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THE LONGO LETTER

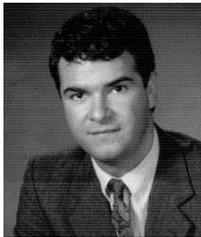
Labor Day 2002

What you don't know...is probably costing you a fortune!



CURRENT EVENTS

Joseph M. Longo
President



The title may sound cliché, but it is true none the less. More and more companies are looking for suppliers to provide answers to system problems rather than single specialty services, such as a motor repair. Savvy maintenance managers are seeking solutions which address the cause of their problems rather than just the effects. The cost of surprise failures or an inadequate spare equipment inventory can be the root of skyrocketing maintenance costs.

At Longo we have expanded our core competencies allowing us to service more diverse equipment. Whether it be the rebuilding of a pneumatically controlled fan, an electronic field service call or the purchase of a line-up of switchgear, we are uniquely qualified to address these and other demanding requests.

Over the next couple of issues, we will discuss the relevant elements found in a comprehensive equipment management program(EMP). Lifecycle costs, data acquisition/management, Vibration Information management(VIM, infrared, lubrication/oil analysis and root cause analysis all play an important role in the overall strategy of equipment management. No matter what type of equipment, a sound

program will maximize reliability and production up time- the ultimate goal. It is difficult to make money when your equipment is out of service.

Longo's EMP is designed to reduce uncertainty and the cost of maintaining your spares inventory, maintenance and repairs. It provides you with web access information on all your equipment assets from exact running condition to lifecycle costs and historical trends. Utilizing user-friendly web based software, we are able to offer maintenance/asset managers easy access to equipment management at a fraction of the cost of extensive computerized maintenance management systems(MMS).

This is not some generic program, but your specific equipment needs, your specific production demands matched with Longo's experience and industry knowledge. EMP consists of several integrated functions that perform as a network of data, giving you complete control over your motor, pump, fan and switchgear assets. These are the main elements of this unique program:

- Analyze/evaluate all aspects of your equipment determine
 - overall health
 - longevity
 - costs
- Organize, maintain, and improve the effectiveness of your equipment assets.
- Analyze the life-cycle cost to determine the true operational costs.
- Develop a long term partnership strategy to maintain a consistent and predictable



regimen through maintenance, repair and new purchases.

EMP all begins with a comprehensive overview of your equipment requirements. What type of equipment? What is the environment/ The duty cycle? The criticality of the process? Our technicians will gather data and test all your existing equipment, compiling a comprehensive database from which to build on. We can then begin to tighten the controls over the various elements which impact reliability.

Longo has been looking forward to finding new ways, extending operating service life and improving condition analysis. Our experience in motors is well known. Our experience in motors is well known, but we have taken our expertise to new levels, a new way of thinking about equipment management.

The next issue, we will discuss in great detail how EMP can provide you with the information needed to make rational decisions on maintenance and repair expenditures. If you need more information, please don't hesitate to call.