



Business Summary and Overview

Company Name: Espey Mfg. & Electronics Corp.

Points of Contact/Title: Wayne Potter – Business Development
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Business Classification: Small Business – SBA Office Code 0248

Service/Product: Power Supplies, Power Transformers, Electronic Assemble, Environmental Testing, Engineering Design and Development, Manufacturing, Build to Print

Tax ID Number: 14-1387171

D& B Number: 00-126-5396

CAGE Code: 20950 (classified code), 98675 (commercial code)

NAICS Code: 334416: Electronic Coil, Transformer, and other Inductor Mfg
334418: Printed Circuit Assy (Electronic Assy)
334419: Other Electronic Component Mfg
334511: Search, Detection, Navigation, Guidance, Aeronautical & Nautical System and Instrument Mfg
335311: Power, Distribution & Specialty Transformer Mfg
335999: All other misc Electrical Equipment and Component Mfg
541330: Engineering Services
541340: Drafting Services
335313: Switchgear & Switchboard Apparatus Mfg
335314: Relay & Industrial Control Mfg
334290: Other Communications Equipment Mfg

Address: 233 Ballston Ave., Saratoga Springs, NY 12866

Phone Number: 518-245-4302

Website: www.espev.com

Additional Information:

- Established in 1928, 59 years at the current facility.
- Worked on numerous FMS funded contracts.
- Exporting to: Canada, Israel, Italy, Japan, Saudi Arabia, Australia
- U.S. Government Security Clearance: Secret
- ITAR Compliant
- DDTC Registered
- Sarbanes-Oxley Compliant
- Approved Government Property System
- ISO Certified 9001:2008
- Quality Assurance Standards: ISO-9000 Series, MIL-Q-9858, IPC-J-STD-001 & IPC-A-610
- ESD Program: MIL-STD-1686, MIL Handbook 263 or ANSI/ESD S20.20
- Facility: 155,000 sq. ft.
- Employees: 180
- Annual Sales - \$27,265,000 – (3 yr. Avg.)
- 20th U.S. Congressional District

Company Overview:

Espey Mfg. is a Power Electronics Design and Original Equipment Manufacturing (OEM) company with a long history of developing and delivering highly reliable products for use in military and severe environment applications. All design, manufacturing, and testing is performed in our 155,000 sq. ft. facility. Espey is a registered small business that is ISO 9001:2008 and has been in business for 82 years and continues to be successful through the design and manufacture of new and improved products by using cutting edge and emerging technologies supported by 180 employees.

Espey is Vertically Integrated and our services include design and development to specification, design studies, environmental testing, build to print, metal fabrication, plating and painting services, and development of ATE's. Espeys primary products are power supplies, power converters, filters, power transformers, magnetic components, power distribution equipment, antennas and high power radar systems. The applications of these products include, shipboard power, shipboard radar, airborne power, ground-based radar, and ground mobile power, AC to DC converters and DC to AC inverters.

- **Skills that ESPEY MFG provides that are required in a RFQ.**

Espeys company skills include full engineering capability for electrical and mechanical design, all phases of manufacturing, electrical testing, environmental testing, and program / contract management, material management and quality assurance to support military contracts.

- **Required levels of capacity for a contract.**

Our current capacity is approximately at 60% based on our current number of employees, our facility is at about 50% of total capacity. Based on the type of programs that Prime Contractors are involved with, we feel that capacity would not be a constraint for potential new programs. Espey has a lot of room for growth both with employment base and throughput in our 155,000 sq. ft. facility.

- **Discriminators ESPEY MFG posses that would complement your company.**

We have the overall capability of a large prime contractor with the agility of small business. Espey is a mature company that is comfortable playing a supporting role to a prime contractor. Unlike many small businesses, Espey can fully support electrical and mechanical engineering independently or in a team effort with a prime contractor. Our total in house manufacturing, testing and environmental test capabilities can support both our own engineering designs as well as engineering designs that have been completed by customers. Because of our experience working with military contracts and prime contractors, Espey possesses a tremendous amount of added value.

- **ESPEY MFG competitive advantage.**

Top to bottom vertical engineering, manufacturing and program integration along with experience of meeting the high demands of working on high profile defense contracts.

- **ESPEY MFG possesses a solid past performance with prime contractors.**

Our company has solid past and present performance with General Dynamics, Lockheed Martin, Raytheon, DRS, BAE, ITT, Ultra Electronics, Honeywell, General Electric, Bath Iron Works, Electric Boat, Progeny, Bechtel, Defense Supply Center, Army, Navy, Navsea, Israeli MoD, numerous Israeli Defense Contractors, and Namsa.

Our past performance with our current and past customers meeting their requirements will support most if not all requirements of any defense contract.

- **Viable long-term strategic plan and financial strength to support a long-term partnership.**

Espey is financially sound and secure, showing a steady sales and profit growth for the past 11 years resulting in approximately \$11 million in cash, short term investments and is debt free. Espey is a publicly traded company; **esp** on the AMEX; our complete financials are available for review. We have the financial strength to support programs with the appropriate level of personnel as well as making capital investments for any additional or upgrade to equipment without the financial support of a prime contractor.

- **Why choose ESPEY MFG rather than another well-qualified supplier?**

We believe Espey's 80 plus years of experience in the power electronics and transformer business is a proper match to meet the requirements. Espey is currently and has previously supported high visibility and critical projects for numerous Prime Defense Contractors on a wide variety of DoD and International programs. *We understand the level of commitment that is required, and expected to participate on a supporting team.* Espey can offer extended services beyond the specific need to lessen the burden to a prime contractor.

- **Why does ESPEY MFG want to do business with you?**

Espey has been a strong sub-contractor to the companies listed above in the past performance section; supporting prime contractors is a logical choice and will fit in well with our current capabilities in both engineering and manufacturing. We are a growing company that can positively share in the synergy created by both companies.

Current Programs and Applications:

SEA:

Zumwalt Class (DDG-1000) - Aircraft Support Power Supplies, Battery Charger Systems.
Littoral Combat Ships (LCS 1) - 3-Phase Power Distribution Transformers.
Virginia, Seawolf, Ohio Class Submarines - Low Noise 'Quiet Transformers'.
AN/AQS-22 ALFS – Airborne Low Frequency Sonar used with MH-60H.
Oliver Hazard Perry Class (FFG-7) - MK-92 Fire Control Radar Systems.
Arleigh Burke Class (DDG-51) – Power Supplies and Filters

LAND:

M-777 LW155 Howitzer - Power Supply, Communications System and Digital Control.
TPS-79 3-D MMSR - Multi-Voltage Power Supply.
BMDS – (AN/TPY-2 THADD)(SBX)(GBR Midcourse) - Liquid Cooled & Dry Type Transformers.
AN/GRC-245 HCLOS – Tactical and Ground Based Communication Antenna's.
NATO Early Warning Radar (RAT 31DL) - Full Transmitter Rack System.
LANTIRN ER – Targeting Pod Test and Support Equipment.

AIR:

J-LENS – High Voltage, High Altitude, Corona Free Transformers.
Apache AH-64 – Vision / Target Acquisition Systems.
F-16 & F-18 - Electronic Warfare and Vision / Target Acquisition Systems.
Stinger Missile - Miniature High Voltage Power Supply for Missile Guidance.
E2D Advanced Hawkeye (AN/APY-9) – High Voltage and Processor Power Supplies.
E2C Hawkeye (AN/APS-145) – High Voltage Radar Power Supplies and Transformers.
C-130 Hercules – Magnetic Components and Power Supplies.