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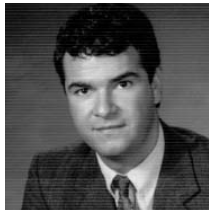
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THE LONGO LETTER

Summer 2004

Made in the USA



**CURRENT
EVENTS**

Joseph M. Longo
President

Most of us remember the triumph of the 1980 U.S. Hockey Team in Lake Placid. A ragtag group of college hockey players banded together to pull off the biggest upset in Olympic history against the mighty Russian machine. The recently released movie, "Miracle," chronicles this story.

By no means ragtag, the Longo team recently pulled off their own "Miracle" in June. While there will never be a movie made about this miracle, it had the suspense, the characters and the plot...and it was just as heroic. In this issue, you will read about the execution of a repair that most said *could not be done in seven days*. **They were right, we did it in six days!**

Performing this type of miracle has become an everyday occurrence for the Longo Team. Whether performing emergency repairs to the propul-

sion motors for the Staten Island ferry after a tragic crash, or providing emergency power and repairs to an extended-care hospital with elderly patients in jeopardy, our dedicated people do what is required to make miracles happen.

This issue will also detail our newest partnership with Hitachi-America on wind generation. Longo has been appointed by Hitachi to provide field service support and service center repairs, nationally, for their wind generators. In May, we were dispatched to the deserts of California to perform repairs at a wind farm.

CUSTOMERS, SUPPLIERS AND PARTNERS.

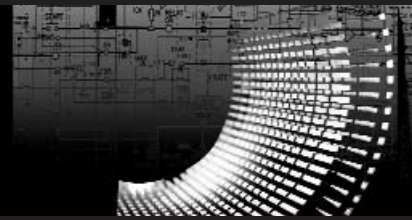
These events aren't just about a customer and a supplier - it was a team of people and companies. A foundry in South Philly, a man-

ufacturer in Texas, the management at the customer, or a motor shop partner in California.

As we all try to become more efficient, leaner, and more productive, there are times when we all need help. There are times when a group of us can perform in ways that individually would be impossible.

Longo stands ready when you need our assistance to pull the rabbit out of a hat. When the job requires Longo's expertise, we can provide a team of players to make that "miracle" happen.





When too big... is never really too big!

With a 25 ton crane in our 75,000 sq. ft. Wharton facility we tackle most any motor or pump that comes our way. Sometimes it involves a little disassembly, but we usually get them in to make whatever repairs are needed. However, when we were awarded the rebuilding of the generators at Rockville Center's electric generating plant it was definitely an on-site operation.

The 50 year old Westinghouse generators, at a weight of 86 tons with an inside stator diameter of 12ft, were in need of a major over haul and rewind. It was impressive that the units had performed as well as they did for 50 years and now it was up to Longo to make sure they would last another 50.

Our lead craftsman in rewinding, Dominic Azzinnari began commuting to Long Island from his home in Wharton, NJ everyday. Working on these monsters is very hands on and it takes experience to make sure that there are no little hang-ups or problems...and if there are, knowing how to resolve them then and there. Motors or generators of this size might seem

like an easy rebuild with big tolerances and lots of room to play with but it is just the opposite.

Another unique aspect is the application of our Temperflex® epoxy sealant. Normally the finished unit would be immersed in the our pressurized tank to ensure than all the parts are well coated to withstand the rigors of the huge torque numbers this generator will put out. In this instance the hand application of Temperflex is done as the windings are being worked on instead of waiting until the windings are complete. This ensures the epoxy material reaches into all voids and saturates the windings and ties.

Once the windings are completed there is the reassembly and final testing. It takes approximately six weeks from start to finish to have a "better than new" generator back up and running. With new materials and techniques, the motor will definitely match its initial performance and more than likely exceed those spec's from the 1950's when it is back up and running.

anytime **24/7** *anywhere*

ultimate

FIELD SERVICE: THE ROAD TRIP

On May 20, 2004 two Longo Field Service technicians from our Wharton, NJ facility must have thought they were in an episode of Twilight Zone. Instead of being mired down with a submersible pump in an elevator shaft in NYC or doing a sensitive motor installation in a blistering hot plant in Kearny, NJ they were standing among giant windmills in the desert hills of California.

The technicians were there as part of our agreement with Hitachi America, Ltd, who is responsible for the performance of these alternative power sources. Longo was a logical choice since our expertise in motors and generators is well known.

However, trouble shooting problems 3,000 miles from our Wharton, NJ facility takes technicians who are on

When there is a problem with an 8 ton generator attached to a 120 ft., 7 ton prop, on top of a 300 ft high pole... who else do you call, but Longo!

top of their game when it comes to diagnosis and field repairs. The Longo team had the problem under control fairly quickly and the modifications were completed promptly.

In the near future Hitachi will be installing similar wind driven generators on the east coast and, of course, Longo will be there too. Our technicians are developing a certain reputation as the ones to call when the unusual is required.

