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THE LONGO LETTER

September 1998

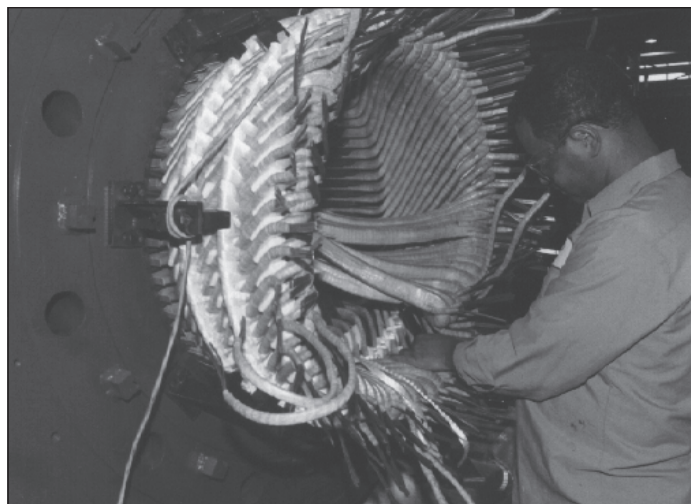


... More Tools!

You may recall our last issue where we talked about the right tools to do a job. Tools take many forms. Having a full complement of proper tools to do specific work is pivotal today.

MotorSTATUS is a recently developed tool which mounts onto electric motors. It provides information relative to various parameters affecting the machine's operation. Elements (some) are mechanical vibration, electrical flux, numbers and times of starts, and temperatures. You might call it a *burglar alarm*. As such it protects against many developing mechanical or electrical faults, and more. Yet, it is so simple to install. A dab of epoxy on the frame holds a mounting device and the unit is screwed on.

Information is stored for downloading at anytime, allowing for review and analysis . . . Some tool, eh? Technology advances never cease to amaze us *and* I'll bet there's more to come.



Speaking of tools, we have just purchased state-of-the-art vibration monitoring and trending equipment for use by our Vibration Information Monitoring (VIM) group to continue to serve you with up-to-date equipment and assure you that your machinery is in good hands.

While we have so far been talking about tools, let's not forget that it is artisans that make what you see on this

page happen. Envision with me what it takes to not only put all of these coils into this machine, but to do so in the presence of the other coils, especially to effect an overlapped winding (note the raised coil halves awaiting insertion.) More inside.

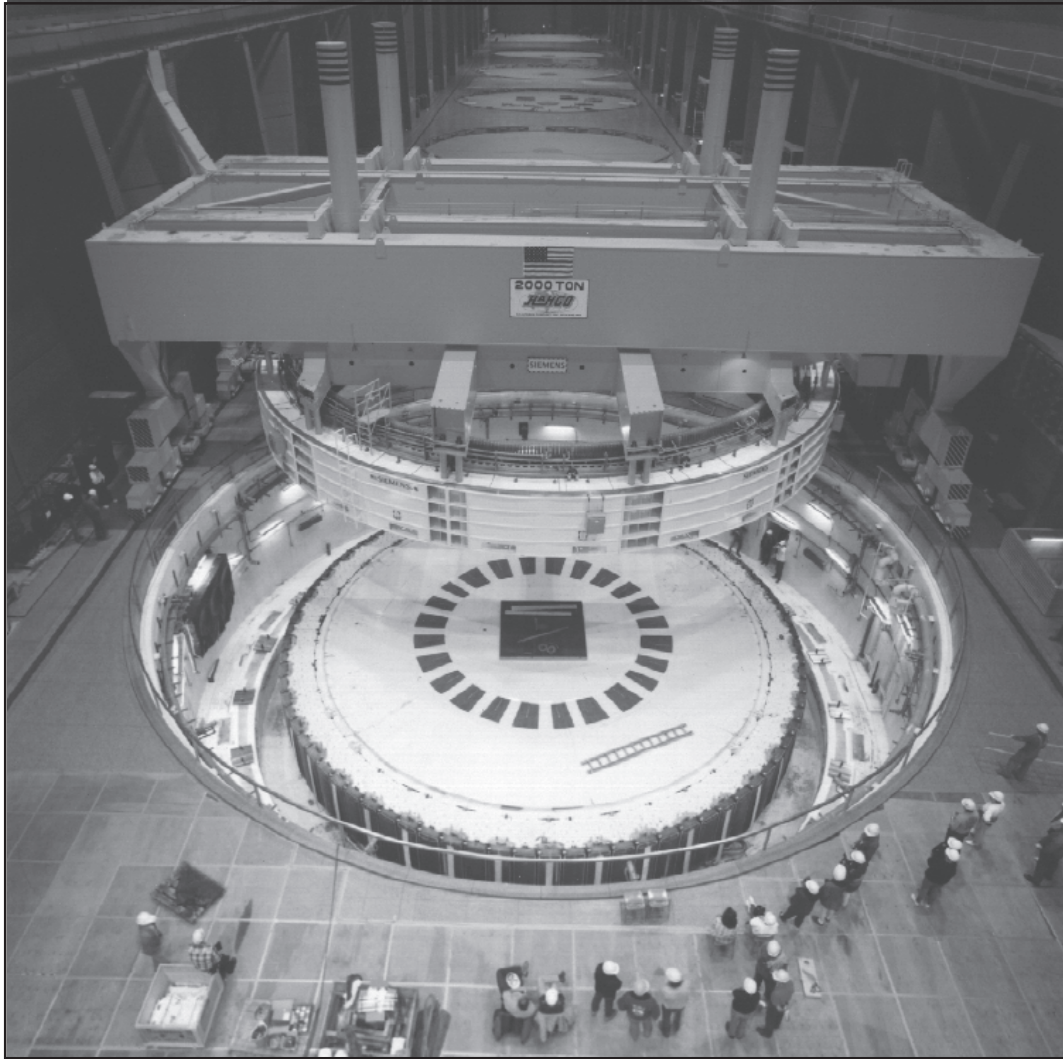
From time to time we come upon things of interest which we share with you. Three hydrogenerators at Grand Coulee Dam were upgraded from 700 MW to 805 MW. Inside we show a picture of the stator of one of the units suspended from a specially-designed lifting frame used to lift it.

Longo is not equipped to handle jobs like that. We do know our limits and work well within them so as not to do an injustice to you, our valued client.

***The right job,
 . . . your job,
 . . . we care about you (and it)!***

Grand Coulee Dam Upgrade Project

From 700 to 805 Megawatts



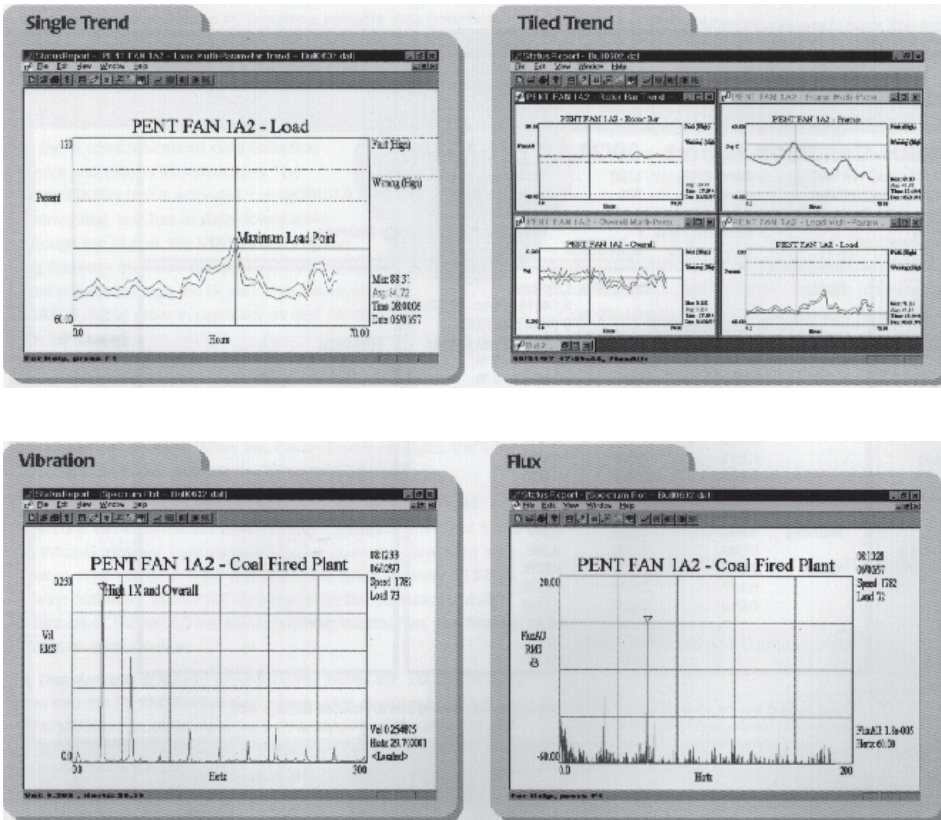
Originally rated at 700 MW, three units were upgraded to produce 805 MW... a 15% increase. That's 105,000 Kilowatts each!

The stator ring weighed 740 tons, was 12 feet high and 76 feet in diameter. Imagine the engineering required to design the lifting frame to accommodate that stator to the 2000 ton crane. It was shipped to the site in pieces and welded on location. From start to finish, each lift took 3-4 hours.

Numerous other considerations were taken into account. For a copy of the article, please call (973) 537-0400, Ext. 715, Anna Marie Duerr.

Credit: Siemens Power Corporation
National Engineer Magazine, Jan. 1998

STATUSReport

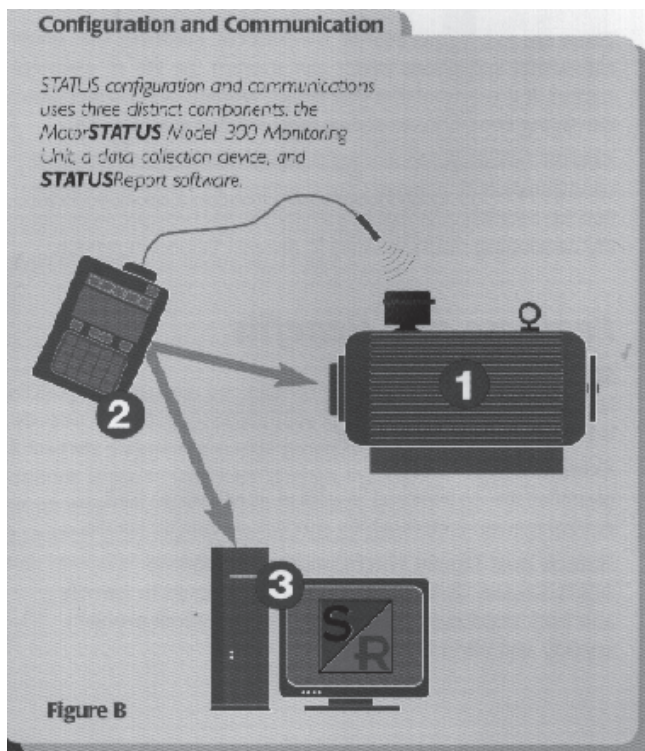


The enclosed flyer for the *MotorSTATUS* 'Smart Sensor' illustrates our latest tool for providing predictive maintenance for your equipment,

The information gathered by the *MotorSTATUS* 'Smart Sensor' can be used with STATUSReport software.

The STATUSReport software package has been created specifically to database, analyze, and display machinery condition information collected by STATUS Monitoring Units. STATUSReport software may be used as a stand-alone analysis package on a single desktop PC, or may be networked throughout the plant. In addition, the *MotorSTATUS* package may be combined with **LONGO's VIM™** program for integration of a complete predictive maintenance program.

This page illustrates just some of the informational reports available with the *MotorSTATUS* 'Smart Sensor' used with the STATUSReport software.



Just another example of **LONGO** using the right tools to get the job done the way **YOU** want it!

What's In a Name?

The name, Longo, has grown in recognition over these 53 years. To foster awareness of our businesses, we have changed our formal corporate name to:

LONGO

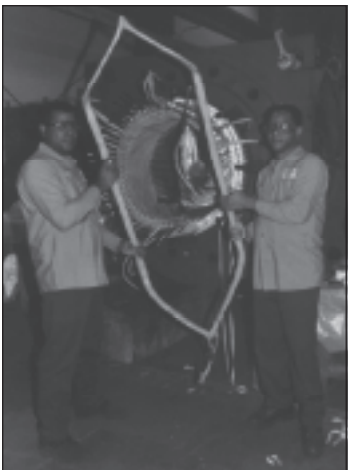
Electrical-Mechanical, Inc.

We have retained the right to do business as LONGO INDUSTRIES and will continue use of our present stationery.

Thanks for your part in our success!

Last But Not Least

Each industry has a guru. Let us quote from a recent letter by one of them from the electric power generation field. "I believe Longo Industries has available the technical expertise and engineering necessary to perform reconditioning and rewinds for (blank)." We appreciate those fine words, especially considering their source.



4000 HP, 3600 rpm, 4000 volt Stator with its last coil ready to be inserted. (Good trick).

Depend on LONGO
as so many electric
power plants do!

Company Profile



From time to time, we get the opportunity to recognize our associates. In late May, Joseph Michael was elected President of the New York Chapter of the Electrical Apparatus Service Association (EASA). Joe served in various officer roles over the past five years, now succeeding to President. Be sure that change is in the wind, and for the better!



John Ziomek was promoted to Vice-President. The resolution, which was publicly read at a luncheon attended by the executive, management, and sales groups, was acknowledged by a standing ovation—a marvelous tribute to John by his peers.

John was gracious in his acknowledgement, but visibly moved. He thanked all of the team for their contribution to his success, and enlisted their continued support and cooperation as we drive to take on more and newer challenges. John said, "Working together, there is literally nothing we cannot do."

SPORTS QUIZ

1. Bobby Orr was voted MVP of the 1976 Canada Cup, but, oddly, was not MVP for Team Canada. Who was?
2. Besides Rony Seikaly of the Magic, name another NBA player who was born in Beirut, Lebanon?
3. Bobby Bonds played for eight teams in his 14-year career. What team did he finish up with?
4. What major-league pitcher had the most victories during the 1980's?

ANSWERS:

1. Goalie Rogie Vachon
2. Steve Kerr of the Bulls
3. The Chicago Cubs in 1981
4. Jack Morris, with 162

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