

# CRANE: Providing highly engineered valve solutions on a local level worldwide



Oil and Gas, Power



Chemical, Pharmaceutical

Whatever the application or project requiring valves for flow control of media that may be demanding, toxic, corrosive, liquid, gas, or slurries, Crane is there to help. From the largest to the simplest, from a single valve to a complex project requiring engineering to get it just right, Crane has the resources and dedicated staff to provide solutions to meet your daily needs and make your projects and MRO initiatives work. "We have people on all continents. We have established our global network (manufacturing and service centers) in geographic regions that can benefit from Crane's products and services, and, just

as importantly, we have local experts who work with customers to provide valve solutions appropriate to their needs. Crane's products comply with international standards, and the company will continue to build/design or acquire products to meet evolving customer needs," said Juergen Sonderschaefer, VP Sales at CRANE ChemPharma Flow Solutions.

## A Company with Global Reach – delivering solutions geared to unique local needs

With more than 50 dedicated sites around the world, Crane's ability to provide global service is rarely matched in the industry.

Owing to Crane products' compliance with international standards, its solutions can be deployed anywhere. Yet its service is customized through local support centers throughout all major world regions. "Crane has built its capacity to serve customers around the world by maintaining a global mind-set and outlook, complemented by doing business in a way that caters to the expectations of the local customer. Crane invests in the communities in which it serves its customers, and supports local culture and its values," said Mr Sonderschaefer. Crane continues to expand its service delivery capacity for all developing and

emerging markets, matching those regions' growing demand. Our continued growth in China and India is a reflection of our success.

## Application Expertise

Crane has remained committed to application expertise since its early days. One such example was demonstrated in the early 1940s by its introduction of the Crane Technical Handbook TP410 – long since and still today recognized as the leading guide to principles aiding in the design of fluid-handling systems. This guide has recently been updated and the company has developed a companion

website ([www.TP410.com](http://www.TP410.com)) that offers real-time online calculation capabilities to solve necessary fluid handling equations. By developing specialized expertise over many years, Crane is better positioned to understand the unique needs of each of its focus industries, and devise more effective application solutions. Crane ChemPharma has done this for the chemical, biotechnology, and pharmaceutical industries. Crane Energy built-up its knowledge base within the oil & gas and power generation industries. Both groups share their know-how with each other to derive further synergy (such as offering products like Krombach valves across many industries), but the specialized and comprehensive understanding and technical application expertise that each group possesses enables them to deliver better and faster application solutions for customers in their target industries.

## Focus on the Customer - A one stop solution

Crane's competitive advantage not only depends on providing products and services to its customers, but on finding comprehensive solutions for customers. Crane's full portfolio of valve solutions allows it to deliver the most optimal solutions for its customers' applications, and its comprehensive range of products allows Crane to offer multiple solutions tailored to specific application and customer needs. Crane's success is measured and earned by making its customers successful. Crane prides itself on being able to serve its customers on both a local and a worldwide level. As an integrated fluid handling solutions provider Crane is well equipped to deal with complex global projects and all requirements of those projects. With its extensive network of global locations the company is able to use its global project management processes to coordinate and link all activities from feasibility through design, procurement, start-up, and final documentation. Wherever the location of those activities might be, Crane's processes link all teams throughout the world to present its customers with a single face (and interface) – that of Crane.

## Brands you know and trust.

Since its foundation in 1855, Crane has been focused on developing and adding

## QUICK FACTS

- Tradition of quality since 1855
- Listed on the New York Stock Exchange (Since 1936)
- 10,000 employees, across 25 countries
- Integrity, performance with trust and respect
- CRANE makes acquisitions that strategically strengthen its future



## RECENT ACQUISITION:

Krombach® in Kreuztal, Germany, is the latest addition to the growing family of products in the Crane Flow Solutions portfolio. Krombach offers a unique combination of custom solutions such as large diameter triple offset valves, metal and soft seated ball valves, steam extraction check valves, bottom flush valves, tank wagon systems, and specialty strainers and sight glasses.



## About CRANE

Crane Co. is a diversified global manufacturer of engineered industrial products traded on the New York Stock Exchange (NYSE: CR). Two of its businesses, Crane ChemPharma Flow Solutions and Crane Energy Flow Solutions, are providing highly engineered products for fluid handling applications worldwide.

CRANE ChemPharma Flow Solutions™ designs and manufactures a variety of high performance products including: sleeved plug valves, lined valves, high performance butterfly valves, aseptic and industrial diaphragm valves, actuation, lined pipe, fittings and hoses, and air operated diaphragm and peristaltic pumps. Its trusted brands include: DEPA®, ELRO®, ROMBACH®, PSI®, RESISTOFLEX®, RESISTOPURE®, REVO®, SAUNDERS® and XOMOX®. Crane Energy Flow Solutions® manufactures and sells highly engineered valves focused on the Energy sector including Power Generation, Petroleum Refining, Oil & Gas Production & Transport, and Commercial Construction. Its trusted brands include: ALOYCO®, CENTER LINE®, CRANE®, DUO-CHEK®, FLOWSEAL®, JENKINS®, KROMBACH®, NOZ-CHEK®, PACIFICVALVES®, STOCKHAM®, TRIANGLE® and CRANE Nuclear.

For additional information please visit our websites: [www.craneflowsolutions.com](http://www.craneflowsolutions.com)  
[www.craneco.com](http://www.craneco.com)

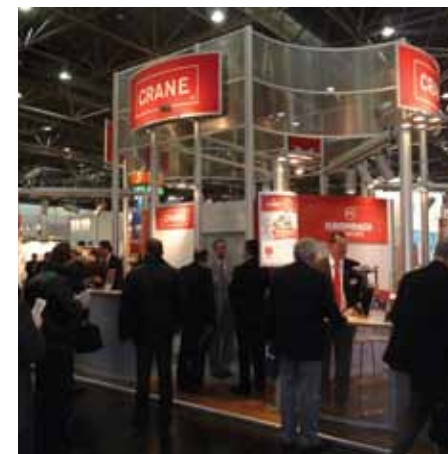


to its well known brands serving the fluid handling industry. Crane's extensive portfolio offers its customers complete and innovative fluid handling solutions designed for the most demanding corrosive, erosive, and high purity applications within the chemical, oil, gas, power, nuclear, and pharmaceutical industries. Deriving strength from its important and enduring Crane Brands (included under the Gate, Globe and Check Valves product groups, amongst others), the company has a long history of adding premier brands to its portfolio, consistent with its strategy of adding products and companies that are recognized as leaders in their geographies and industry segments. "Crane seeks Brands and companies that are important to its core segment

customers and help strengthen its core Business. We are committed to maintaining those brands in the market place, utilizing the know-how and expertise of the acquired brand or company. The company has numerous examples of recent acquisitions that fit that strategy; Xomox, Saunders, Aloyco, Stockham, Pacific, Flowseal, Centerline, and most recently Krombach. Customers can rely on Crane to maintain the excellence of all its brands and to be there, long after delivering its products, to provide support and help with expert and dedicated staff," said Mr Wolfgang Maar, VP Sales at CRANE Energy Flow Solutions.



## Industry Participation



## Heritage of Innovation

Crane employees share a proud 155-year-plus history of doing business the right way – treating people fairly, dealing honestly and ethically with customers, suppliers, and shareholders, and working hard to meet or exceed the expectations of customers. They also share a fascinating history of innovation dating from the early years of the Industrial Revolution to the current era of technology driven product development and improvement.

While Crane's businesses, locations and opportunities are very diverse, the ethical standards that have been the hallmark of its way of doing business throughout its history to the present day are rock solid and uniform wherever Crane businesses are operating. Crane Co. was founded in 1855 by Richard Teller Crane who resolved at that time "to conduct my business in the strictest honesty and fairness, to avoid all deception and trickery, to deal fairly with customers and competitors, to be liberal and just toward employees, and to put my whole mind upon the business." These remain Crane's standards today. The concept of corporate responsibility – where companies take responsibility not only for profits but also for the impact of their activities on the many different stakeholders with which it interacts – is the foundation on which the company was built and the common thread that ties together all the company does today.

## Service Excellence

Crane is determined to become faster, better and easier to do business with tomorrow, next month, and next year (and in perpetuity). Its business is an extension of its customer's business as Crane is an enabler and a partner working toward the common goal of managing and optimizing its customers' fluid handling needs.