



LONGO
Electrical-Mechanical, Inc.

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THE LONGO LETTER

May 2000

Electricity is Powerful!



Daily Record

MORRIS COUNTY'S NEWSPAPER

Electrical fire guts the Barn restaurant

"A worker at a steel plant was severely burned while making electrical repairs at the plant. OSHA has been notified and is making an investigation."

Business - Denver, CO

"A charity owned warehouse was destroyed when some type of electrical system caused a fire. The sprinkler system was frozen and not in working order. A fire marshal had spoken to the owners about making repairs to the systems and they were never done."

House - Hamtramck, MI

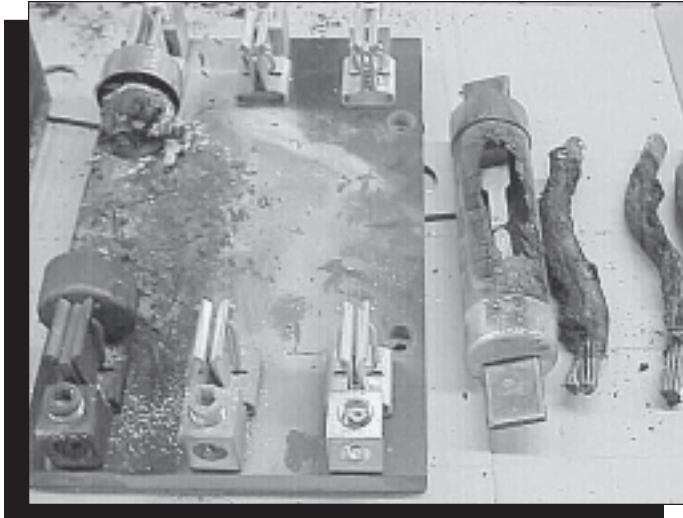
"An electrician at an electrical plant was burned in an explosion when he was trying to shut the power off in a plant electrical room when something in the room exploded. Sprinklers in the room extinguished the blaze. There were no other injuries."

Business - Atlanta, GA

Sources: Daily Record, Parsippany, NJ
IAEI News: Mar/Apr 2000
(International Association of Electrical Inspectors)

See Current Events on page 4

Electricity is Powerful Yet, Controllable



This is a digital image of an actual failure of a 480 volt fused disconnect panel.

Most electrical failures of this type tend to be very destructive (as can be seen), but most, if not all of them, can be avoided. The main or primary reason for failure of any electrical system is a simple lack of preventive maintenance or testing to locate imminent failures.

Preventive maintenance could have predicted and even prevented this failure. Yes, *Electricity is Powerful*. However, it is controllable through a properly administered and applied LONGO “Preventive Maintenance Plan”.

The operational impact could be anything from nothing to calamitous!!



This is a digital image of the very same fused disconnect rebuilt in our Wharton Center.

As can be seen in the image, one of our Electrical Technicians is measuring the contact resistance of the fuse block through the use of a Micro ohmmeter. This test is a final bench test for the failed fuse assembly and is utilized to ensure a low resistance reading before installation. However, prior to the failure, a low cost Thermographic Survey would have detected the extraordinary heat buildup on the *failed* board that eventually led to the catastrophic failure.

In addition to the Thermographic Survey, Megger and the Micro ohmmeter testing would have ensured this board against this type of failure. *Electricity is Powerful, yet it is Controllable.*

It does require expertise . . .and LONGO has it!

PROTECT YOUR BUSINESS FROM THE HEADLINES

FACT: 2/3's of all electrical fires can be prevented.

- It's NOT Expensive
- It's NOT Complicated
- IT MAKES GOOD BUSINESS SENSE!

We will show you how to guard against fires, power interruptions, improve safety and lower your overall operating costs.

Contact us to schedule a **FREE** technical survey of your site.



Commercial & Industrial Services

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Preventive & Predictive Maintenance Specialists & Engineers Since 1945

"Service Through Knowledge"®



NEW Please note our
Web Site & Email Addresses.
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Big changes coming!
...Log On!

ELECTRICITY

... utilitarian ... dangerous ... controllable!

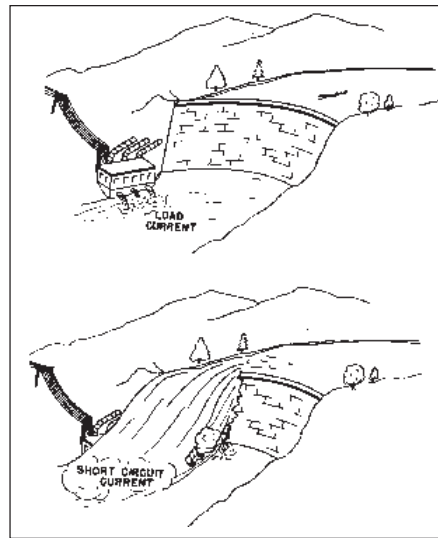
e•lec•tric•i•ty (i-lek-tris-i-tee) *n.* 1. a form of energy occurring in certain particles (electrons and protons) and hence in larger bodies, since they contain these. 2. a supply of electric current for lighting, heating, etc.

When one deals with common things like water and electricity, it becomes easy to forget their real power. Water is an absolute essential for life ... so is electricity (just about). Water behind dams represents tremendous potential energy and is readily convertible to electricity. This is a typical example of controlled conversion. As long as the dam is intact, there is no problem. However, if the dam should break (see sketch), the results are devastating.

Electricity has the same potential to do good ... or severe damage. Imagine with me a world without electricity ... and yet tremendous accomplishments occurred long before its invention and harnessing.

We cut our teeth on electric motors which convert electrical energy to mechanical energy. Over the past 55 years we have, thanks to our customers, expanded our services and sales to the entire electrical and mechanical systems. *We call it "line-to-load."*

Water, though necessary, can be most destructive—physical damage, drownings, etc. Electricity, too, is the same. Each device in the chain, from generation, transmission, distribution, and utilization, is there for a single purpose ... to protect itself and the downstream equipment and people.



*Normal load and short-circuit currents are analogous to the conditions shown in the hydroelectric plant.
(Source: Industrial Power Systems Handbook)*

Its power, being what it is, dictates that only trained professionals be allowed to service, maintain, and repair the various elements of a system. Licensing has done much to reduce people-related injuries and property damage.

We have a group dedicated to preventing unexpected failures and another to repair equipment if it has failed. There is little doubt that prevention far outweighs repairing by saving possible injury and equipment damage with its related downtime.

You can depend on LONGO, the industry leader, for all of your electrical and mechanical equipment service.

SPORTS QUIZ

1. Who is the only pitcher to win 200 games in both leagues?
2. What two players hit six home runs out of six hits in six consecutive games?
3. Who said, "I could nip frosting off a cake with my fastball?"
4. What Hall of Famer was thrown out trying to steal for the last out of a World Series?

ANSWERS:

1. Cy Young
2. Frank Hurst of the 1929 Phillies and Moises Alou of the 1993 Expos
3. Satchel Paige
4. Babe Ruth (1926)

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