



THE FIRST 100 YEARS

Our 100th Year

A CENTURY OF SUCCESS 1907-2007

A hundred years ago the entrepreneurial spirit of our founder created an organization that would establish a reputation for manufacturing quality. From humble beginnings, today Wm. Steinen Mfg. Co. is a global organization and a leading provider of high quality products in specialty markets. Steinen has embraced a philosophy that emphasizes growing its business, enhancing its product offerings and expanding its customer base.

This Centennial Brochure celebrates the history and accomplishments of our company. Looking back at the last one hundred years (with the assistance of words and pictures published in our 50th and 75th anniversary booklets!) also reminds us of the opportunities of the next one hundred years if we preserve the values of the past, adapt to the present and anticipate future market demands.



A Message from Our President



Founder
Wm. Steinen



Chairman of the Board
Wm. F. Steinen



Current President
Wm. F. Steinen Jr.

The success of Wm. Steinen Mfg. Co. reflects largely on the contributions of many – our customers, suppliers, employees and shareholders. We would like to thank all of you for your support, trust in our products and dedication to our goals.

This anniversary is also a time to recognize and celebrate the contributions of my father, William F. Steinen. The son of our founder, he shaped our company's development for more than fifty years. Our growth into a broadly diversified global organization is due to his vision, and personal sense of responsibility for the company and its employees. We continue today to benefit from his leadership.

Thank you for sharing our history and our 100th Anniversary Celebration!

Respectfully yours,

William F. Steinen, Jr.



1907

THE EARLY YEARS

Our founder, William von den Steinen, was born in Solingen, Germany in 1887. He immigrated to the United States in 1892 and settled with his family in Newark, New Jersey. In 1918 he legally changed his surname to Steinen.

In 1901 at age 15 Mr. Steinen got a job as a "tool runner" in a local New Jersey tool and die facility at which time he conceived the idea that perhaps the other workers would enjoy a pretzel at mid-morning (it was long before days of the coffee break.) His first purchase was 6 pretzels for 5¢ and he sold them for 1¢ each. He soon increased his purchases to 48 pretzels and his profit increased to 48¢ per week, bringing his weekly pay from \$1.50 to \$1.98 for a 59 hour work week. Such was the beginning of experiences which later were to provide the foundation on which a growing business was conceived.





Longworth St. Original Location
(1907 - 1910)



Scott Street
(1910 - 1919)

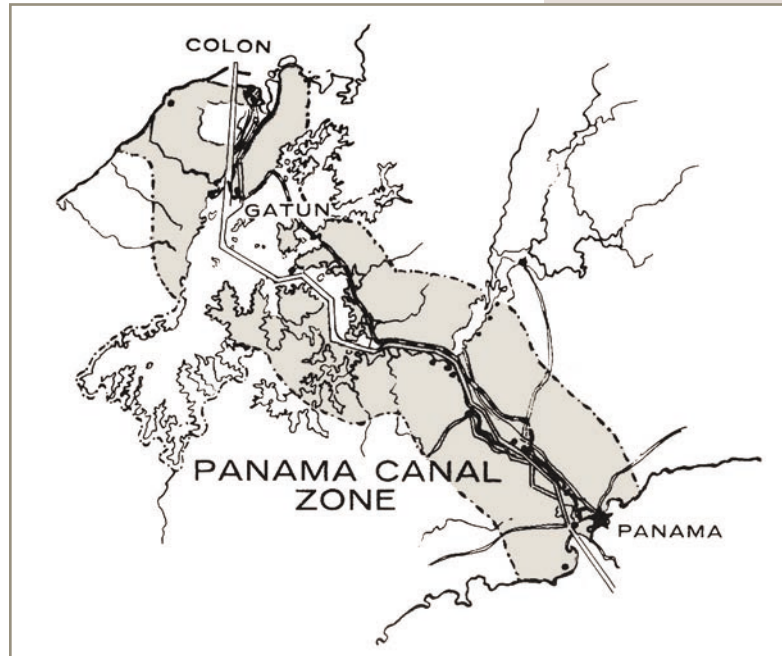


Washington Street
(1920 - 1931)

With limited capital and unlimited determination on April 20, 1907, the date of his 21st birthday, William Steinen opened a small tool and die shop in Newark, New Jersey, which became known as Wm. Steinen Mfg. Co.. Newark led the nation in the diversity of its products and industries. It also provided a rich field of work for hundreds of crafts, and the chances for success in establishing and nurturing the growth of a new enterprise were greater in this area than in many other rapidly growing sections of the nation. After having stored in his memory the fascinating details of tool and die making, and with his knowledge of other phases of manufacturing, Mr. Steinen considered the time propitious for starting out on his own. Eventual developments proved he was correct in this assumption.



This was the period during which the Panama Canal was under construction, when Teddy Roosevelt was in the White House, the population of the United States was approaching 76,000,000 and we welcomed Oklahoma as the 46th state in the United States. It was truly a period when the nation was expanding and opportunities for personal growth and business development were unlimited.





Pennington Street
(1932 – 1938)



Bruen Street
(1938)

Mr. Steinen's new tool and die business became a success, and within three years additional space was needed. A larger tool and die concern was acquired to gain a firmer footing in the Newark industrial picture. The demand for tools and dies progressively increased.

A number of years later, prior to World War I, plans were made to expand operations again with an emphasis on sub-contracted screw machine production. This increased to a peak of feverish activity during the period of World War I.

As a consequence, in 1932 a move was made to even larger quarters. More emphasis was placed on screw machine products, and later a metal stampings division was added, as there was a growing need for such products in the expanding industrial sector.

In 1938, a larger plant was acquired. Along with the growth and expansion of the manufacturing facilities, there was a parallel expansion of personnel in the executive and engineering divisions of the company.



Army-Navy "E"

With the beginning of World War II Wm. Steinen Mfg. Co. participated in the production of vitally needed equipment and supplies for our armed forces. The first prime contract was for the manufacture of Trace Igniters, which was followed by many other contracts for the U.S. Army, Air Force, and Signal Corps.

All of this activity required additional work areas and necessitated the construction of an additional 20,000 square feet of space. This space provided room for expansion of current and anticipated prime contracts. As a result of its efforts, the company was awarded the much coveted Army-Navy "E".



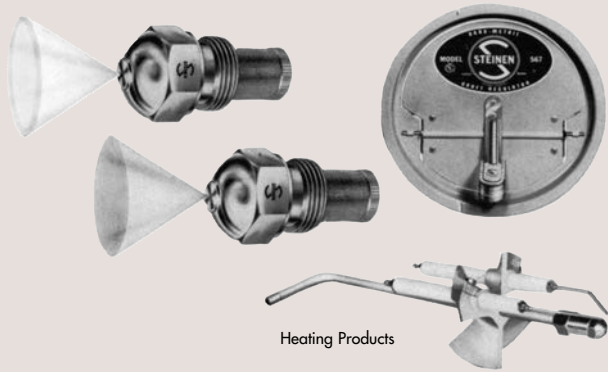
Expansion of
1938 Plant



Products
Division Plant



1946

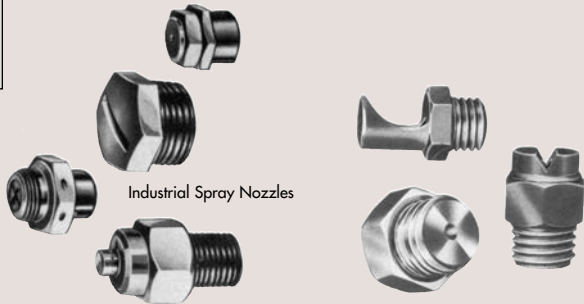


Heating Products



STEINEN 100th Year Anniversary

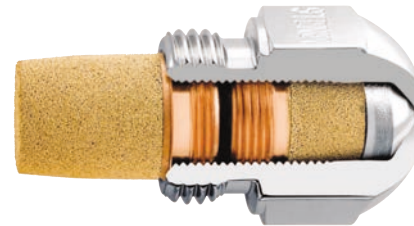
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Industrial Spray Nozzles

Greenhouse Nozzles

Shortly after the end of World War II, William F. Steinen rejoined the company and became President, while William Steinen became Chairman of the Board. The Company at this time embarked on a long-range program of expansion and diversification. In 1946 the Company decided to expand into new, proprietary products and entered the fluid dispersal field with the introduction of the Steinen oil burner nozzle. The company developed a unique manufacturing process, Dyna-Coin[®], which provides a high quality finish for consistent and accurate fuel delivery. Today Steinen is one of the leading world-wide manufacturers of stainless steel oil burner nozzles with customers and distributors in every corner of the world.



1949

1949 saw the expansion of the Company's proprietary line of heating products with the addition of the Steinen draft controls for domestic as well as commercial and industrial heating units.

Additionally, the Company increased its research and engineering facilities to provide for the expansion of its effort in the fluid dispersal field. This concentrated effort resulted in the Company entering the industrial and agricultural markets with a line of specialty spray nozzles for all types of manufacturing and processing applications.





One of the basic principles in the Steinen business creed is to be of utmost service in designing and manufacturing for its customers. It is a fundamental policy that has contributed to our success and growth. If history teaches us anything, it teaches us that in any generation we should never think that we have reached the ultimate horizon of achievement. The horizon recedes continually as we advance toward it. Subsequent history of the Wm. Steinen Mfg. Co. is proof of this adage.



The Modern Era

Management recognized that the fluid dispersal field offered tremendous growth opportunities. As a result of expanding product lines and worldwide sales activities the company doubled the size of its facilities and relocated from Newark, New Jersey to Parsippany, New Jersey in 1964. This modern plant houses general sales and administrative departments as well as engineering, research and manufacturing operations devoted to the development and manufacture of fluid dispersal products and allied accessories for the heating and industrial markets.

While Steinen was enjoying commercial success in the fluid dispersal field, beginning in 1970 management implemented a strategy of building future value for its shareholders and employees through acquisitions, mergers and product line expansions. The new acquisitions extended our company's technological capabilities and geographic reach. What evolved was "The Steinen Group of Companies" that was comprised of separate operating divisions in diverse specialty niche markets.



Product Divisions



WM. STEINEN MFG. CO.

Parsippany, New Jersey

Heating and Industrial Products Divisions

Since its entry, over 60 years ago, into the oil burner nozzle field, Steinen is one of the leading worldwide manufacturers of stainless steel oil burner and industrial spray nozzles.

Key Customers: Well known and respected heating equipment manufacturers and distributors throughout the world.

Industrial spray nozzles for air and gas washing, gas cooling, fire protection, dust control, high pressure washing, humidification, food processing, semiconductor and printed circuit board, chemical milling and processing, and pollution control scrubbers.



Bar-Work

BAR-WORK MANUFACTURING CO. INC.

Waterbury, Connecticut

Bar-Work specializes in machining brass and steel components to high precision and quality with "Just in Time" delivery.

Key Customers: Steinen Manufacturing and OEM customers in the United States that require high quality and short lead times for their precision machined components.



W.L. Hamilton & Company

W.L. HAMILTON & CO.

Bangor, Michigan

Acquired in 1967, Hamilton produced a complete line of spraying guns, nozzles and valves for the agricultural market. While providing market expansion, Hamilton was sold in 1990 to focus the growth of Steinen on the primary oil burner nozzle product line.



1967-1990



McIntire Company

McIntire Company

Bristol, Connecticut

Acquired in 1971, McIntire Company is a manufacturer and supplier of telecommunications cable pressurization equipment. With the growth in markets served by McIntire and new product offerings, in 1999 the company relocated from Thomaston, Connecticut to a new 50,000 square foot facility in Bristol, Connecticut.

In 2005 with the acquisition of Arrow Dryer, we have created the "Air Treatment Products Group" which consists of:

- McIntire and ADK – Cable pressurization systems for the telecommunications industry.
- Arrow Dryer Products – Refrigeration and regenerating dryer systems for industrial applications.
- Western Progress – Portable heaters, blowers and work area safety equipment.

• Locations: Headquarters - Bristol, CT

East Coast Service Center – Somerset, NJ

West Coast Service Center – Rancho Cucamonga, CA

Key Customers: Telephone companies throughout the US (McIntire/ADK) and industrial users of compressed air (Arrow).



1971-1999



1999 to Present



Steinen of Carolina

STEINEN OF CAROLINA, INC.

Kinston, North Carolina

In 1975 as a further expansion of the Steinen Heating Products Division, Walker Manufacturing Company was acquired and renamed Steinen of Carolina. This company manufactured draft control equipment and air zone control valves for residential and commercial markets. When a larger competitor, Fields Controls, expressed interest in this Division a sale of the property and product lines was completed.



1975-1983

It is also important to note we have divested cyclical, capital intensive businesses and replaced those revenues with business from global growth markets that demonstrated stronger revenue and earnings growth throughout the economic cycle.



Steinen GmbH

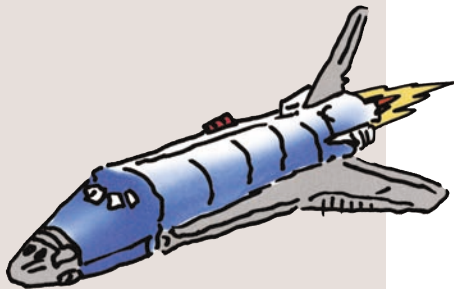
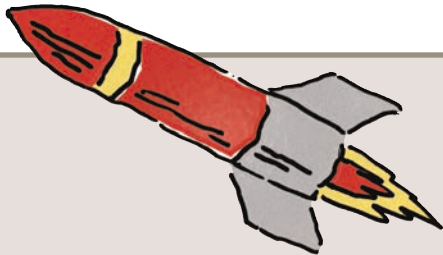
STEINEN GmbH

Düsseldorf, Germany

In January 1999 the company acquired all interests in Heinrich Hoffmann GmbH, located in Düsseldorf, Germany. Prior to this acquisition, Hoffmann acted as the company's sole and exclusive distributor in Germany since 1959. The firm has been renamed Steinen GmbH.

Key Customers: Heating equipment manufacturers and distributors in Europe.





2082
2057
2032
2007
1982
1957
1932
1907

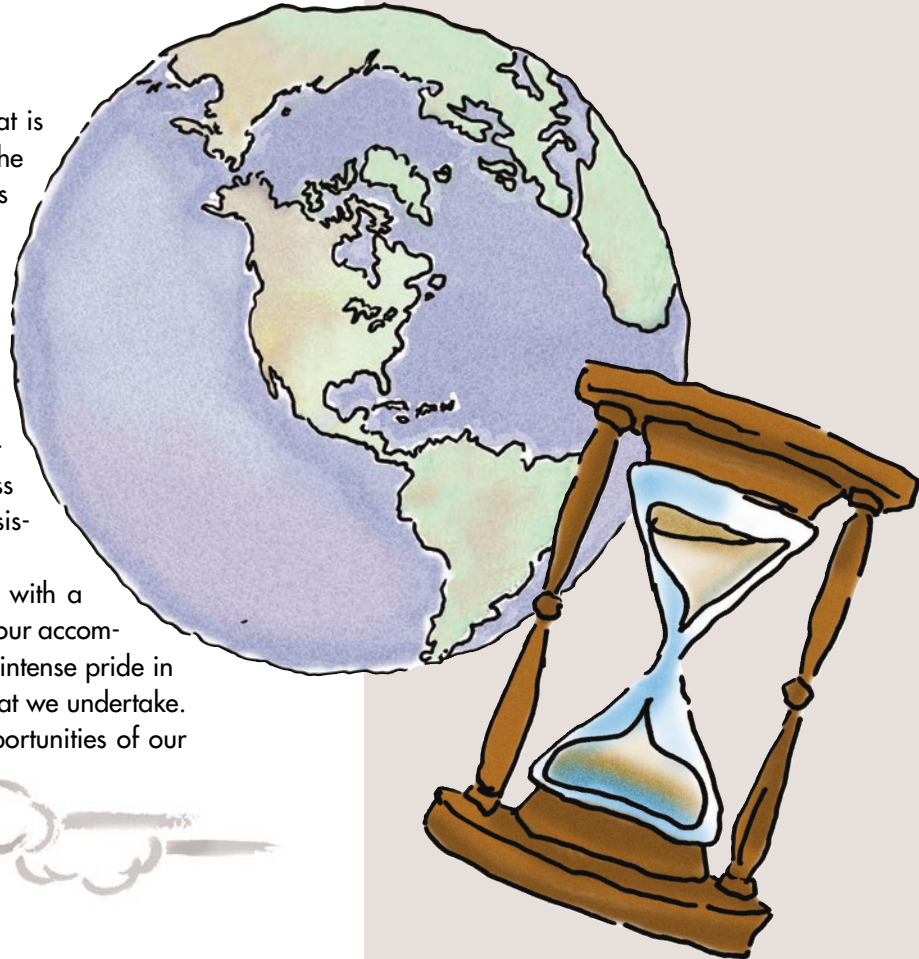


IN THE FUTURE!

Steinen today is a multi-business enterprise that is expanding around the world. Our foundation is the Wm. Steinen Mfg. Co. with a history of 100 years of market leadership and superior customer focus. In recognition of a stronger and more diverse corporation we continue our transformation. In January, 2007 "The Steinen Group" has been restructured and renamed "Steinen Holdings, Inc." While our founder may not recognize today's organization, he would certainly understand that our long-term strategy and our diversified business portfolio will yield substantial opportunities for consistent growth as we continue to move forward.

We are proud to be part of an organization with a demonstrated legacy of progress. We are proud of our accomplishments, our products and our people. We take intense pride in all that we do, and we strive for excellence in all that we undertake.

We are ready to face the challenges and opportunities of our next 100 years!





STEINEN 100th Year Anniversary

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