



E-J ELECTRIC INSTALLATION CO.

THREE GENERATIONS OF EXCELLENCE

Founded in 1899, E-J Electric Installation Co. is the oldest, privately held electrical contractor in the United States. Jacques Mann joined the firm in 1912 and later acquired it. Cutting edge electrical installation solutions and a responsive approach to market trends defined Mann's vision from the onset.

In its early years, E-J became known for its work in the theatrical and performing arts. The firm rapidly expanded during World War II, establishing offices at shipyards throughout the country, and emerging as the leading shipbuilding electrical contractor in the United States.

E-J's early focus on business strategy and innovative technical capabilities has shaped the company's 112-year path. Jacques' son J. Robert (Bob) Mann, Jr., P.E., joined the firm after graduating from Yale University in 1951, with honors in Electrical Engineering and a two year stint in the US Army Signal Corps.

Under Chairman and CEO Bob Mann's leadership, the firm has grown into one of the leading electrical contractors in the country with a stellar history of complex installations in multiple market sectors and emerging markets.

Over the past three decades, the company responded to the industry's varied needs and formed relevant new divisions and expanded business lines. In 2000, E-J Communication Systems was formed to promote practical solutions for advanced digital business communications. E-J Energy Services was formed in 2009 to provide renewable and alternative energy applications. E-J has also significantly expanded its work in transportation and healthcare.



J. ROBERT MANN, JR.
CHAIRMAN & CEO



ANTHONY E. MANN
PRESIDENT

NEW MARKETS, NEW OPPORTUNITIES, NEXT GENERATION

Anthony (Tony) E. Mann, Bob's son, joined the firm in 1986 and continues the tradition of three generations of hands-on leadership at E-J Electrical Installation. A graduate of Tufts University with a Bachelor of Science degree in Electrical Engineering and an MBA from the Kellogg Business School at Northwestern University, Tony serves as President of E-J Electric Installation Co. He is continuing the leadership legacy set by his father and grandfather with a new eye on converting market trends into profitable opportunities. Under his leadership, over \$1 billion in electrical construction projects have been completed.

"Our strength comes from our dedicated employees and technical abilities."

"Business has been good to us," admits Tony Mann, who at 48 is guiding the growth of his family-owned firm into new markets. "But we work very hard for our success."

More than hard work, Mann underscores the importance of strategy in his daily activities, which begin each morning at dawn as he heads into the Long Island City based firm of over 650 employees. "Our strength comes from our dedicated employees and technical abilities," explains Mann.

SHARP MARKET FOCUS: POWER, ENERGY, TRANSPORTATION

Power has become a primary focus for the firm over the past several years. Power generation, transmission, distribution and its accompanying facilities have been a specialty of E-J's for many years. High voltage installations, cogeneration, emergency and demand load generation projects and typically delivered through fast track and/or design build programs.

"Our reputation as a leading power generator contractor is driving our work in this market," says Mann. The firm has completed three 500 MW Power Plants: one for the New York Power Authority and two for Astoria Energy. E-J has also completed a Pratt & Whitney Twin Pack independent peaking facility at Bayswater for Florida Power & Light, a Cogeneration Project of Keyspan for Montefiore Hospital and an extensive Methane Recovery Plant in Staten Island. Most Recent projects include Con Edison Grasslands Substation, 7 World Trade Center Substation, 345 KV oil filled cable relocation project, NRG Gas Turbine Transformer replacement, Astoria 345 GIS Switchyard, among others.

In the energy arena, E-J has responded with the formation of a new division, E-J Energy Services, which is providing turnkey supply-side energy solutions and energy management services to reduce demand and to provide cost savings for the firm's clients. "We see the energy market as an

immediate need sector, especially in light of recent legislation and new incentive programs that will drive owners to replace current energy systems for more efficient ones."

E-J Energy Services is responding with both supply-side and demand-side services. Combined heat and power solutions, solar energy installations, commodity procurement, waste heat generator solutions and fuel cell applications are among E-J's capabilities on the supply-side. On the demand-side, control systems are key, explains Mann. E-J's capabilities include installation of automated demand control systems, intelligent demand response programs, high energy efficient lighting solutions and overall energy program development.

Transportation has become another important market for E-J. "We are completing all facets of transportation work from station modifications, signal work as well as work on the new tunnels for the MTA, including the Second Avenue Subway, East Side Access and the #7 Line," says Mann. In addition, the firm has grown a strong roadway division that is performing extensive street, highway lighting and traffic signal maintenance services throughout New York.

"Our portfolio is really expanding in the high growth transportation sector," explains Mann. The firm is working on the Fulton Street Transit Center, connectors at Two World Trade Center and the new Brooklyn Arena subway station.

EVERY PROJECT IS IMPORTANT, REGARDLESS OF SIZE

The E-J tradition has been built on serving clients successfully, regardless on the size of a project. "That approach has built our brand," says Mann. "We know that the \$10,000 client can quickly convert to a large assignment as a result of the relationship we have built and the service we provided."

E-J's capabilities include small projects and emergency response services. "We maintain 24/7 response teams; our vendor relationships are strong, and they will open a warehouse at night or on the weekends in the need arises," explains Mann.

Large scale electrical installation and maintenance are also part of the E-J project portfolio. E-J's stadium and arena work include Yankee Stadium, the US Tennis Center, Citifield and Barclays arena for the Brooklyn NETS.

The firm is credited with the largest installation

of a computerized airlines reservation system that connected 150 individual locations using 12,000 miles of communication circuits in 120 cities. According to Mann, "Our airport work is extensive and built on a strong and unique history." Expanding upon its expertise, E-J recently completed the electrical installation at the new JetBlue Terminal 5 project at JFK International Airport. The firm's airport credits read like a travel log, including the International Arrivals Terminal at JFK, American Airlines Concourse C, Delta Airlines, British Airways, Korean Air, Lufthansa and Air France.

HEALTHCARE / MISSION CRITICAL

Healthcare for many of New York's major hospitals, mission critical, and signature high rise assignments such as 11 Times Square, round out E-J's project portfolio which also includes retail and interior installations.

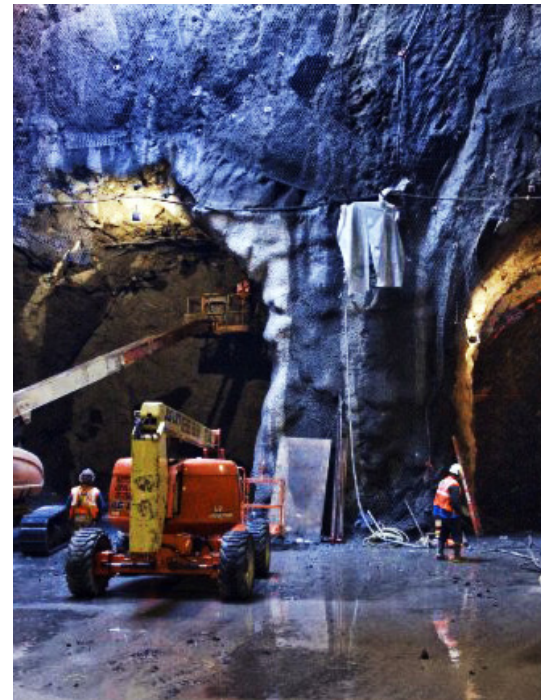
E-J is also unique in its proven record of accomplishments with extensive work as a 'completion contractor.' "We are often called in to complete large projects that others cannot complete," explains Mann. "We often work with the bonding companies to provide project management and engineering that is required to complete a project successfully."

TALENT, TRAINING AND A NEW FOCUS

Mann attributes the success of the company to E-J's talent. With over 650 employees in multiple locations across New York, Mann credits his Managers. They oversee Project Managers, Engineers and field force who are all key to the company's success. "Our assets go home every night," he says.

But attracting the right professionals is still a challenge in the construction industry, he admits. To facilitate professional growth, E-J has set up mentoring programs which assign junior professionals to senior ones. The firm also has a rigorous training and professional education program that includes team building activities as well as online training. "We spend a lot of time doing ongoing continuing education – even those that are trained in technology need to keep up," explains Mann. "Our corporate culture is focused on people, ethical values, personal and professional fulfillment."

Mann cites the focus at universities on electronics and now power as a challenge in recruiting the right talent today. "Our industry needs to make an educated shift to training 'power' in colleges and



SECOND AVENUE SUBWAY TUNNEL



ASTORIA ENERGY POWER PLANT

universities if we are to find the right people to meet market needs. Talent supply is simply not aligned to new demands," he notes.

Technology is another important focus. "Over the last several years, we have made a large investment in technology and that has been a key competitive differentiator, which has led to increased productivity," says Mann. The firm recently completed Yankee Stadium as a 3D BIM coordinated project. "Labor has also been receptive to new technologies," adds Mann. "They want to be the best." E-J is a member of the New York City Chapter of the National Electrical Contractors Association and is an IBEW contractor.

E-J MOVING FORWARD

The company's history has been grounded in engineering. "As engineers, we always plan, but we must always respond to change and adaptation," says Mann. E-J's family legacy has provided their senior team with resourceful tools for navigating the future growth of the firm. "The greatest lessons I have learned is to listen to and appreciate people," confirms Mann. "Growing and supporting our people will be key to our future and our success."



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