

ROUTING SLIP

Review and Pass on as indicated

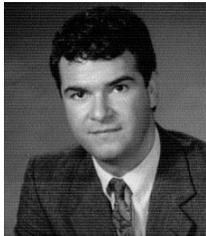
TO_____
TO_____
TO

THE LONGO LETTER

WINTER 2005

Expanding our services and our customer base as well.

Longo...primed for the rest of the decade.



As we enter the new year, it is hard to believe this first decade of the 21st century is almost half over. Looking back, 2004 was a prosperous year filled with great accomplishments. Let me share some of those proud moments.

SERVICE CENTERS—ELECTRICAL

*For 5 years we have offered a 3 year warranty on NEMA frame rewinds. It was time to turn up the heat on the competition and give our customers something extra. The **above NEMA 3 year warranty** did just that. It has set the standard for our industry.

SERVICE CENTERS—MECHANICAL

*More customers turned to Longo for their mechanical service than ever before. A unique opportunity presented itself when the Gould's Pro Shop in Fairfield, NJ closed their doors. Several highly skilled individuals with years of quality experience joined our team. Boiler Feed pumps or high volume Vertical Turbine pumps are now routinely repaired alongside their respective motors.

MOTOR CONTROL VFD'S

*We expanded our service capability in this area with the addition of several experienced control technicians. With the increasing popularity of aging VFD's, the need for routine PM and onsite expertise has continued to grow.

*In partnership with Cutler-Hammer, Longo secured the largest retrofit project awarded in NYC for 2004. Forty-two VFD's ranging in horsepower from 15 to 125 will be installed and integrated into the existing building management system at one of New York's premier office high rises.

FIELD SERVICE—SWITCHGEAR

*Last year saw the consolidation of our Field Service Group with our Switchgear Department. What this means to you, our customer, is we now have a pool of **15 fully-trained switchgear technicians** capable of handling your largest outages.

* We have invested in a state-of-the-art computer driven relay test system to insure that our relay calibration services are accurate, repeatable and capable of downloading to various databases. This equipment stores test parameters for hundreds of different relay styles and manufacturers. No

longer do you need to rely on data that has been manually transferred to reports. This equipment maintains relay test data integrity and issues reports at a key stroke.

*In September, we were appointed the factory authorized service organization for Ansaldo/Robicon's Marine Propulsion AC drives and controls.

.Our technicians have undergone extensive training and recently

**CURRENT EVENTS**Joseph M. Longo
President