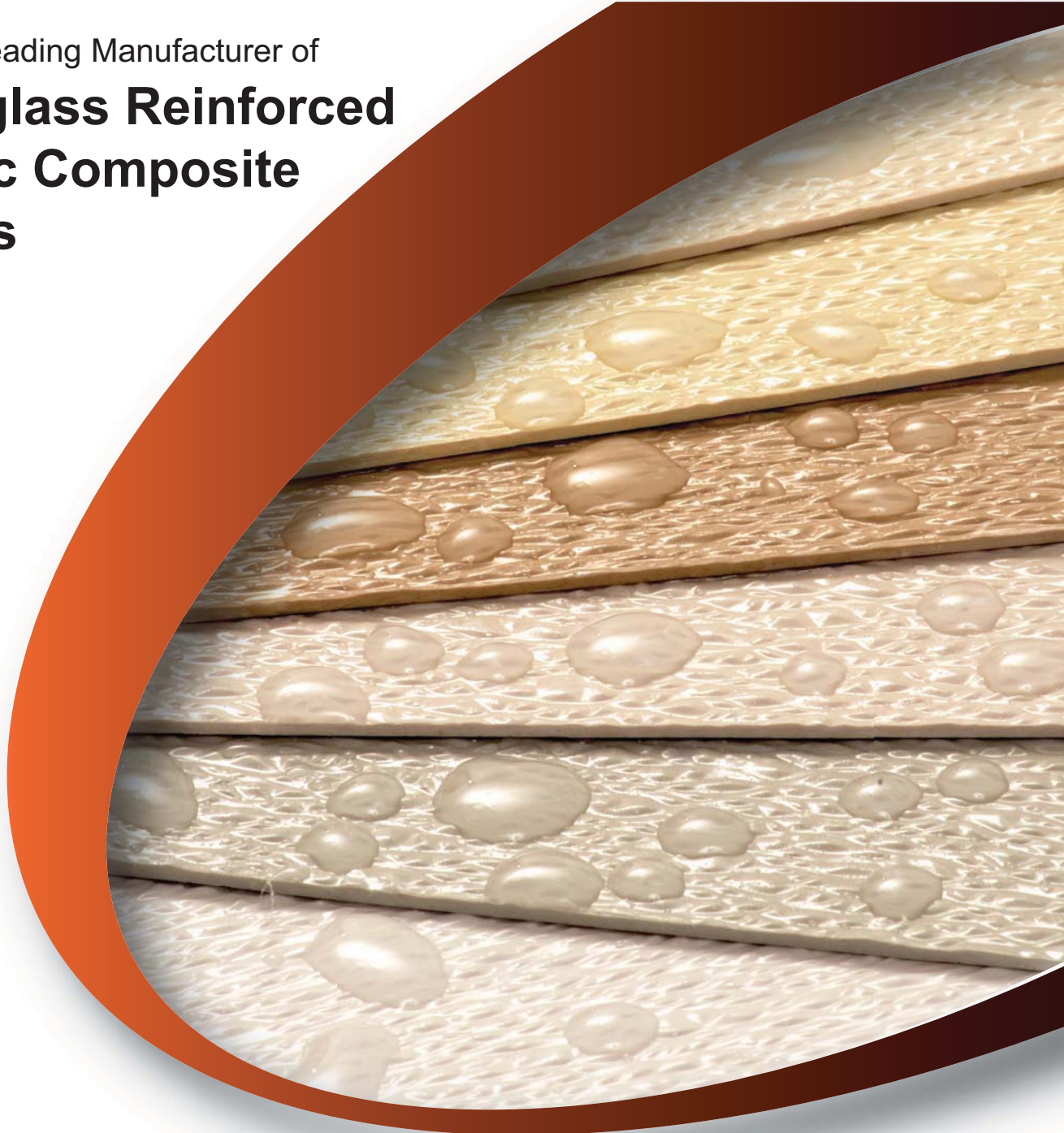




**CRANE** Composites



World's Leading Manufacturer of  
**Fiberglass Reinforced  
Plastic Composite  
Panels**



WHERE TRADITION & INNOVATION CONVERGE

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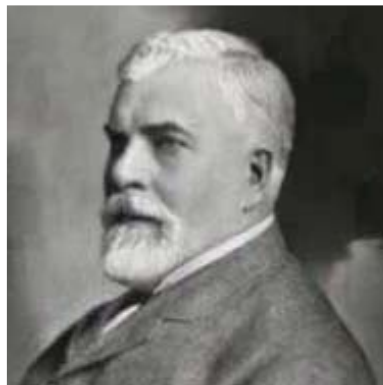
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# THE TOPICS

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## CRANE FOUNDER



"I am resolved to conduct my business in the strictest honesty and fairness; to avoid all deception and trickery; to deal fairly with both customers and competitors; to be liberal and just toward employees and to put my whole mind upon the business."

*R. J. Crane*

July 4, 1855



# PARENT COMPANY

Crane Co. is a diversified manufacturer of highly engineered industrial products with a substantial presence in a number of focused niche markets. With approximately 10,000 employees working together in five business segments, Crane generated 2009 net sales of \$2.2 billion. We are dedicated to integrity and honest dealings in all that we do.

## Financial Strength

Crane has a strong financial position, giving it the capacity to continue strategic acquisitions. At the end of 2009, cash equaled \$373 million, and the ratio of net debt to total capitalization was 2.9%.

## Global Reach

Worldwide operations in over 120 locations across 25 countries grow Economic Value Added (EVA) with top people and products, customer focus, and a common Crane Business System throughout the Company.

## Leadership

Our businesses have leading market shares in focused niche markets and seek to produce high returns and excess cash flow.



# BUSINESS SEGMENTS

## Aerospace and Electronics

Supplies critical systems for aerospace and defense. Our products excel in tough environments - from aircraft engines and landing gear to satellites and missiles.

## Engineered Materials

Crane Composites has over 55 years of industry experience manufacturing fiberglass reinforced plastic panels for transportation, recreational vehicle and commercial building products.

## Merchandising Systems

Is composed of two solution-oriented segments that produce high quality, technologically advanced automatic merchandising equipment and payment systems across the globe.

## Fluid Handling

Provides highly engineered products including valves, pumps, and water treatment equipment for fluid handling applications worldwide.



## Controls

The Controls segment provides customer solutions for sensing and control and has special expertise in control solutions for difficult and hazardous environments.

# THE BETTER WE GET THE MORE OPPORTUNITY WE SEE.



# COMPANY INFORMATION



## FIBERGLASS REINFORCED PLASTIC SOLUTIONS

Founded as Kemplite Company in 1954, Crane Composites is the leading manufacturer of fiberglass reinforced plastic (FRP) panels. We offer reliable premium composite products and are passionate about partnering with our customers to provide them with innovative solutions that will enhance their business and allow us to service them with a wide array of options that will suit a specific requirement or application.

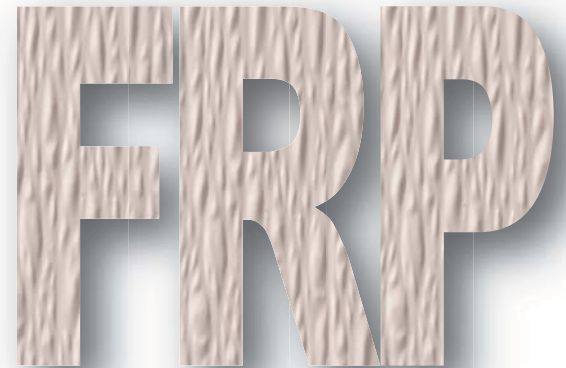
### WHAT IS FRP?

#### Polyester Resin and Glass Fiber Reinforcement

FRP is a thermoset plastic reinforced with various configurations of fiberglass. It is a plastic material that undergoes a chemical reaction in which it is formed into a solid that cannot be re-formed.

#### FRP Benefits

- Durable | Cleanable
- Easy to Install | Mold Free
- Lightweight | Moisture Resistance
- Engineering Flexibility
- High Strength-to-Weight Ratio



### CRANE CUSTOMERS

- Keystone RV
- Lowe's
- Winnebago
- Utility Trailer
- Great Dane Trailers
- Forest River
- Jayco
- Atlantech Distribution
- Allroc Building Products
- CIMC



**Keystone RV Company**



*Great Dane Trailers*



**ALLROC**

**CIMC**

# LOCATIONS



## Headquarters

### Channahon, Illinois | Founded in 1954

Building Product and Transportation Panels  
Previously known as Kemlite Co.

### Jonesboro, Arkansas | 1993

Recreational Vehicle Panels  
Previously known as Filon Co.

### Florence, Kentucky | 2002

Building Product Panels  
Previously known as Lasco Composites

### Goshen, Indiana | 2006

Recreational Vehicle Panels  
Previously known as Noble Composites and Fabwel

### Alton, England | 2001

International Building Products, Recreational Vehicles,  
and Transportation Panels  
Previously known as Lampro LTD.



# MARKETS

## BUILDING PRODUCTS

### Durable Wall Panels | Daylighting and Industrial Panels

Crane Composites wall and ceiling panels are widely used throughout the construction and building materials industries. These panels offer a number of significant features including resistance to mold, mildew, and bacteria growth, high impact strength, high moisture resistance, chemical resistance, stain resistance, sanitary finish, low maintenance, and easy installation.



## RECREATIONAL VEHICLES

### Exterior and Interior Panels | Roof Panels

Crane Composites is the world's leading producer of fiberglass products for the RV industry. Crane Composites exterior gel-coated surfaces have a well-earned reputation for combining high performance with high style. FRP panels offer unmatched durability and long-lasting beauty over aluminum panels.



## TRANSPORTATION PRODUCTS

### High Impact Interior Liner Panels Composite Panels | Translucent Roof Panels

Crane Composites has led the transportation market with innovative solutions. It was the first to introduce FRP liners to the truck trailer market, full seamless lightweight liners, translucent roofs, and liners with integral scuff. Crane Composites offers superior support with products readily available in the aftermarket channels to serve the market.



## INTERNATIONAL MARKET

### Serving All Markets in Europe, Latin America, and Asia

Crane Composites has a dedicated sales force to serve International customers. Focused on growing internationally with the success of sidewalls for truck bodies, interior liners for refrigerated seagoing containers, and interior panels for caravans.



WHERE TRADITION AND INNOVATION CONVERGE

# PRODUCTS

## GLASBORD®

### Sanitary and Durable Wall and Ceiling Panels

Protected by Surfaseal® to provide extra protection against stains

## FILON®

### Exterior and Interior Panels for Recreational Vehicles

High-gloss coilable fiberglass finish with a durable, advanced resin system

## KEMLITE®

### Liners and Roofs for Trailers and Truck Bodies

The industry standard for over 55 years

## ENGINEERED SOLUTIONS

### Daylighting and Industrial Panels

Solutions provided by combining resins, profiles, and reinforcements

## NOBLE®

### Exterior Sidewall Automotive Finish for RVs

Industry leading sheet glass lauan-based and wood-free panels

## ARMORTUF™

### High-Impact Interior Liners for Trailers and Truck Bodies

Robust resin system engineered for surface hardness and durability

## COMPOSITE SOLUTIONS

### Wall and Floor for Truck Bodies and Delivery Vans

Innovative lightweight designed products that maintain surface appearance

## INNOVATIVE FINISHES

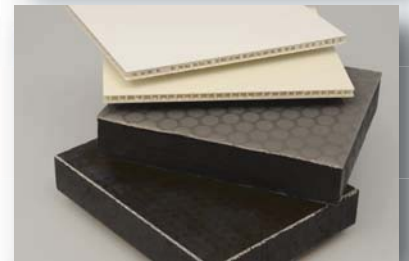
### Wall Panels with Performance, Texture & Style

Traditional features of FRP combined with linen textures and patterns.

## SEQUENTIA®

### Wall, Ceiling, and Corrugated Panels

Traditional products for commercial and residential use



# SUPPORT

## VALUES AND PEOPLE DEFINE US... CUSTOMERS INSPIRE US

At Crane Composites, we know that customer satisfaction is the foundation for business success and growth. We view our customers as partners and we strive to deliver quality products on time, every time. We are technically innovative and develop new products that customers need. As a customer of Crane Composites, you will come to know and rely on the trained staff for your product information and technical needs.



## TECHNICAL SUPPORT

### **Application Engineers**

Our Application Engineers provide technical assistance for our Recreational Vehicle and Transportation product lines.

### **Technical Reports**

Technical information is available for all Crane Composites products on our website. Information includes physical properties, fire rating test results and other external test reports, and material safety data sheets.

### **Product Improvements**

The knowledge gained through customer visits and in-house evaluation of products enables our technical team to identify areas where product improvements are necessary.

## CUSTOMER CARE

### **On-Line Customer Support**

Our eTracking site gives our customers access to order status, quote requests, product support, and customer service in order to provide ongoing communication channels with our customers.

### **Large Customer Care Staff**

Provide customers with order entry and fulfillment status, after sales service and warranty needs.

### **Dedicated Sales Focus by Market**

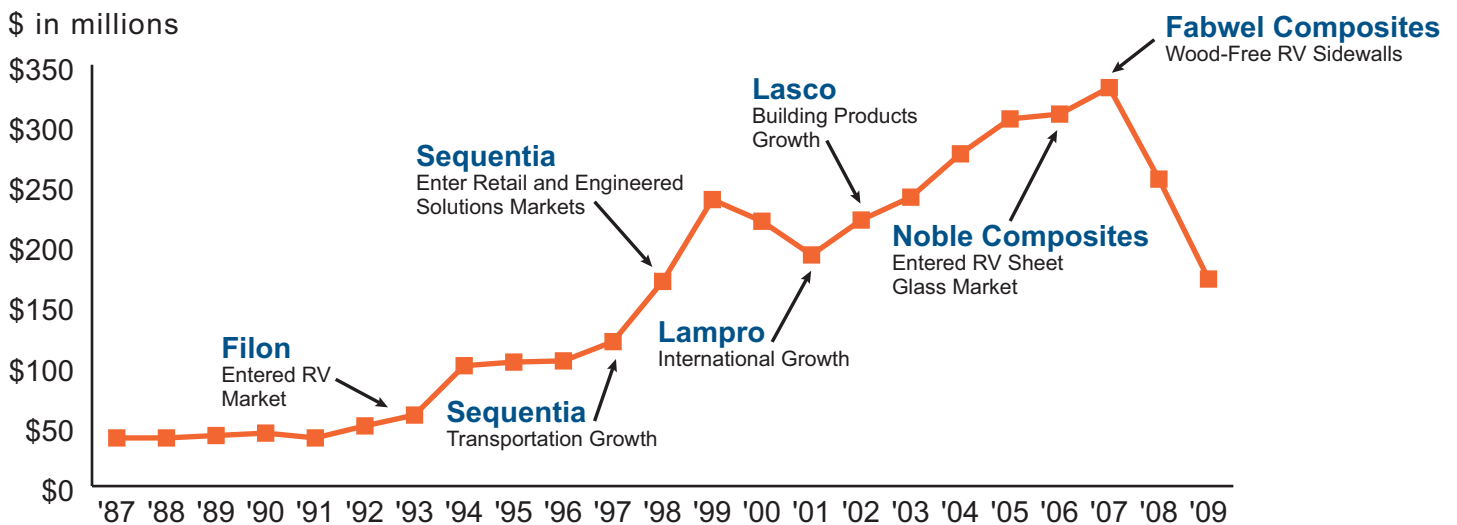
District Sales Managers are committed to specific Crane Composites markets in order to provide customers with knowledgeable up-to-date information on products and capabilities.

# HISTORY

## OVER 55 YEARS OF DEDICATED QUALITY AND SERVICE

During our years as Kemplite, we grew steadily, acquiring the Filon manufacturing facility in Jonesboro, Arkansas, in 1993 and Sequentia, Inc. in Grand Junction, Tennessee, a manufacturer of FRP for the building products industry, in 1998. In 2001, we extended our manufacturing operations to the United Kingdom by acquiring Lampro, Britain's leading FRP manufacturer. In 2002, we acquired another FRP manufacturer, Lasco Composites LP in Florence, Kentucky, and Qualis, a film embossing company. Our presence in the Recreational Vehicle market was extended through the acquisitions in Goshen, Indiana of Noble Composites in 2006 and the composite panel business and research and development center of Owens Corning in 2007, a portion of the Fabwel business unit; and by establishing an RV warehouse service center.

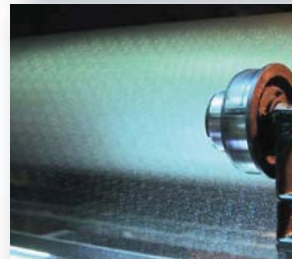
## ACQUISITIONS AND SALES HISTORY



# CAPABILITY

## MANUFACTURING CAPABILITIES

- Widths up to 110" and lengths up to 700'
- Thicknesses range from 0.035" to 0.200"
- Innovative finishes and custom colors
- Variety of resin formulations
- UV Stabilizers for improved weathering
- Ability to customize corrugated profiles
- Exterior premium gel coat finishes
- Ability to manufacturer sandwich panels with various cores
- FRP sheet and sandwich panels
- Utilizing a variety of substrates, resin systems, and glass reinforcements



## MANUFACTURING LINES

### Eight Continuous Line Process Machines

- Six wide lines and two narrow lines
- Lengths up to 700'
- Including new NexForce Technology
- Variety of resin systems
- Engineered reinforcements

### Two Moving Mold Line Process Machines

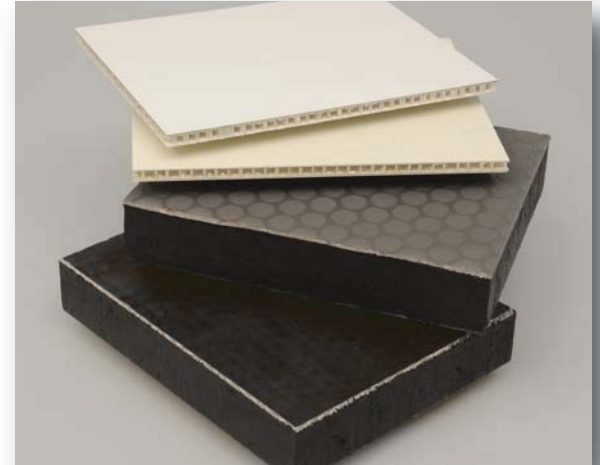
- Unique wide line process
- Widths up to 110" and lengths up to 50'
- Premium gel coat finish (automotive finish)
- Variety of substrates
- Thickness configurations engineered per application



# INNOVATIONS

DEVELOPED EIGHT PRODUCTS IN ONE YEAR!

**Product Innovations**  
**Expand to Other Applications**  
**Enter New Markets**



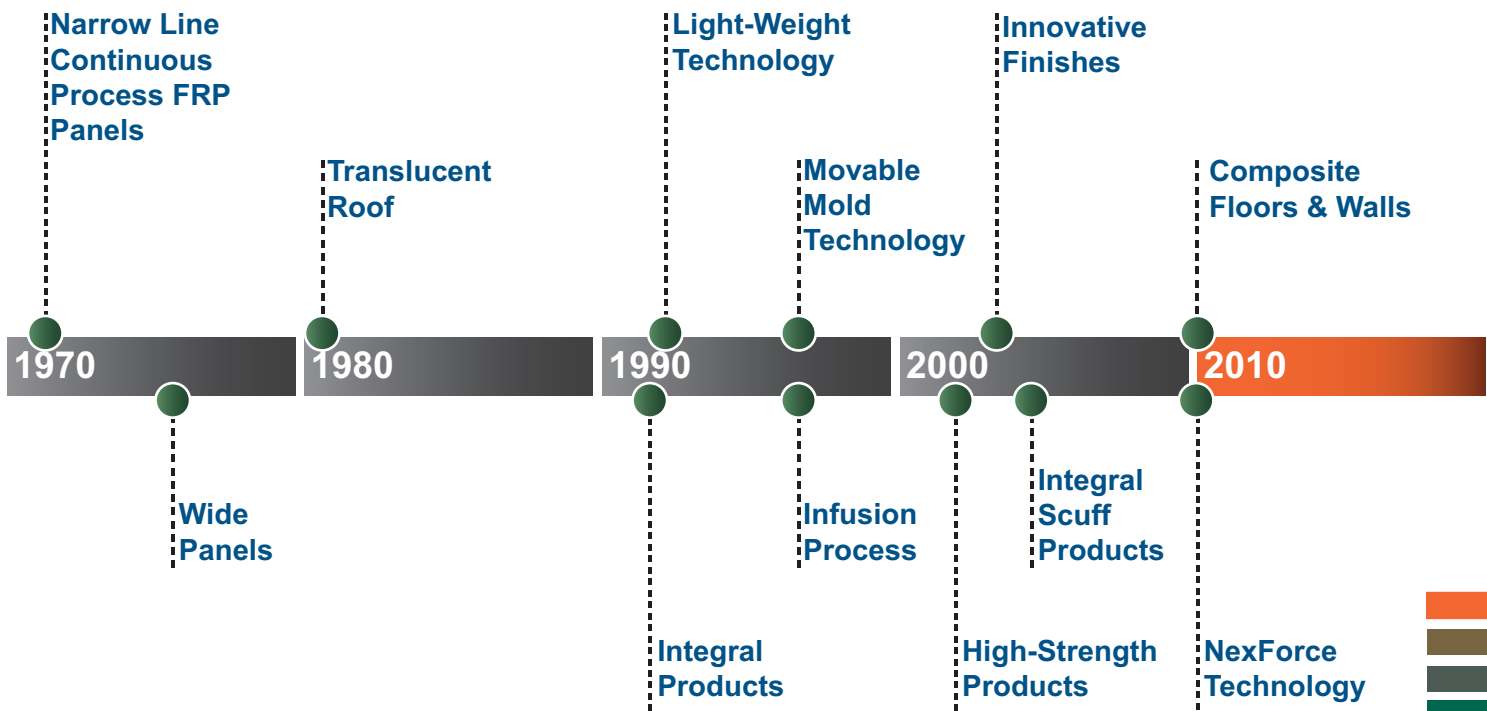
## DEDICATED SUPPORT

**Business Development Team**  
**Dedicated to Innovation**

### Research and Development Center

- Ability to prototype products on a small scale
- High tech internal testing machines  
INSTRUN® Universal Tester | THERMOTRON® Temp/Hum Chamber | Infrared (IR) Oven  
QUV/se Accelerated Weathering Tester | Impact Tests

## INNOVATION TIME LINE



# ENVIRONMENTAL COMMITMENT

## Waste Reduction

Reduced landfill waste by over 6 million lbs. since 2006

## Controlling Emissions

Facilities utilize state of the art Regenerative Thermal Oxidizers (RTOs) to reduce the emissions

## Self-Generating Heat Reduces Energy Consumption

RTO process also generates energy savings of over 25 million btu's each year

## Recycling

Packaging material is recyclable

Packaging cores and pallets returned by customers and reused

Waste stream reduction projects and events



# SAFETY

Crane Composites' continuous goal is to improve workplace safety. We understand the importance of protecting our most valuable assets - our employees. As a safety-first driven culture with employee participation programs, accident rates have been reduced by 70% since 2007.

# OPERATIONAL EXCELLENCE

## Systematic Processes Integrated into Everything We Do...

Be our Customer's First Choice | Customer Focused Improvements  
Monitor Customer Metrics | Flawless Execution | Innovative Thinking

## Everything We Do is For Our Customers

From the Time They Want It | Until They are Happy Using It



[www.cranecomposites.com](http://www.cranecomposites.com) | 1.800.435.0080 | 1.815.467.8600 | [sales@cranecomposites.com](mailto:sales@cranecomposites.com)

Crane Composites is the manufacturer of Glasbord, Filon, Sequentia, ArmorTuf and a variety of other fiberglass reinforced plastic (frp) composite panels. Inspired by the Kemplite tradition, Crane Composites has over 55 years of industry experience and is a recognized industry leader in frp applications.

Instron is a registered trademark of Illinois Tool Works Inc. (ITW) | Thermotron is a registered trademark of Venturedyne, Ltd. Corporation  
Glasbord, Surfaseal, Filon, Kemplite, Noble, and Sequentia are registered trademarks and ArmorTuf is a trademark of Crane Composites, Inc.  
Form 6907 | Rev. 3 | 10.10 | (5618)

