

# The bottom line...

## Why does saving money get so complicated?

The photo above is an example of Longo to the rescue. A custom designed base and a new, more efficient motor, great! But before it is installed there are dozens of different dimensions and specs to match up with your equipment and physical installation parameters. The footprint, the base to shaft center measurement and even the location of the connection boxes are just a few of the potential problems that can turn a dream of more energy efficient motors into a night mare. Couple this with a requirement for one motor to replace several older ones, each with different original dimensions.

Longo makes the complete retrofit package, from custom designed bases to easy wiring access, seem so simple. And we like you to think that. Actually it is a lot of experience, engineering know how and skill to put something together that makes your life a whole of lot easier and smoother.

Over the years we have removed and installed hundreds of different motor configurations. More recently the push for more compact energy efficient motors has made this knowledge priceless when it comes to preparing for old/new conversions. Longo provides professional solutions, not guesswork, to your most complex problems.

*The bottom line is more than a discounted motor, it is production downtime, trial and error fitment nightmares and a host of other problems that Longo always seems to figure out...ahead of time.*



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## SPORTS TRIVIA

1. Who threw the most consecutive completions in a super bowl?
2. Between 1900-2000 how many unassisted triple plays were there?
3. Where did the term "rookie" come from?
4. What is Tiger Woods first name?
5. In 1961 Baseball made what rule about running the bases after a home run?

1. Joe Montana-13, San Francisco vs. Denver 1990  
2. 11, once in the World Series.  
3. From the rook in chess. It is generally the last piece moved into action.  
4. Eldrick  
5. The bases must be run facing forward. It was added when Jimmy Pearsall of the Mets ran them backwards after tagging first base.

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