

# CRANE Composites

**DATE:** March 30, 2023  
**TO:** All Associates  
**FROM:** John O'Sullivan  
**SUBJECT:** Leadership Conference

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Crane corporate hosts an annual leadership conference to share best practices, reinforce Crane Business System fundamentals, and celebrate success through presentation of R.T. Crane Leadership Awards presented to one person from each business unit. The theme from this year's conference was "Crane Raised to the Power of Two", reflecting the planned April 3 separation into two fully independent public companies: Crane Company, and Crane NXT. Sessions from the conference focused on Being Crane, defined as:

- RT Crane Resolution – leadership and what that means in Crane terms.
- Philanthropy, Sustainability, and Equality – the power of giving back to our communities, reducing waste, and treating associates fairly.
- IC process – developing our associates, addressing improvement opportunities, supporting strengths, and succession planning.
- CBS Balloon – reminder of the power of our business system, SQDCG, driving towards profitable growth.
- Innovation – not just in R&D, but in all functions
- Profitable Growth – more important now than ever

Within each focus area, leaders from many business units presented on recent successes and best practices in these areas. Our representatives that attended will be internalizing these best practices and looking for ways to implement into our own challenges and initiatives.

The RT Crane award winner for Crane Composites this year was Craig Jacks, Regional Sales Manager for Building Products. Craig was nominated because of his incredible success growing our business with Lowes. Craig led a cross functional team to identify an opportunity to help Lowes grow sales, define a solution involving new products we could supply, and closing the sale at the formal line review resulting in an expected sales increase of \$2M in 2023.



Sincerely,

A handwritten signature in black ink, appearing to read "John O'Sullivan".

John O'Sullivan  
President

