



Q2 2022 ISSUE

VECTOR SECTOR

IN THIS ISSUE



LEADERSHIP CORNER



A SUCCESS STORY AND MID-YEAR SALES MEETINGS



SAFETY REMINDER



EMPLOYEE SPOTLIGHT AND NEW HIRES



BABIES, BIRTHDAYS AND SAVE THE DATE

Leadership Corner

From Jared Boudreaux

President

Vector Nation. What a year it has been so far. Thank you for all of your efforts, we are on a record pace again this year and Q2 was no exception. After a record setting First Quarter of this year, we finished our Second Quarter in record fashion and, therefore, have had the best 6 months we have had as a company. The other interesting point is that usually, the Second Half of the year is our better half... so this is setting us up nicely for a great second half finish to 2022. After hanging on through 2020, the strategies we set forth then are being implemented, the results are now showing that we are 100% taking market share as we are growing faster than the market.

Continued on next page



Q2 2022 ISSUE

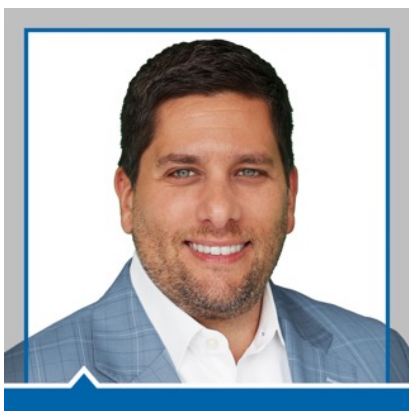
VECTOR SECTOR



Leadership Corner

From Jared Boudreaux

President



We are growing as a company as we have added over 25 additional Vectorites so far this year with a planned 19 more before year-end.

Our Diversification into other areas outside of O&G and Chemical is beginning to take shape. We are focusing more on new “emerging markets” such as Clean-Tec (Hydrogen Investments), Renewables (Biodiesel and Methane Capture), Automotive (yes...in TX...we now have Tesla projects),

Semiconductor (major expansions in TX Instruments and Samsung), and the Space Industry... yes, we supply Fire and Gas Detection for the SpaceX program...very cool! We have come far beyond being just an Upstream and Petrochem supplier and our Solution Project Pursuit team is ensuring our customers know we don't just sell widgets anymore.

Be proud that you work with a company that is evolving as the market changes without losing who we are and how we got here. Are there head winds? Are we all seeing supply chain and inflation issues? Do we see challenges ahead? Yes, is the answer, but what we know is that we have faced many challenges before, and we have always come out better than we started. This too will be one of those times. We have the momentum others don't have...take advantage now! YOU are the differentiator!

Many exciting things happening at Vector right now...thank you to every team member for your contribution to our collective success.

Let's Roll!



Q2 2022 ISSUE

VECTOR SECTOR



A Success Story!



From Bruce Philpy

Water/Wastewater Division Manager



The City of Mansfield has been using many different brands of instruments like Rosemount DP transmitters for orifice flows, Siemens mag meters, and McCrometer insertion mag meters for flow. The plant manager and plant engineer were contracting another company for calibration services for their flow metering equipment. With the plant being out of volume balance, the plant manager and plant engineer became suspicious of the annual flow meter calibrations done by another company.



Ben Tucker was invited to present Vector's calibration services for the flow meters. Once the presentation was completed, Vector was awarded the purchase order to perform the calibration service. After testing a couple of DP flow meters, Ben reported to the customer that he had uncovered some considerable errors in the calibrations and would properly calibrate this equipment to ISO standards. The customer was impressed and pleased with this improvement and asked Ben to continue with testing of the mag meters.

Ben found that several of the mag meters were not properly installed and recommended the W400 Zero DIN meter be used. The customer asked for more details at which point Ben brought in James Keller to discuss the E+H W400 Zero DIN Meter.

Continued on next page



Q2 2022 ISSUE

VECTOR SECTOR



A Success Story! Continued



From Bruce Philpy

Water/Wastewater Division Manager



The customer liked what they heard about this new product and installed one for testing. The W400 mag meter results exceeded expectations so the customer awarded James additional mag meter business.

Seeing how well the mag meters worked, the customer asked James about helping solve their level measurement problems. James showed to them the ease of using the FMR20 which was so exciting to them that they had to get one in service as fast as possible. Again, the equipment exceeded their expectations so they ordered more FMR20s.

Having helped solve two major problems, the customer then asked James to help them with their leaking valve problems. James demoed to them the AV-Tek double offset butterfly valves which solved the leaking valve problem. Once again, they were impressed with this valve and installed one for testing. As promised, this valve solved the problem so they ordered more valves.

With the plant now favoring the solutions provided by James and Vector Controls, the plant engineer has James Keller on the top of his list for first calls.

The plant engineer likes James and Vector Controls so much when it came time to paint the pipes blue (color used to identify the potable water lines), the spec calls the color “Vector Blue”.

Hats off to **Ben Tucker** and **James Keller** for taking an account from being virtually no business to being the First Call supplier!





Q2 2022 ISSUE

VECTOR SECTOR



Mid-Year Sales Meetings

Vector CAG Mid-year Team Strategy meetings and Team Building events were a success. Our teams came together, we educated ourselves, strategized and are now ready to ride the Vector Wave.



South Team



Continued on next page



Q2 2022 ISSUE

VECTOR SECTOR



Mid-Year Sales Meetings, Continued



North Team



Continued on next page



Q2 2022 ISSUE

VECTOR SECTOR



Mid-Year Sales Meetings, Continued



W/WW Team



Continued on next page



Q2 2022 ISSUE

VECTOR SECTOR



Mid-Year Sales Meetings, Continued



Inside Sales Team





Q2 2022 ISSUE

VECTOR SECTOR



Safety Reminder

From Patricia Clarady

Safety Coordinator



Please remember to report all near-misses, injuries, and accidents to your immediate supervisor, safety department and HR. Reporting these helps Vector in the process of capturing, recording, and managing incidents such as injury, property damage, or security incident. If you don't report incidents that happen, the same type of incident might happen again unnecessarily because we might have addressed the underlying causes for it. No matter how small an incident is, everything should be reported. Addressing the small stuff can prevent the big stuff from happening!



**100% COMPLIANT
IN SAFETY TRAINING**

**100% PARTICIPATION
IN HS&E PROGRAM**

**100% VECTOR SUB-CONTRACTOR
ENGAGEMENT IN HS&E PROGRAM**

VECTORSM





Q2 2022 ISSUE

VECTOR SECTOR



Employee Spotlight

From Jeff Hershberger

Area Sales Manager - North



Please join me in congratulating **Kevin Anderson** on his promotion to **District Sales Manager – North Division**. Kevin joined Vector Controls in 2019 as an analytical account manager selling primarily into the West Texas Market bringing 20+ years of sales experience. In his new role, he'll be responsible for leading a team of five of our account managers (Dirk, Zach, Greg, Michael, and Neal) to help grow our account base and support throughout the territory. He'll also maintain responsibility for approximately ten of his own top accounts. Kevin has the heart of a teacher, a passion for mentoring, and a disciplined approach to the sales game. We're confident he'll help lead his team and our organization to new heights.



Annual Benefits Open Enrollment is Now Open!

From John Blake

Chief Human Resources Officer

As announced last week, **this is your ONLY time each year to make changes** to your benefits plan(s) (outside of experiencing a qualifying life event, such as marriage, divorce, having a baby, losing other coverage, etc.). **Open enrollment ends on 9/1**. The new medical rates were sent out with the meeting invitations that began the week of August 8, and with the notice last week. **Most importantly, you do NOT need to go in and enroll if you're happy with everything you have** (this is a passive enrollment, meaning whatever you already have will carry over at the new rates). Should you have any questions or concerns, John Blake is hosting four benefits webinars and is available as a resource. Questions employees have regarding open enrollment can also be answered by our **Contact Center at 866-715-3552**, Monday through Friday 7:00am to 7:00pm Central Time or via email at contact_center@insperity.com.



Q2 2022 ISSUE

VECTOR SECTOR



New Hires

WELCOME TO THE TEAM



Christian Quintana
Field Service Technician



Justin Staggers
*Process Reliability
Service Technician*



Steve Hoffmann
Account Manager



Howard Greer
*Business Development
Manager - Automation*



Johnny Kabella
*Business Development
Manager - Tank Gauging*



Osman Ramirez
*Inside Sales
Specialist Intern*



Kain Aguirre
*Inside Sales
Specialist Intern*



Gillian Beebe
Marketing Intern



Jeremy Mueller
*Account Manager -
Texas City/Houston*



Jerry Ray
*W/WW Account Manager -
Tulsa, Oklahoma*



Q2 2022 ISSUE

VECTOR SECTOR



Welcome Vector CAG Babies!

Luca

Hello Vector Nation Family,
We are thrilled to announce that Jairo & Ashley Garcia have given birth to a healthy baby boy, **Luca Ramon Garcia** on **May 14, 2022**. Mommy and baby are doing great! He is 6 lb. 14 oz. and 20 in. long! Please join us in welcoming baby Luca!



Millie

The Vector Family has a new member!
We are thrilled to announce that Clarke and Katy have given birth to a healthy baby girl, **Millie Jane Jones** on **June 7, 2022**. Mommy and baby are doing great! She is 9 lb. 2 oz. and 21 in. long! Please join us in welcoming baby Millie!





Q2 2022 ISSUE

VECTOR SECTOR



Happy Birthday!

APRIL

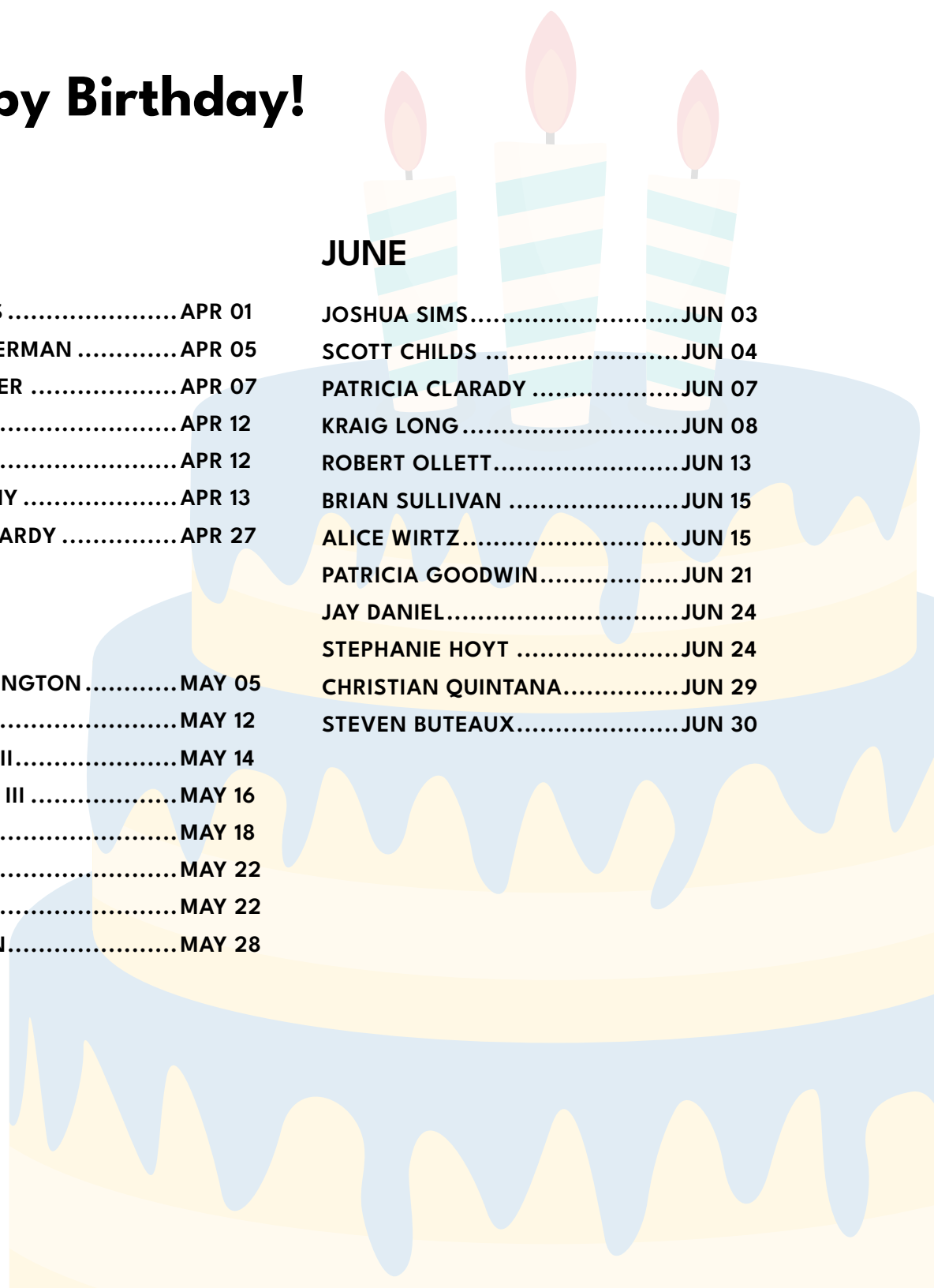
JOEL HENDRICKS APR 01
GARRETT LEATHERMAN APR 05
BENJAMIN TUCKER APR 07
JAIRO GARCIA..... APR 12
JUAN RANGEL APR 12
GARRETT MURPHY APR 13
AMANDA GAIL HARDY APR 27

MAY

MATTHEW GARLINGTON MAY 05
KEATON CHISM MAY 12
ELTON RICHARD II..... MAY 14
DAVID ESKRIDGE III MAY 16
WASEEM RICHE MAY 18
VICTOR FRAGA..... MAY 22
TRAVIS STEELY MAY 22
STEVEN ALLCHIN..... MAY 28

JUNE

JOSHUA SIMS..... JUN 03
SCOTT CHILDS JUN 04
PATRICIA CLARADY JUN 07
KRAIG LONG JUN 08
ROBERT OLLETT..... JUN 13
BRIAN SULLIVAN JUN 15
ALICE WIRTZ..... JUN 15
PATRICIA GOODWIN..... JUN 21
JAY DANIEL..... JUN 24
STEPHANIE HOYT JUN 24
CHRISTIAN QUINTANA..... JUN 29
STEVEN BUTEAUX..... JUN 30





Q2 2022 ISSUE

VECTOR SECTOR



Save The Date
October 6, 2022



YOU'RE INVITED!

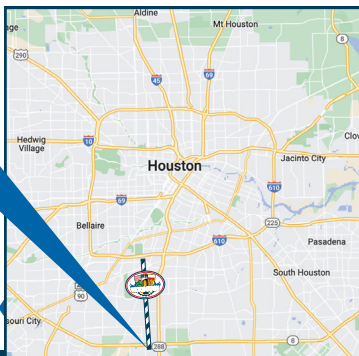
THURSDAY 10.6.22
5:30-8:30PM

COME NETWORK WITH US!

***30+ MANUFACTURING PARTNERS
EXHIBITING NEW TECHNOLOGIES***

***ENJOY FOOD,
HOSPITALITY GARDENS,
MUSIC, PRIZES AND MORE!***

Vector CAG Headquarters
14517 Kirby Drive
Pearland, TX 77047



VECTORSM



BEST LEDERHOSEN AND FRAULEIN COSTUME CONTEST