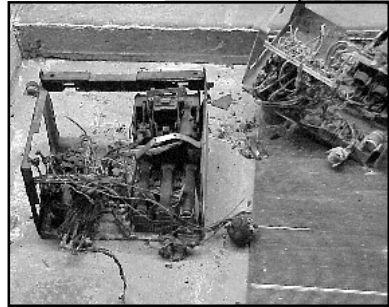
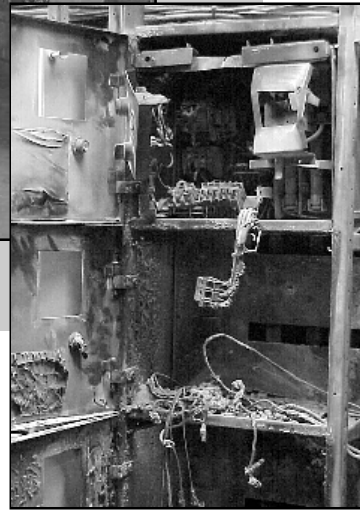
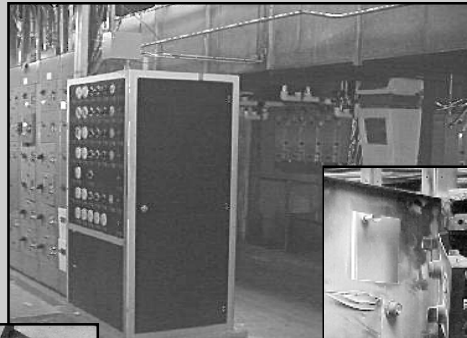


# Thermographic Imaging Infrared Survey

*"An ounce of prevention is worth a pound of cure"*

## Motor Control Centers



*Can you afford not to have an **INFRARED** scan of your equipment?*

<ul style="list-style-type: none"> <li>• Simple, low cost, system survey</li> <li>• No equipment shutdown necessary</li> <li>• Locates potential problem areas</li> </ul>	<ul style="list-style-type: none"> <li>• Check your entire electrical system: Substations, Switchgear, MCC panels, Lighting Panels, Main electric service, Distribution Panels, Starters, Bus Duct, Motors, Transformers, and more.</li> </ul>
<ul style="list-style-type: none"> <li>• Easy to read report provides individual Thermograms and digital photos along with a Summary of Findings.</li> </ul>	

With hot weather on the way, and system overloads more likely, **now** is the time to take the first step and identify problem areas before they result in costly, unscheduled equipment failures. Call for an Infrared Survey. 973-537-0400, Ext. 733, Trudy Giordano.

Certified Technicians:



ACADEMY OF INFRARED THERMOGRAPHY



## SPORTS QUIZ

1. Can you name the first American-born player to be selected No. 1 in the NHL Draft?
2. How many singles did Joe DiMaggio hit during his 56-game hitting streak in 1941?
3. Who was the first president to attend a major league baseball game while in office?
4. In a 1952 game against the Cardinals, Frank Baumholtz of the Cubs did something no other major-leaguer ever did. What did he do?

### ANSWERS

1. Brian Lawton, chosen by Minnesota in 1983.
2. DiMaggio hit 56 singles and scored 56 runs during his streak.
3. Benjamin Harrison, who attended a game between Cincinnati and Washington on June 6, 1892.
4. He batted against Stan Musial.

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Address Correction Requested

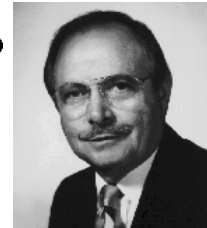
## ROUTING SLIP

Review and Pass on as indicated

TO \_\_\_\_\_  
TO \_\_\_\_\_  
TO \_\_\_\_\_

# THE LONGO LETTER

April 2001



## Customers ... our most valued allies!



*Training of **LONGO** and others is continuous  
...oh, how we learn from you, too!*

Having serviced so many fine customers since 1946, this my 55<sup>th</sup> year, it gives me pause to reflect on the many, many fine people it has been our privilege to work *with*. We are committed to working *with* you to resolve problems, which you are an integral part of . . . and know so much about yourselves. Together, many tough ones have been solved. In the process, it has been a joy to be a part of the solution and to grow as your needs grew.

This, with our culture of continuous reinvestment, has been catalytic in our growth and the assemblage of such a fine team of dedicated professionals. *Team is the name of our game!* The high ratio of engineers, field sales and customer service people is only possible because our number one goal is serving customers (you)! You, in turn, have been great in allowing us the opportunities to become an essential part of your team, recognizing that this combination would best serve your needs in keeping your respective facilities running.

Predictive maintenance is a cornerstone of that process, allowing us to work with your people in identifying imminent failures. Savings for you have been immeasurable. Vibration and electrical monitoring, infra-red scanning, and circuit breakers and related apparatus testing are some of those services presently provided.

To do all these things requires a

continuing dedication to excellence in staffing, equipment, and systems . . . *we have them!* While equipment is important, it is even more important to train our people. This goes on continuously in seminars conducted by our staff and others. Learning is a never-ending affair at Longo. **The world is changing and so must we!** The word *static* has no place here.

As for you, you have come to expect the unusual from us and we continue to provide it. **When the "chips are down," we have the facilities, the equipment, and the people to perform.** Many of you have seen it first hand. For those who may want the names of others who have, give us a call.

**We are your source!  
We are your resource!**

**unique**

**value-driven**



*line-to-load*

**people**



**service**

**modern**

*versatile*



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**capabilities**

**sleep-tested**

**customer-based**

**systems**



**engineering supported**



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