



## Crane Composites, Inc.: 12 Integrated Sites....and Growing!

Medlin helps connect, simplify and save

**Crane Composites Inc.** (NYSE: CR) is the world's leading provider of fiber-reinforced composite materials. Founded as Kemplite Company in 1954, Crane Composites has pioneered products that offer superior performance characteristics, such as strength, durability and minimal weight. The emphasis today includes national and international market areas in the Recreational Vehicle, Transportation and Building Products sectors.



### **When less is more: Medlin helps connect, simplify and save.**

Crane Composites' acquisition of plants and factories in multiple geographic areas was causing a problem. The phone systems in acquired plants were not compatible with their 10-year old phone system at their corporate office in Channahon, IL. Plus, their old system required a great deal of maintenance and had none of the new features and functions that state-of-the-art systems have. Crane Composites realized that they needed a communications partner who could help them standardize, streamline and modernize the communications and phone systems in each of their locations so that information could be exchanged freely and easily between plants, factories and offices.

Medlin stepped in to bring aging, obsolete communications systems up to date and equipped Crane Composites with VOIP technology that they can use in the future.

### **About Medlin Communications**

Founded in 1989, Medlin is a leading provider of business communications and low-voltage electrical services. The company's extensive experience and proven approach to delivering high quality services has enabled Medlin to enjoy consistently strong client satisfaction ratings as they design, install and maintain solutions for their clients.

Specializing in the unique needs of cross-industry mid-market companies and national retailers with company-owned stores, Medlin is known for establishing long-term partnerships with its clients.

Medlin delivers a full range of solutions focused on voice and data integration and technical infrastructure requirements to help clients achieve exceptional business results.

Clients include a wide range of successful enterprises including The Second City, Cingular, Staples, Follett, Advantage Chevrolet and the Painters Union District Council 30.

Medlin installed a new phone system in each plant, insuring that all locations “speak” the same language. They visited each site, trained employees in how to maintain the new system, and were there when the new systems went “live” to handle any questions or issues that arose. Few did. Crane Composites now does all administration in-house, saving the time and money previously spent on outside contractors. More importantly, Medlin used innovative networking methods to connect nearby plants and integrate them into one system using wireless access points and an ISDN PRI line that serves both locations. As a result, Crane Composites saves over \$10,000 a year in this one location alone!

Steve Mauk, IT Director for Crane Composites, cites Medlin Communications’ inventiveness and diligent follow-through as reasons he considers them an integral part of Crane Composites’ growth and expansion process. “When we acquire a new plant, Medlin is ‘Johnny on the spot’—visiting the new site, assessing what we need, taking out the old system, installing a new one that is compatible with those in the rest of the company, and training employees on how to operate and maintain it. The entire process takes less than one week. Medlin saves us time and money and enables us to communicate more effectively across multiple locations.”

### **Growing through Expansion and Acquisition**

As the technological and quality leader in the fiberglass reinforced panels (FRP) industry, Crane Composites has pioneered continuous improvements in fiberglass panel weathering performance for over 25 years. Recreational Vehicle products undergo extreme “real world” testing to ensure that they are weatherproof and wear-resistant, preserving appearance for the life of the unit. With its focus on operational excellence, Crane Composites intends to maintain its position as the most innovative and quality-conscious producer of fiberglass panel products to the RV industry. Crane Composites is a wholly-owned subsidiary of Crane Co. is a \$2 billion-dollar business based in Stamford, Conn. They operate five manufacturing facilities and twelve local warehouses located in Europe, Asia, Mexico and the United States.

To learn more about Medlin Communications visit:  
[www.medlininc.com](http://www.medlininc.com) or call 1-800.4MEDLIN