



LONGO
Electrical-Mechanical, Inc.

One Harry Shupe Blvd., P.O. Box "L"
Wharton, NJ 07885

Address Correction Requested

PRESORTED
STANDARD
U.S. POSTAGE
PAID
E. HANOVER, NJ
PERMIT NO. 5

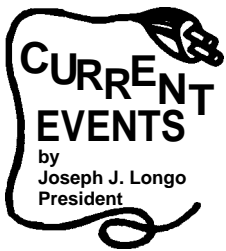
ROUTING SLIP

Review and Pass on as indicated

TO _____
TO _____
TO _____

THE LONGO LETTER

November 1999



by
Joseph J. Longo
President



“ANGUISH INSTEAD OF WATER”*
Service is More Than a Word at LONGO

**Headline- Sunday Star-Ledger Sept. 19, 1999*

Tried as she might, Mother Nature threw everything but the kitchen sink at our customers during Hurricane Floyd. Power outages, phone lines down, massive flooding coupled with no drinking water caused havoc in many Central and North Jersey communities. The massive storm dumped huge amounts of rain which brought with it floods described as 500-year events. Faced with this looming disaster our Emergency Response Group began setting a plan in action before the storm struck. Crews were put on alert, areas at risk were contacted and our trucks started to roll. These were some of the first on the scene and, from immediate feedback, all of our associates knew what had to be done. On TV, they saw first-hand the devastation caused by this storm. They saw the people, neighborhoods, and towns that were being held hostage to nature’s fury.

As our Wharton and Linden facilities made ready for the long haul ahead, our crews were removing waterlogged, mud-caked motors and pumps, cleaning switchgear and ordering replacement units

for those beyond repair. Operating on a 24-hour basis for the next eight days, we cleaned, repaired and reinstalled more equipment in less time than ever before in its 54 year history. With a new and modern high-speed (efficient) plant and their cleaning equipment, we were well prepared to cope with the extraordinary volume of work. Schedules were put up for around-the-clock shop and field operations so that there was no wasted motion. Managers, supervisors and technicians (all skilled veterans) were all mustered for the assault. A logistics group was assembled to monitor operations to be sure all bases were covered. Work days were very long and filled with urgency.

Why? Because people needed help and **LONGO** people knew from experience



This recent fleet addition was perfect for the task of handling multiple jobs concurrently. It arrived at Wharton Center with critically damaged motors from one of our hardest hit customers as a result of Hurricane Floyd. The job was then turned over to the plant team.

how to make the difference. Our slogan is “Service Through Knowledge”® . . . never has that been proven more appropriate.

When you need electrical or mechanical service, you can **depend** on **LONGO**.

Floyd Customer 10

Service Wheel



At the work site, **LONGO** crews were staged and ready to get our customer back in service. Note the number of our trucks at this one operation.



Supervisor with crew member reviewing work scope priorities and progress.



Working in confined quarters our crews used A-frame and hoist to maneuver large motor into position.



Parking lots covered with thick mud were witness to the enormity of the damage. Here even as our crews were working, pump out went on around the clock.



While one crew was working on motors, another was cleaning and repairing drives and switchgear. The major pumping station is being readied to go back on line.

Scope included: circuit breakers, high voltage motor starters, as well as, rotating apparatus. Our broad talent and test equipment were key in completing tasks on a timely basis.

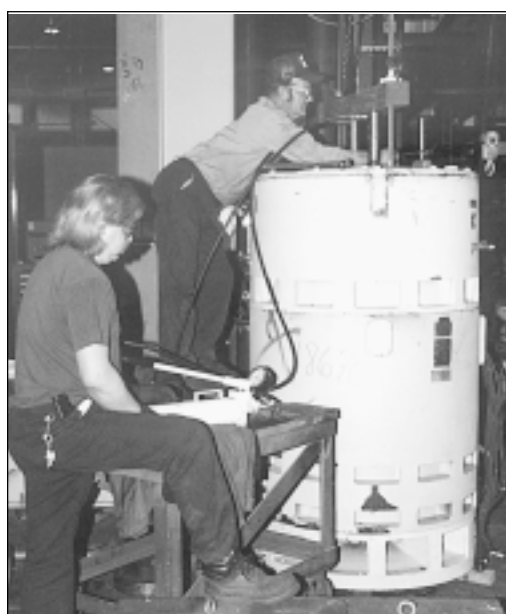
It's Needed

Customer 10 Floyd 1

Getting units into the building was tight but our experienced team it was business as usual.



Here, a motor that was under 6 feet of water, less than 2 days before, gets ready for return to the customer.



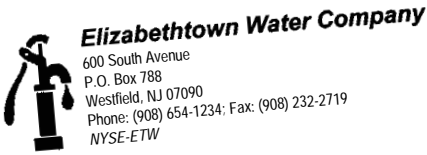
Our facilities were full with many critical jobs all needing special attention. Dedicated veterans were more than up to the task. Superior handling and cleaning equipment facilitated efficiency.

Keeping up with the field crews our 3 repair facilities were up to the task. Wharton, Linden and NYC kept the pace until the emergency was over. Here, components are staged prior to assembly



LONGO Responds to a Disaster

...and it's nice to be appreciated!



October 12, 1999

Mr. Scott Sanders
Longo Industries
One Harry Shupe Boulevard
PO Box L
Wharton, NJ 07885

Dear Mr. Sanders,

On behalf of the Elizabethtown Water Company and its customers throughout central New Jersey, I would like to thank you for your critical assistance throughout our company's response to flooding caused by Hurricane Floyd.

We could not have made the progress we did in restoring the Raritan-Millstone Treatment Plant to service without your help. Your company provided important support to our personnel during the restart of our flooded water treatment plant in Bridgewater and your expertise and diligence accelerated the recovery process. You were an important part of the solution to a problem of regional significance.

Again, thank you so much for your assistance.

Sincerely,

Andrew M. Chapman
Andrew M. Chapman
President

Whether it's a disaster or routine, **LONGO** has the best facilities, equipment, knowledgeable and committed associates supported by superior engineering to get the job done *right!*

...and anytime! It's little wonder that our growth continues, supported by clients who insist on value when choosing an integrated vendor from line-to-load.

SPORTS QUIZ

1. Can you name the rookie who led the NBA in scoring in 1968-69 with 28.4 points, while also averaging 17.1 rebounds?
2. Pete Sampras' older sister, Stella, also played tennis. What is her claim to fame?
3. Which Jets' uniform numbers are retired?
4. Michigan running back Justin fargas has a famous father. Who is he?

ANSWERS:

1. Elvin Hayes of the San Diego Rockets
2. She won the NCAA women's doubles championship playing for UCLA in 1988
3. Joe Namath (12) and Don Maynard (13)
4. Actor Antonio Fargas, who played Hugey Bear on "Starsky and Hutch"

Over 50 Years of

"Service Through Knowledge"®

- **Wharton Corporate Center**
Wharton, NJ 07885
(973) 537-0400
(973) 537-0404 Fax
- **Repair & Field Service**
(973) 537-0400 Press "1"
(973) 537-0420 Fax
- **All Equipment Sales**
(973) 537-0400 Press "2"
(973) 537-0410 Fax
- **LESCO**
(973) 537-0400 Press "3"
(973) 537-0415 Fax
- **Linden Facility**
Linden, NJ 07036
(908) 925-2900
(908) 925-9427 Fax
- **New York Facility**
NY, NY 10011
(212) 929-7128
(212) 633-9534 Fax
- **Web Site**
www.longo-ind.com
- **E-Mail**
info@longo-ind.com

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