

SERVICE WORKS

To improve our testing capability, Longo recently purchased a **Megger Protective Relay Test System**. If you are not familiar with this equipment it is designed to perform routine testing of protective relays used in utilities, heavy industries, large business complexes, airports and harbors. It is a self contained unit, incorporating a "power box" and a Touch View Interface device. The device allows our technician to perform manual and semi-automatic testing quickly and easily, including 3 phase relays. The results are quite impressive when compared to the older manual testing methods.

The software within the system contains data on almost every relay out there and allows the technician to run through various tests in various formats. The tester also eliminates any human error due to transposing numbers, entry mistakes, etc. This improvement in accuracy, coupled with the speed of the unit in its analysis of the relays, is a huge improvement over old fashioned testing techniques.

The advantage to you, our customer, is two-fold. Surveys are done much faster, meaning less time on site disrupting your operation. Secondly, the data is more accurate and the results of the testing is available immediately. In-depth analysis and recommendations still take time because we do it the right way, but raw data acquisition time has been reduced.

If you know it is time to have your switchgear checked, or have nagging suspicions, give us a call at 973-537-0400 ext. 730

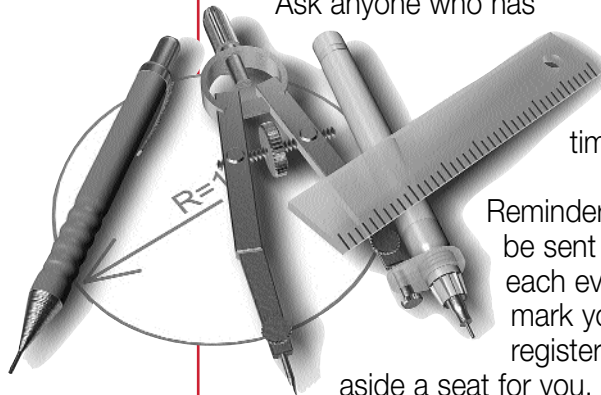


PROFESSIONAL **SEMINAR** SERIES

Our Professional Seminar Series will resume in 2005 with five very popular topics. Whether you are a 20 year pro or someone new to your area of responsibility, these programs will provide you with solid, day to day information.

Ask anyone who has

attended any of our 2004 seminars...it is time well spent.



Reminder/invitations will be sent out prior to each event so you can mark your calendar and register so we can set

aside a seat for you.

Motors & Drives March 9, 2005

An excellent overview of motors and their workings followed by a discussion of variable speed drives, their specifications and applications. Richard Kaltenhauser, Longo's VP Engineering will be joined by a representative from Cutler-Hammer

Pumps April 2005

An in depth presentation of pumps, pump dynamics and applications. A very interesting presentation by Art Evans, pump industry expert.

Switchgear May 2005

The more you learn about switchgear, the new and the retrofit, the better off you are. Power distribution needs and problems cut across all industries.

Vibration, Thermography and Ultrasound September 2005

This vibration session goes way beyond loose nuts and bolts. Extremely interesting presentation by industry expert William Marscher. Also, how to use heat and sound to track down unseen problems.

Fans & Submersible Pumps October 2005

Find out how to find problems, how use both of them more effectively and at a lower cost. Presentations by AeroVent and Robot Pump representatives with plenty of time for Q&A.