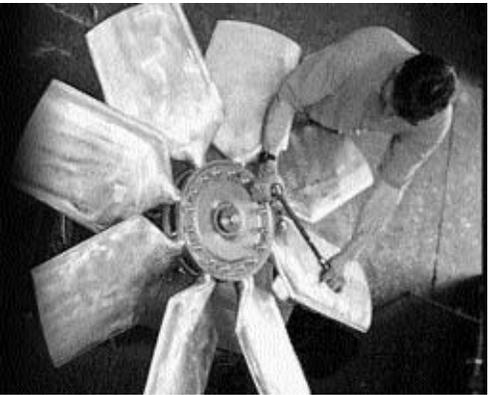


"No respect... they get no respect..."

IF SIGHT, WHIRRING CONTENTEDLY, UNTIL THEY STOP OR ALL DIRECTIONS LIKE SOME SORT OF SUICIDAL WINDMILL.

ly a top priority when it comes to maintenance and plant expenditures. Whether they are part of your HVAC or a key piece of your production... pay those fans the attention they deserve. properly, you should consider the added benefits of variable speed drives. Control time, speed, effectiveness, and cost more closely with properly designed and installed VSD units.

's engineering department at 973-537-0400 for cost saving recommendations.



SYSTEM WORKS

VIBRATION INFORMATION MANAGEMENT

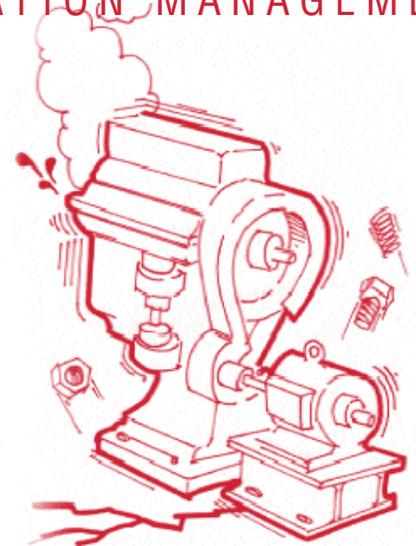
VIM

"Vibration is wasted energy. A by-product, caused by a mechanical, electrical or an operating problem in a machine."

Obviously, vibration is not a good thing, but a lot of the time it is tolerated, ignored or even invisible. The solution used to be bigger, tighter bolts, but that only puts off the inevitable and then the motor, pump, or other machinery involved begin to destroy themselves. It is one thing to simply pull a motor and replace it, but what about those custom-made presses, production lines, and other equipment vital to your operation?

That is the primary reason to detect and resolve vibration...reduce or eliminate major replacement and repairs. But there are even more practical reasons to test, monitor and resolve vibration conditions.

- Reduced maintenance costs
- Protect your assets
- Improve your preventive maintenance program.
- Reduce capital expenditures
- Protect your production



Today there are many ways to detect and resolve vibration problems so they are not costing you money now and even more in the future. The important thing is to do something now to establish a baseline of information. Then, whether you use long term or short term testing, you will at least know the status of your equipment now.

Other testing that can spot unseen problems are 1. Oil Analysis, 2. Infrared Thermography and 3. Airborne Ultrasound. Depending on the type of equipment you are running, all or some of these tests are definitely peace of mind procedures.

If you are getting a little "shaky" about how smoothly your equipment is running, give us a call at 973-537-0400, x735 or x733 to learn more about what this type of testing can do for your specific operation.

These pumps will handle the following liquids: water, chemical solutions (acidic or alkaline) and hydrocarbons. Can be used in the applications for Co-generation, cooling tower, fueling service, fire pump (UL/FM), API-610, Chemical Plants, power plants, water treatment plants, steel mills, automotive paint and coolant systems.

BENEFITS

Lower Life Cycle Costs

The vertical pump design provide Spacesaving & Low Operating Costs Weir Floway vertical pump design produces high pressures with premium efficiencies with low operating cost.

High Reliability

Low NPSH first stage construction is available to insure successful operation without cavitation problems.

Flexible Hydraulic Selection.

Pressure and flow variations are achieved by changing the number of stages or impeller types.

The pump bowl assembly is characterised as low energy per stage resulting in a broad flow range with excellent hydraulic stability.

Lower Life Cycle Costs

Long Impeller Life - Reduced erosion with multi stage units verses a single stage unit which has a high impeller tip speed.

Stable Operating Characteristic - Steep head curve provides excellent pressure sensor sensitivity.

Materials to suit the application - Cast iron/bronze fitted (standard) and available in any machinable & weldable alloys.



serviced one of the brand new Staten Island ferry boats.

NEW BUSINESS

*Renewable energy source has become the buzz word of proponents for the reduction of our dependence on Middle East oil. In 2004 we jumped in with both feet by being appointed the national authorized service arm for Hitachi Wind Turbine Generator products.

*Realizing that growth is not achieved through product and service enhancements alone, Longo is reaching out to new markets. With our new resources in place, Longo is now servicing customers in the Philadelphia and Delaware areas. These new customers are in the electric power, petro-chemical and heavy industries in and around Philadelphia. We are looking forward to increased business from these vital areas as more and more companies learn about Longo's capabilities.

This list goes on, but even with the expanded Longo Letter, it is time to focus on what lies ahead. We look forward to servicing our existing clients with these new offerings and hope to have the opportunity to demonstrate "The Longo Advantage" to our future customers.



HOW TO CONTACT US...

Your resource for **Motors, Drives, Transformers, Pumps, Fans, Field Service, Seals, Circuit Breakers, Predictive/Preventive Maintenance**

• Wharton
Corporate Center
1 Harry Shupe Blvd.
Wharton, NJ 07885
(973) 537-0400
(973) 537-0404 Fax

• Linden Facility
1625 Pennsylvania Ave.
Linden, NJ 07036
(908) 925-2900
(908) 925-9427 Fax

• New York Facility
444 W. 17th Street
NY, NY 10011
(212) 929-7128
(212) 633-9534 Fax

•E-Mail
info@elongo.com

• After Hours-24/7
Longo Emergency
Response System
973-537-0400

Motor / Pump Sales
(973) 537-0400 Press 1
(973) 537-0420 Fax

Switchgear Sales
(973) 537-0400 Press "3"
(973) 537-0415 Fax

Repair Services
(973) 537-0400 Press "1"
(973) 537-0420 Fax

Engineering Services
(973) 537-0400 Press "3"
(973) 537-0415 Fax

Field Services
(973) 537-0400 Press "4"
(973) 537-0420 Fax

Predictive Maintenance Services
973-527-0400 Press "2"
973) 537-0404 Fax

Small Motors
973-537-0400 x 777
973-537-1768 Fax

SPORTS QUIZ

1. Who was a SuperBowl winning coach in the NFL, and then a championship winning car owner? a.Rick Hendrick b.Joe Gibbs c.Jack Roush d.Ray Evernham

2. Is there a penalty regarding the coin toss?

3. On a 2nd-and-6 play from their own 29-yard line, a Bills receiver goes out for a pass. The pass is tipped by a Steelers defensive lineman as it crosses the line of scrimmage. A Steelers defensive back pushes the Bills receiver to the turf, intercepting the pass at the Bills 38-yard line and returning it to the end zone. What does the referee call? a. First down for the Bills at their 38-yard line. b. A touchdown for the Steelers.c. Third down for the Bills at their 29-yard line. d. First down for the Steelers at the 38-yard line.

4. What was special about Moses Malone when he was drafted by Utah Stars of the ABA in 1974? a. He was 35 years old. b. He was very tall. c. He was the first who didn't attend college. d. He was really a volleyball player.

1. b. Joe Gibbs
2. It is a 15 yard penalty and loss of coin toss if the team is late to the game
or if the captains miss the coin toss
3. a. If the pass had not been touched at the line of scrimmage the Steelers defensive back would have been called for pass interference, which is a spot foul. Once it is tipped there is no pass interference, the ball is in free play.
4. He was the first who didn't attend college

Please visit our website...

[www@elongo.com](http://www.elongo.com)

for the latest information on products and services available from Longo... plus the latest case histories and product literature.



LONGO

Service Through Knowledge,® Since 1945