be interested in. All in all, it's you that make all this possible! We know it; we're ready to continue to serve!

Thanks for your patronage and support during these trying times.

NEW 25 TON



Lifting capacity is a key element in the servicing of larger apparatus. Over the years we have systematically increased our cranes' hoisting capacity and their numbers to facilitate safe and more effective material handling.

One 25-ton crane is installed now with structure sufficient to accommodate a duplicate unit to allow for 50-ton ultimate lifting.

NEW MOTOR INVENTORY



As we were going to press this photo was taken of the new Wharton AES warehouse. We are expanding our motor inventory indeed; the \$500,000 increase in energy efficient motors will posture us, as a DOE Motor Challenge Ally Partner, to better serve our expanding market.

We believe ours is the largest distributor-based electric motor inventory in the tri-state area - available 24 hours a day ... any day!

Units up to 500 HP are anticipated to be available!

You make all this possible!

AND . . .

WHAT ELSE IS NEW!

Vacuum Pressure Impregnation (VPI)

The photo shows a VPI vessel similar to that which will soon be in place at Longo's Wharton Center. It is 10 feet in diameter and requires 4000 gallons of solventless epoxy resin ...the latest technology ready to serve your needs.

The system will provide excellent fill, better heat dissipation, superior bond strength and moisture and chemical resistance.

Join the informed buyers and users who insist on Vacuum Pressure Impregnation.



Power Parts Washer

Cleaning parts manually is archaic, ineffective and time-consuming. Automatic cleaning using the modern "hurricane" is the latest in technology. Components are thoroughly cleaned in an environmentally sound manner . . .quick, effective, labor-saving!

Unit handles up to 18,000 pounds on a 94" diameter rotating table.



Bed Plate

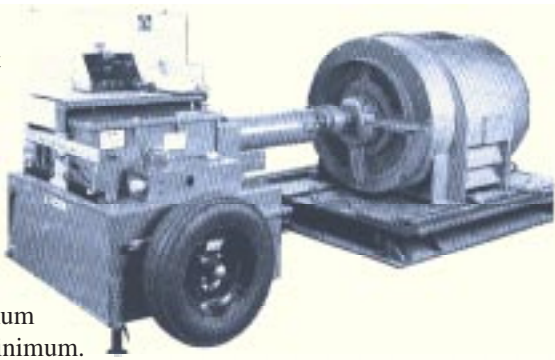
Photo shows the plate being installed. It does not show the labyrinth of steel and encasing concrete supporting it. Including the plate, 30,000 pounds of steel and 90,000 pounds of concrete (60 tons). Designed by a specialist in the field, you are assured of its integrity. Measuring 9' x 15' it will accommodate large apparatus and insure testing isolated from all surrounding influences.



Dynamometer

This accurate motor testing tool assures load carrying capability. It simulates motor load and provides a written report of measured horsepower and torque. It's adjustable base facilitates ready mounting of test units.

It is rated at 600 HP, 3600 rpm maximum to 50 HP, 1200 rpm minimum.



LONGO

. . .Modern

. . .Efficient

. . .Ready!

HOW TO REACH US

... FASTER!!

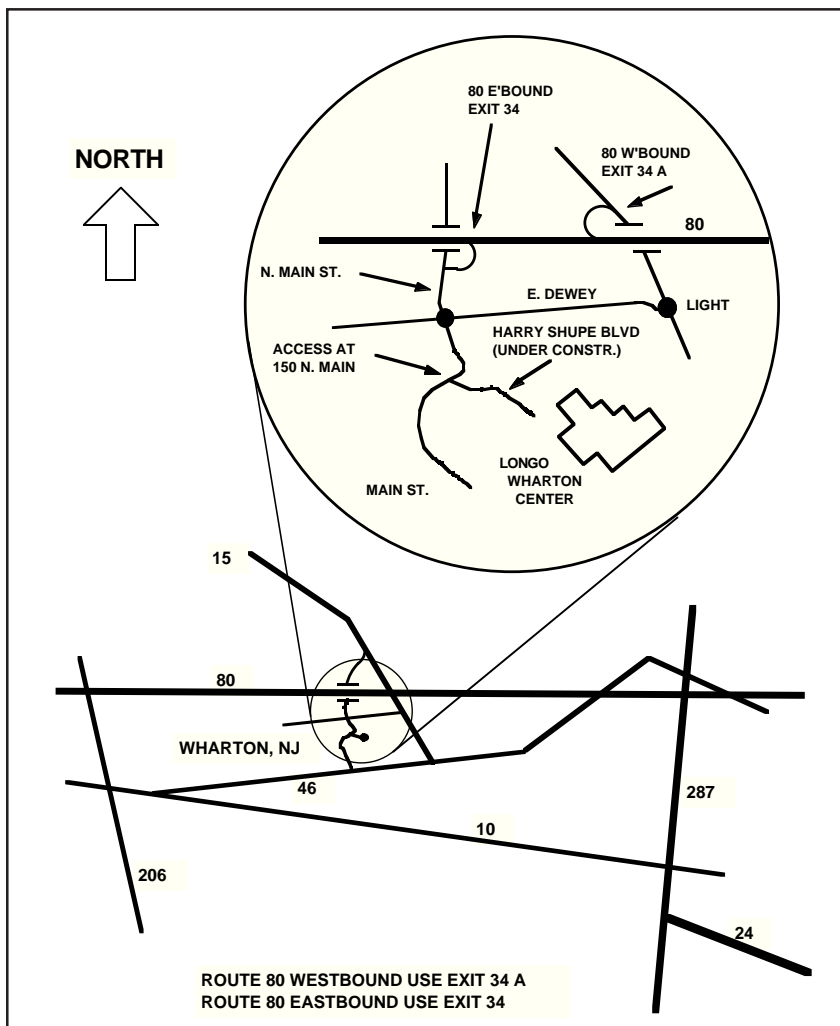
Tel: (973) 537-0400

Fax: (973) 537-0404

E- mail: longo@pipeline.com

Web Site: www.longo-ind.com

**U.S. Mail: One Harry Shupe Blvd.
(Access at 150 N. Main St)
P.O. Box "L"
Wharton, NJ 07885**



FAMOUS MOVES

When did . . .

1. Dodgers move to LA?
2. Athletics move to K.C.?
3. Babe Ruth move to Yankees?
4. NY Giants leave Shea for Giants Stadium?
5. Baltimore Colts move to Indy?
6. NY Rangers move to MSG IV?
7. U.S. Open Tennis move from Forest Hills to Flushing Meadow?
8. Arnold Palmer turn Pro?
9. Jack Nicklaus join Senior Tour?

ANSWERS:

1. Dodgers moved on April 15, 1958
2. Athletics moved in 1955
3. Babe Ruth moved on January 5, 1920. Sox paid \$125K
4. NY Giants left Shea on October 10, 1976
5. Baltimore Colts moved on March 28, 1984
6. NY Rangers moved to MSG on February 18, 1968
7. U.S. Open Tennis moved from Forest Hills in 1978
8. Arnold Palmer turned Pro in 1954
9. Jack Nicklaus joined Senior Tour in April 1990

53 Years of

"Service Through Knowledge"®

LONGO INDUSTRIES

- **Wharton Center**
Wharton, NJ 07885
(973) 537-0400
FAX 973- 537-0400
- **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

**"WE ADDRESS
THE CAUSE
AS WELL AS
THE EFFECT"®**