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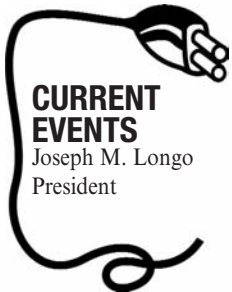
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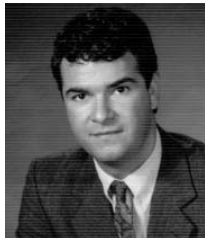
# THE LONGO LETTER

May/June 2003

## Now that we have access to more and more information... what do we do with it?



**CURRENT EVENTS**  
Joseph M. Longo  
President



Whether due to corporate downsizing, company layoffs or right sizing, more and more companies are finding their skill sets have eroded. Years of experience are lost as these individuals retire or lose their jobs. Training continues to be an important element in the enhancement of those lost skills.

We, at Longo, have continued to offer these training opportunities to our customers over the years. In the last twelve months, we have conducted seminars on:

- Pump Fundamentals and Mechanical Seals
- Fan Operation and Maintenance
- Switchgear and Relay Maintenance
- Getting the Most From Your Electric Motor
- Advanced Equipment Management Programs

Many of you have asked if we can take these seminars "on the road" to your plants. We have often conducted

numerous on-site training seminars. They afford us the opportunity to address the day-to-day issues which many of you face performing the maintenance and operation functions. We currently have nine formalized programs. Ask your Longo Field Sales Representative for the details.

Our most recent seminar, *Advanced Equipment Management Programs*, dealt with the implementation and benefits of keeping technical and financial history on a wide variety of assets. As human resources shrink and maintenance personnel are pulled in multiple directions, relevant information upon which to make informed decisions

becomes paramount. While there are a multitude of computer maintenance management systems (CMMS) out there, very few can present the data both by installed locations and by asset. None of them are web-enabled allowing your suppliers to input technical and financial data.

Our system can supplement your existing CMMS and improve the overall reliability of your plant equipment. A more detailed explanation of our *Advanced Equipment Management Program* can be conducted as a seminar for both management and support staff, or one-on-one for a more hands-on and specific presentation.

**FAST REFERENCE**



**SIEMENS**

Siemens Energy & Automation, Inc.

5.5.03

Mr. John Sparks  
Facilities Engineer  
Briggs Energy  
123 Walnut Street  
Wharton, New Jersey 07885

Dear John:

As a Longo customer, you are keenly aware of our responsive culture when it comes to your electrical and mechanical needs. On the other end of the spectrum, you can't find a more dynamic worldwide company than Siemens. Now we can provide you, and the rest of the northeast, with an unbeatable combination... **Longo + Siemens.**

As a Siemens distributor, Longo will now have access to Siemens' global network of innovation in electrical components and systems. Couple that with Longo's traditional service and hands-on expertise and, as the saying goes... **"Longo and Siemens, perfect together!"**

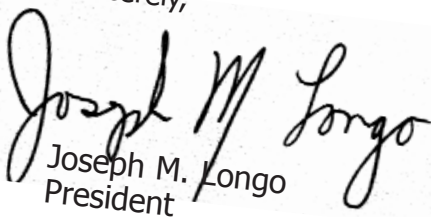
We are extremely pleased to be able to offer you this resource.

In order to maintain our product line diversity, yet retain a manageable product selection, Siemens now joins our dedicated supplier group, replacing Reliance Electric in Longo's electric motor and VFD line-up.

Shortly, we will be distributing new Siemens material and information. However, if you have a project in hand please let us know and we will be sure that the latest Siemens materials are delivered to you promptly. Please call (973) 537-0400, Option 2, and our sales technicians will handle all your needs.

To ensure that our resources are keeping pace with your changing needs, we will have over \$200,000 in Siemens NEMA frame motors on the shelf for emergency replacement or any other unplanned need. **Longo, Siemens and you... perfect together!**

Sincerely,

  
Joseph M. Longo  
President

1 Harry Shupe Blvd., Wharton, New Jersey 07885 973-537-0400 fax 973-537-0404 e-mail: