

Fall Seminar Schedule

Make your plans now so you can attend...Here is our schedule for Longo Seminars this fall. As you know, it is first come, first served since we have limited number of seats. We would like to ensure representatives for all our customers and friends get a chance to attend, so we ask that only two from any company attend any one seminar.



SWITCHGEAR. SEPTEMBER 22, 2004 A solid overall presentation that will begin with the basics and take you up through components, testing, evaluation and maintenance. Whether you want more hands-on technical information or an overall look at switchgear and how it can impact maintenance, production and safety issues you will come away with valuable information. This one of our most popular seminars.



ADVANCED EQUIPMENT MANAGEMENT & PREDICTIVE/PREVENTIVE MAINTENANCE.

OCTOBER 20, 2004 Utilizing web base CMMS, you will learn on-site inventory and maintenance control, partnering, and databased management of your facilities equipment and maintenance. In addition, see how PdM can be an active cost saver in the overall scheme of controlling what happens within your facility



PUMPS AND SEALS. NOVEMBER 10, 2004

Determine the right pump for the right application to improve efficiency and ultimately cost savings. New, replacement, or repair decisions are made easier with the right information. Maintenance issues, correct seal applications, reliability and cost effectiveness will be discussed and examined as well. An industry engineer will provide you with answers that you will take home and use.

I can't wait!!!!

Mailed announcements will go out two or three weeks before the scheduled date of each seminar. However, if you would like to register before that, you can. E-mail Janet Ernst at jernst@elongo.com with your name, title, company and phone number.

Visit us at our website 

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**MOTORS DRIVES FANS SWITCHGEAR TRANSFORMERS
CIRCUIT BREAKERS PUMPS SEALS FIELD SERVICE
PREDICTIVE/PREVENTATIVE MAINTENANCE**

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SPORTS TRIVIA

1. There is a runner on first and a lefty pitcher on the mound. He lifts his leg and his foot moves towards the plate, he turns and throws to first. The umpire calls a balk. Is this the correct call? Yes or No?
2. Yippy, I just got the first SB of the year. What did I get first?
3. Who was the first President to attend a major league baseball game while in office? Chester Arthur, Benjamin Harrison, Grover Cleveland, Franklin Roosevelt
4. Abraham Lincoln built a baseball field at the White House. True or False?

4. True
3. Benjamin Harrison
2. Stolen base
1. Yes.

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**"WE ADDRESS
THE CAUSE
AS WELL AS
THE EFFECT."®**

A Big Bang in Philly!



On Wednesday, June 22, 2004, a condensate pump motor in Philadelphia snapped a shaft. Ordinarily that isn't big news. Pull the motor and replace it with a spare. Simple.

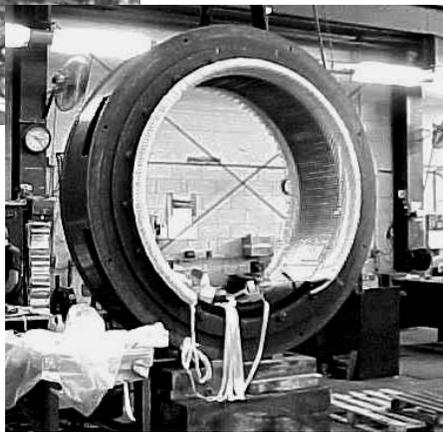
Only this was a vertical 900 hp/4000 volt motor weighing in at 38,000 lbs; so when the shaft broke it got very ugly, very quickly. The rotor dropped, hit the stator, and basically tore up the motor.

This motor was a vital component for the customer and there was no time to ponder the "what if's," or "how's," etc. It needed to be repaired, repaired right, and put back on line very quickly.



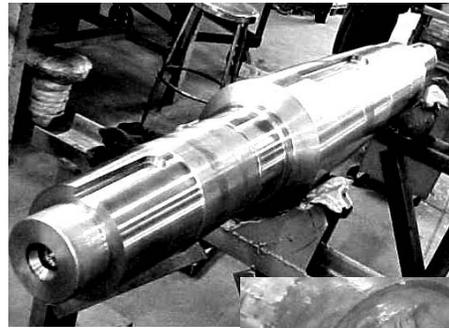
Responding to a call from the customer, our VP of Engineering immediately left a meeting in Washington, DC and arrived at the client's site to examine the unit for cause of failure, and developed a tentative plan of action. The unit was trucked to Longo/Wharton and

arrived at midnight on the 24th. Disassembly began right away and, with the customer on site, the plan was finalized and immediately implemented. The customer was desperate to have the unit back in service for the 4th of July weekend. Every hour of downtime was costing tens of thousands of dollars. A seven day turnaround was critical to meeting this requirement. Most said it couldn't be done.



In a time when clean rooms and dust free zones are the norm, it was almost medieval to experience the sights and sounds of four men wielding high intensity acetylene torches, heating the rotor to release the remains of its scored and broken shaft. The ultimate "bang" when the shaft was free is a glorious sound, believe me.

There was no stock replacement shaft for this 50 year old motor, so a new shaft had to be manufactured. An appropriate piece of 4140 hot rolled steel stock was located just outside of Philly. The material was trucked up the turnpike for its



final machining. Simultaneously, Longo technicians geared up to wind the stator and repair the damage to the lower end of the motor. Teaming up with our supplier/partner TECO/Westinghouse, we were able to get several critical parts fabricated in 72 hours. Work proceeded around the clock through the weekend.

On Monday morning, the replacement windings for the 9 foot stator were 75% complete, a new 11 foot 4140 steel shaft was complete, and the lower frame damage was repaired to make it ready for assembly.

All the pieces of the puzzle began to fall into place. Once the windings were completed, the entire stator was VIP'ed using our proprietary Temperflex® epoxy varnish. On July 1st (*1 day ahead of the "can't be done" schedule*) the rebuilt motor was ready to head back down the turnpike, buffed and shiny with new components ready to be installed the following day.

As Longo and customer representatives watched, the big motor came back on line, smooth, and powerful - and one day earlier than required!

While it would make a good story really better to say how Longo saved the day by itself, the truth is it really takes an informed customer, dedicated suppliers, and, above all, a group of dedicated people with the energy, experience, and expertise to get the job done.