



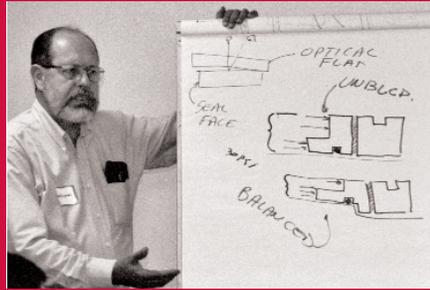
The Postman rings...

On July 30, 2003 Longo hosted a group from the US Postal Service. The group was comprised of 35 managerial and technical personnel from around the country who were in NJ as part of a USPS conference.

The fast paced and informative presentation was great, but nothing beats first hand experience. Several Longo managers guided smaller groups through all the various shop areas. By the time they were through they had covered everything from switchgear repairs to the main floor where pump and motor repairs were underway.



While most of our guests deal with electrical and mechanical repair/maintenance issues, few had ever visited a repair shop, much less a complete electrical-mechanical facility such as our 75,000 sq. ft. Wharton Center.



The "Spin Doctor"

On September 24, 2003 Longo conducted its

latest class in our **PROFESSIONAL SEMINAR SERIES**. A packed house enjoyed a presentation by Adolfo Gomez, BS. ME University of Southwest Louisiana, an international expert with 25 years in the design and use of pumps and mechanical seals. For this program he focused on all the aspects of centrifugal pumps. The program covered everything from the physics of pump technology to real world problems and solutions.

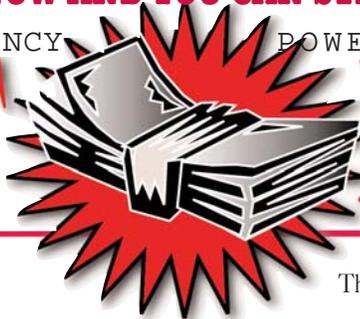
Following the extensive presentation the guests toured the Longo shop facilities.

Three more events are planned in our **PROFESSIONAL SEMINAR SERIES**. On November 12, 2003 there is **"Switchgear & Thermography."** March of 2004 we are planning a **"Motors and Drives"** seminar, and in late spring of 2004, **"Advanced Equipment Management."** All excellent and well worth the time spent. Anyone interested in these can place a reservation by e-mailing us at info@elongo.com

UPGRADE YOUR MOTORS NOW AND YOU CAN STILL TAKE ADVANTAGE OF

PERFORMANCE EFFICIENCY POWER WARRANTY SECURITY

INSTANT REBATES



Ok, when it comes to both short term and long term savings, there are two groups giving away money (Motor UP and NJ Smart Start) when you buy a new energy efficient motor. **GIVING MONEY AWAY ...INSTANT REBATES!** Add a VFD and you get even more money.

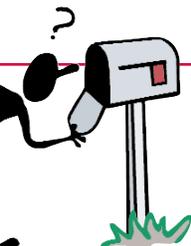
Now you have your old motor that runs fine, you have probably written it off three times... it owes you nothing, but it is sucking up current like it's free. And now you can have one that just sips it. What do you do with your old motor? Throw it out. I don't care if it has been running that milling machine since Uncle Bob started the company...throw it out!



The new motor will save you money now with instant rebates, and start saving more tomorrow. We have talked about lifecycle costs of equipment...here is the perfect example of how to cut your long term losses and put in equipment that will: *save energy, run better, have anew warranty and last longer.*

Still not sure? Consider the recent blackout and what comes next. Cheaper energy? I don't think so...You know who is going to pay for all those new transmission lines don't you? These two programs are active right now, but if the state budgets and companies get much tighter they could disappear.

Longo is willing to sit down and do an analysis based on your facility and equipment. Not make believe stuff, but your figures and we'll show you how you will save money.



We would appreciate it if you could take a minute to help us update our files. With all the people changing jobs, retiring, new people coming on board, not to mention mergers and buyouts...well it can get confusing. If you would like to continue to receive the Longo Letter please let us know...New/old individuals name, new/old company name, title, address, phone and e-mail. You can fax (973-537-0404) or e-mail (info@elongo.com) your information to us. If you have topic, or subjects you would like to see us address, please let us know that as well. Thank you.