



LONGO
Electrical-Mechanical, Inc.

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THE LONGO LETTER

July 2000



System - Order - Structure The LONGO Difference

... the difference at Longo is the basic reason that we have continued to prosper and have gotten unsolicited jobs from as far away as 500 miles. Why do you suppose that is? It's simple! ... *system - order - structure!*

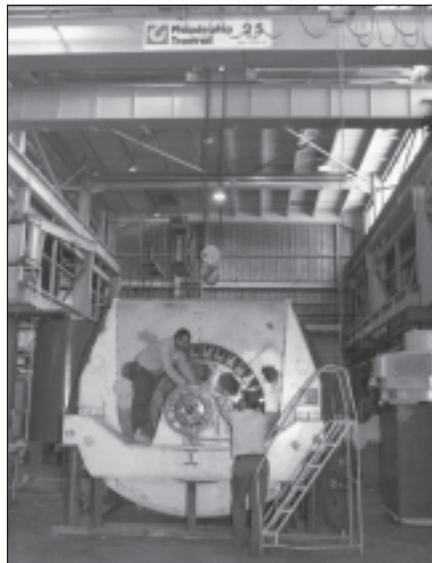
Over the last 54 years, we have continuously developed and updated our systems and processes. There is very little that is not in written form for our artisans to follow in the performance of their work, so it remains for them to do the things they do best—rebuild or rewind your equipment. Relevant data is defined and recorded as an integral part of the process ... there for the record, for evaluation by our engineers, and for data base development. Appropriate *check points* are a part of the documents, assuring plant floor engineering review for compliance and authorization to proceed. Rigorous? ... you betcha!

We do the entire range of electric motors, from the smallest to the very large ones (customers' motors—little and big). Systems, too, are customized for the various sizes, as it is not appropriate nor cost-effective to apply the same rigor

(documentation) to smaller units as to larger ones.

Disassembly, electrical and mechanical inspections, engineering review, workscope definition, and work performance are routinely done, assuring a work product consistent with our ISO 9001 certification. Your benefit: a quality job with less downtime, better sleeping, and on-time delivery. *Perfect ... no-but very close!*

Electric motors are not a sideline with Longo ... no bearings, no belts, etc. We are electrical-mechanical professionals who service and sell line-to-load equipment. It's part of our name - Longo Electrical-Mechanical, Inc. New electric motors, VFD's, pumps, and parts are stocked in abun-



6000 HP motor in assembly

dance. You can depend on us—24 hours a day, 7 days a week! Many of you have used our off-hours service, including that of our dedicated field service group, and know what I mean.

Engineering has been central with us and our commitment to it is key. Presently, we support four scholarships at New Jersey Institute of Technology from where seven of us have graduated. Our relationships (alli-

ances) are a key element in our success story.

Longo continues to re-invest all profits for the betterment of our capabilities, including facilities, training, and every part of the team. *We'll be here when you need us!*

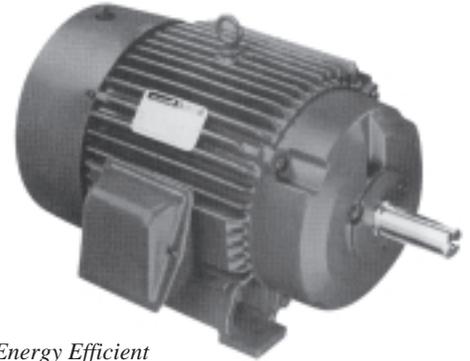
PRODUCT SALES

Your Stocking Distributor

 **Rockwell Automation**
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GV 3000
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Motors - Energy Efficient
1/3 - 350 HP



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EAT-N

DRIVES
1-500 HP



841 PLUS

Motors - Energy Efficient
1-200 HP



U.S. Electrical Motors Division,
Emerson Electric Co.



Whether it's electric Motors, parts, drives or accessories, you can depend on **LONGO** for application assistance and delivery 24x7. Our dedicated staff sells equipment as a specialty . . .not a sideline.

Our web site is being prepared to facilitate on-line ordering. Bookmark our Product Sales page for future use!

www.eLONGO.com

Electric Motors & Generators

Small, Medium & Large... we service them all!

Electric motors and generators come in all sizes from millihorsepower to 100,000+ horsepower. We cover much of this range (fractional to 15,000). Our philosophy is, "We do whatever customers need to have done!"

Small (3/4 HP)

Shown here are windings for a 3/4 HP motor. These are generally not economically feasible unless a ready replacement is *not* available. Bigboy (lower photo) is a different story.

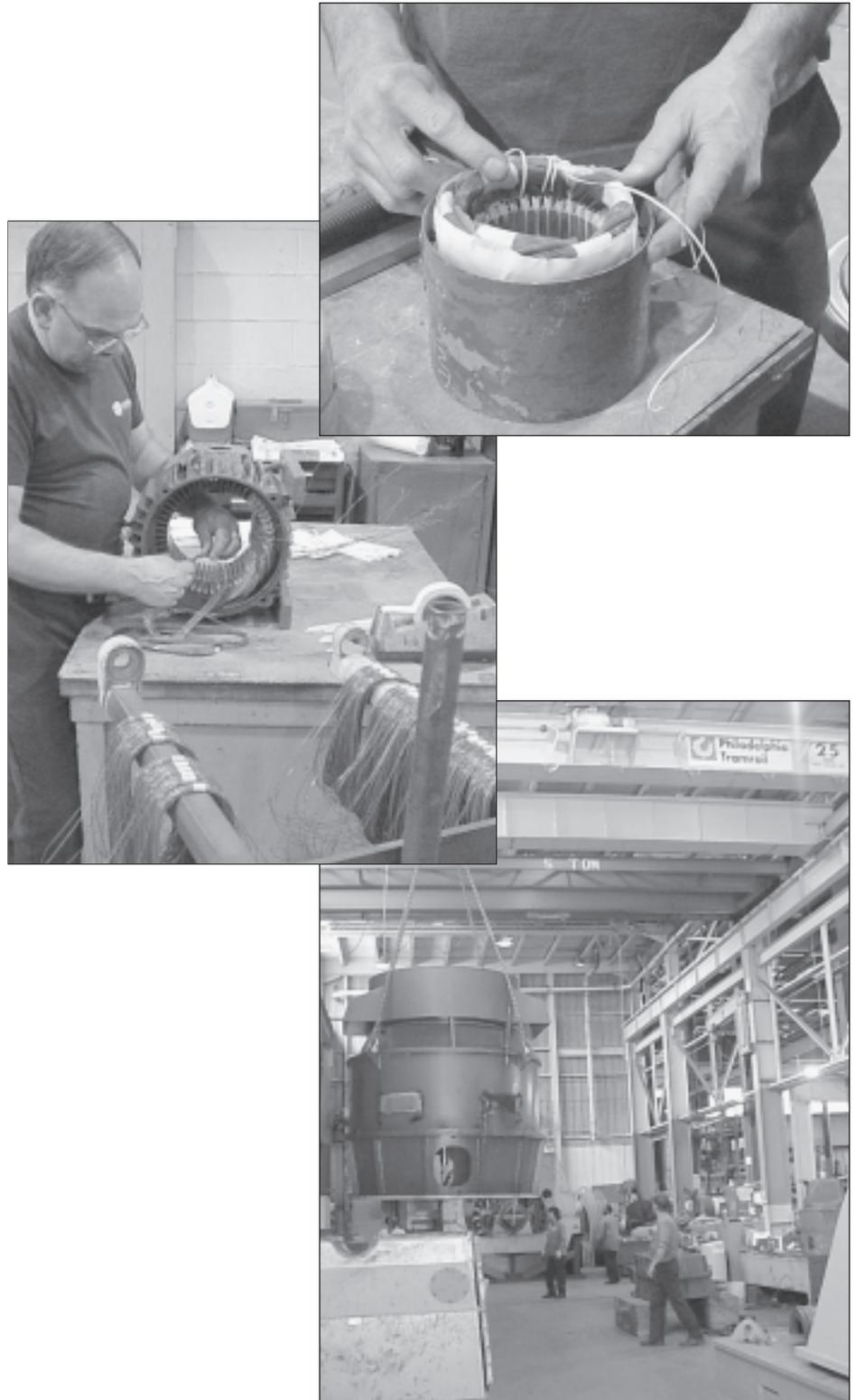
Medium (10 HP)

Winding of smaller motors is done by the same craftsmen who rewind the very large ones. Their unique skills are an essential part of the services we provide, frequently on an overnight basis for some of these important special smaller motors. Automation has helped somewhat. Our computerized winding machine winds the coils (bottom of center photo) without a person. The setup is stored, thereby frequently saving valuable time in the event of future need for the same machine.

Large (19 tons)

A huge vertical motor used in an electric generating station to pump water being moved on the 25 ton crane. Its size is apparent when comparing it to the size of our people. Note the headroom, an important need when handling large apparatus.

Jobs of this type require the systems described on Page 1. There is no room for errors of omission.



NJIT Scholars

A Breakfast for Engineers in the Making



On April 7th, Bill Glaser, retired VP of Marketing, and Joe Longo, Sr. attended a breakfast for scholarship donors and their recipients. While all of our recipients were not in attendance, we enjoyed sharing interests with two of them.

Luke and Keith are Honors Program students. They are both juniors pursuing Mechanical Engineering and Information Systems degrees.

We have been in the program for some years and are pleased to play a small part in the lives of students who strive for excellence. Too, our success could never have been what it has been without the superior education the university provided for Joe Longo, Sr. and many of our associates.

Photos:
Top: Joseph J. Longo, Keith Gordon, and William Glaser

Bottom: Joseph J. Longo greets Luke

SPORTS QUIZ

1. Who was the last woman to reach the Wimbledon singles final?
2. Name two men who hit home runs in eight consecutive major League games.
3. What is the maximum weight of a PGA-sanctioned golf ball.
4. What future Hall of Famer gave up Willie Mays' first career home run in 1951?

ANSWERS

1. Billie Jean Moffitt, better known as Billie Jean King, in 1963
2. Dale Long of the Pirates and Don Mattingly of the Yankees
3. 1.62 ounces
4. Braves left-hander Warren Spahn

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