
CRANE®
WORLDWIDE LOGISTICS
OUR INNOVATION & SENSE OF URGENCY...
...YOUR PREDICTIVE ANALYTICS SOLUTION
USA +1 888.870.2726
ASPAC +65 6542.6055
LATAM +55 21.3554.1820
EMEIA +44 1784.438.800
trycraneww.com

CRANE WORLDWIDE LOGISTICS

TABLE OF CONTENTS

- OUR SERVICES 3
- GLOBAL PRESENCE 4
- TECHNOLOGY 6
- COMPLIANCE 7
- CUSTOMS BROKERAGE 8
- TRADE SERVICES 9
- VERTICAL SPECIALIZATIONS 10



OUR MISSION

*"We are dedicated to being a **client advocate** and a premier global provider of **customized, innovative and efficient solutions,** to serve the world's evolving logistical needs."*

– John Magee, President & CEO

LEADERSHIP TEAM

- JIM CRANE – Chairman of the Board
- JOHN MAGEE – President & CEO
- TIM ZUBRADT – Chief Sales Officer
- ADEL CHAVELEH – Chief Information Officer
- TRACEY ABRAM-ANTHONY – Chief Compliance Officer
- DOUG WICKLUND – Chief Accounting Officer
- CHAD TAYLOR – EVP Global Operations

THE CRANE WAY

WE BELIEVE IN

- A KEEN SENSE OF URGENCY
- MAKING EXCELLENCE A HABIT
- INNOVATION AND POSSIBILITIES, NOT LIMITATIONS
- BEING THE EMPLOYER OF CHOICE
- HONESTY IN EVERY TRANSACTION THROUGH TRUST, COLLABORATION & TEAMWORK
- LISTENING WITH THE INTENT OF LEARNING
- BEING THE CLIENT ADVOCATE

PEOPLE

- Appraisals four times per year to help develop/retain staff
- Every employee participates in company profit sharing
- Crane University offers hundreds of cross-functional classes for all employees to learn and grow
- “Best Place to Work” distinction

TECHNOLOGY

- One single global operating system
- C-View: Proprietary technology that gives you a complete logistics dashboard
- PinPOint: Purchase Order Management/Visibility and Consolidation services
- Footprint: Complete warehouse management system

ACCOUNT MANAGEMENT

- “Cradle to Grave” profit splits to drive integrity and Control Tower philosophy
- Standard QBRs pushed to Top 80% of our revenue

COMPLIANCE & QUALITY

- Launch of a Global Trade Compliance division
- Developed “Best-in-Class” safety & security
- Developed carbon footprint quoting tool

SERVICE EXECUTION

- Highest standards and performance in raw on-time percent
- Offer ‘automated’ exception management alerts to client & staff

INSURANCE

- All-risk coverage for all modes of transit
- Door-to-Door coverage
- Globally available

OUR SERVICES



GROUND

- Expedited
- Truck Brokerage
- Fleet Management
- Intermodal
- White Glove Service



LOGISTICS

- Origin Consolidation
- Destination Deconsolidation
- Distribution
- Pick/Pack



OCEAN

- FCL
- LCL
- PO Management



AIR

- NFO/AOG
- Hand Carries
- Charters
- Express/Mission Critical
- Specific Trade Lane Consolidations



TRADE SERVICES

- Customs Brokerage
- Foreign Trade Zone
- Consulting Services
- Insurance



SPECIALIZED SERVICES

- Out of Gauge
- Vessel time chartering
- Marine Services
- Ship’s spares logistics & handling

GLOBAL PRESENCE

Largest Global Competitors

$5 BILLION +

Multiple legacy IT systems.

Offer 'one-stop-shop' but 'one-size-fits-all' experience.

CRANE® WORLDWIDE LOGISTICS

GLOBAL MID-SIZE

'Best-in-class', high-touch, flexible solutions with excellence in service execution and technology.

Local/Regional Competitors

<$500 MILLION

Specific niches, smaller footprint/franchises.
Lack capital to be global.



August 2008

$81M
revenue
acquired $41M

2011

$423M
73% organic
CAGR

2014

$690M
revenue
organic
43% CAGR

2018

$1B
projected revenue
and doubling
every 5 years



1700+ EMPLOYEES
120+ LOCATIONS
26 COUNTRIES

CHALLENGING THE NORM IN TECHNOLOGY

ONE GLOBAL SYSTEM, COMPLETE DATA VISIBILITY

In the logistics business, seamless transparency is difficult to pull off. Multiple technology platforms, complex procedures, and country-specific requirements often produce fragmented visibility solutions that do not 'talk to each other'. At Crane Worldwide Logistics, we provide a unified and transparent analytics solution so that our clients, employees, vendors, and management team can proactively interact with the information they need to be successful.

C-VIEW

YOUR PREDICTIVE LOGISTICS COMMAND CENTER

From pickup to delivery and all milestones in between, C-View offers end-to-end supply chain visibility. Easily track and trace shipments, proactively manage exceptions, and monitor on-time performance and spend over time. Total visibility and transparency is at your fingertips, even on mobile devices.

FEATURES OF C-VIEW

- **Centralized Dashboard:** At-a-glance visibility to your current state of transportation and power to manage by exception
- **Track & Trace:** Full access to all track & trace information, export functionality and in-context messaging
- **Potential Exceptions:** Predictive visibility gives you early warnings on possible supply chain interruptions such as weather events, strikes, and more



COMPLIANCE

MULTI-POINT SYSTEMATIC COMPLIANCE

- Restricted Party Screening
- Sanction/Embargo Blocks

POLICIES, PROCEDURES, AND TRAINING

- In-person training at high-risk locations
- Global Policies & Procedures:
  - Global Trade, FCPA/UK Bribery
  - Export Compliance
  - Anti-Boycott Policy & Reporting Procedure
  - Code of Business Conduct
  - Anti-Trust & Competition Policy

AUDITING

- GTC-RCA Program
- Soft Distance Audits
- Weekly Spot Checks

GLOBAL TRADE COMPLIANCE

- Proper handling of U.S. Department of State licenses is vital
- We have written policies and training to assure compliance on all levels
- As a freight forwarder in a global industry, we strive to provide expertise in trade compliance to our clients

LICENSES

- U.S. Department of Commerce – Bureau of Industry and Security (BIS)
- U.S. Department of State – Directorate of Defense Trade Controls (DDTC)
- U.S. Department of Treasury – Office of Foreign Assets Control (OFAC)
- U.S. Department of Energy – Nuclear Regulatory Commission (NRC)

ASSOCIATIONS/CERTIFICATIONS

C-TPAT
CUSTOMS TRADE
PARTNERSHIP
AGAINST TERRORISM

IAC
INDIRECT
AIR CARRIER

AEO
AUTHORIZED
ECONOMIC
OPERATOR
(Taiwan)

TAPA
TRANSPORTED
ASSET PROTECTION
ASSOCIATION

AEO
AUTHORIZED
ECONOMIC OPERATOR
(Netherlands, UK & Ireland)

BASC
BUSINESS ALLIANCE
FOR SECURE COMMERCE

CUSTOMS BROKERAGE



CUSTOMS BROKERAGE

FULL SERVICE

- All Ports
- All Entry Types
- All PGAs, ISFs, and In-Bonds

CLIENT-CENTRIC

- T&I Planning
- Client-specific SOPs
- QBRs
- Client Web Portal
- Trade Consulting Solutions

EXECUTION

- Ace Compliant
- C-TPAT Certified
- Pre-clearance is Standard
- 24/7 Services Available

COMPLIANCE

- Policies & Procedures
- On-Boarding
- Auditing
- Training & Development



TRADE SERVICES

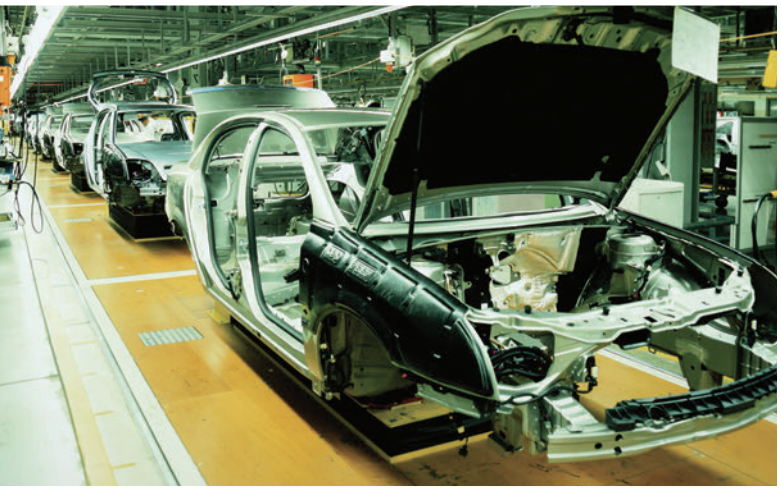
SERVICES

- Project-based Examples
- Mock Audits & On-Site Training
- Procedure/Policy Manuals
- Duty Drawback

EXAMPLES

- Tariff Classification
- ECCNs
- Free Trade Agreement Qualifications
- Prior Disclosures
- Binding Rulings

VERTICAL SPECIALIZATIONS



AUTOMOTIVE

- Supplier Management
- Global Consolidation Network
- Time-definite Air Service
- Industry Leading Shipment Visibility



ENERGY

- Global Supply/Resupply Hub Management
- P.O. Management and Execution
- Specialized/Rig/Heavy Moves
- Rig & Maritime Support
- OCTG Solutions



LIFE SCIENCES

- Forward Stocking
- Medical Devices
- Medical Equipment
- Specialized DTD Solutions



GLOBAL SPECIALIZED SOLUTIONS (GSS)

- Out of Gauge & Heavy-Lift Ocean Freight & Transport
- Method Statements & Technical Solutions Planning
- Marine Services – Husbanding, Vessel Agency, Crew Services
- Vessel Chartering
- Air Freight Chartering

AEROSPACE

- AOG – Aircraft on Ground
- MRO – Maintenance, Repair, and Overhaul
- Forward Stocking
- Aircraft Manufacturing



INDUSTRIAL

- P.O. Management
- Machine/Line Moves
- Project Management
- Global Consolidation Network



RETAIL/RESTAURANTS

- P.O. Management
- Consolidations
- Point of Sale Distribution
- Acquisition of Davaco Inc.: Total solution to execute high-volume change for national brands
  - Remodels
  - Resets
  - Rollouts



GOVERNMENT

- United Airlines CRAF Partnership
- GVT Operations Team in IAH
- Strong Performance through IHAT, AAFES & Husbandry
- Multimodal and Husbanding contracts



THE BEST KEPT SECRET IN GLOBAL LOGISTICS



OUR INNOVATION & SENSE OF URGENCY...

...YOUR PREDICTIVE ANALYTICS SOLUTION

Certainty - regarding delivery, cost and compliance - is the goal we have all been striving for since this was even an industry. "Things happen" ... What matters is possessing enough time to make adjustments to the supply chain so your business isn't sidetracked.

At Crane Worldwide Logistics®, we have built a reputation for doing what we say we can, especially the most complex and difficult of tasks. To reduce risks and problems for clients, our intellectual property predictive analytics system provides proactive updates to keep life moving forward.

When you approach every situation as a client advocate, and not from the perspective of a transactional freight provider, value just happens.

CRANE® WORLDWIDE LOGISTICS

trycraneww.com

USA	+1 888.870.2726
ASPAC	+65 6542.6055
LATAM	+55 21.3554.1820
EMEIA	+44 1784.438.800

CWW00253_2.18

WELCOME TO CRANE WORLDWIDE LOGISTICS



CRANE®
WORLDWIDE LOGISTICS

A GLOBAL GROWTH JOURNEY…

August 2008
Crane Worldwide Logistics, Headquartered Houston opens its doors in USA and Latin America

2009
Established presence in EMEIA opening London Heathrow

2010
In addition to the Singapore, Hong Kong, China, India, Korea and Taiwan offices, ASPAC grows with the opening of Thailand, Australia, Indonesia and Malaysia

2011
The first Middle East office opens in Dubai

2012
Due to rapid growth in Houston, headquarters moves to new facility in Rankin Road

GLOBAL MID-SIZE

'Best in class' high touch, flexible solutions with excellence in service execution and technology.

1700+ employees
120+ locations
27 countries

CRANE WORLDWIDE SOUTH CONE

CRANE WORLDWIDE LOGISTICS

Exclusive Agent - Bol
La Paz - Bolivia

Main Office
Santiago de

Main Offices

Exclusive Agents

CRANE WORLDWIDE LOGISTICS ARGENTINA



CRANE® WORLDWIDE LOGISTICS

Salvador de Juju

Sal

San Juan

Branch Office in Mendoza
Founded in Sep 2013
Address: Patricias Mendocina
661 2do piso.
Mendoza - Argentina

Neuquén

Main Offices

Exclusive Agents

CRANE WORLDWIDE MENDOZA - ARGENTINA



CRANE®
WORLDWIDE LOGISTICS

Crane Argentina on
locate strategically
Mendoza.

Since this office was
that year, we have be
and logistic services
companies that have
for oil and gas extrac
Neuquen.

Our main services

- Custom broke
  operations.
- Airfreight
- Ocean freight via
- Trucking
- Project cargo

What we do for our

- Cargo consolidat
- Ocean freight to
- Truck delivery to
- Import custom br
- Local transportat

CRANE ARGENTINA SERVICES

CRANE®
WORLDWIDE LOGISTICS



AIR
Impo
Cha
Ove
Han
Spe



CUS
Stan
Solu
Impo
Cons



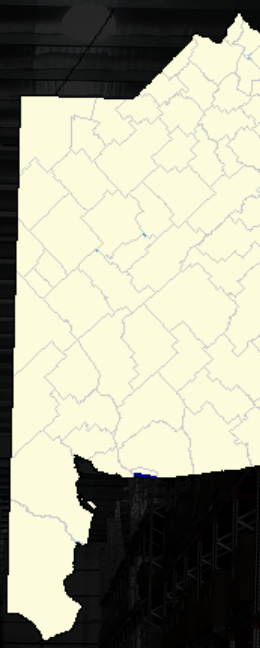
K
Pu
as



TR
&
Ov
Na
Ex
Tru
Int
Mo
all
to
tra

OUR WAREHOUSE







CRANE®
WORLDWIDE LOGISTICS

OUR WAREHOUSE

Stock entry and ca

Local Distribution
Argentina

Inventory Stock R

Order Manageme

Detailed metrics w
defined KPI's to in
performance visib



CRANE®
WORLDWIDE LOGISTICS

AGRO-CHEMICALS KNOW HOW

CRANE®
WORLDWIDE LOGISTICS

Customs E

- Over 80 files p
- CAI & CAE pro
- Own customs b over 10 years
- 70% of custom operations for Dupont.
- Shipment relea

Order Mana

- Daily stock ma
- Agro-chemica consolidation customers.
- Labeling and agro-chemical
- KPI performar weekly / mont

SPECIALIZED SERVICES

CRANE®
WORLDWIDE LOGISTICS

Oversize / Overweig



Out of Gauge Cargo



Industry Specia



CUSTOM BROKERAGE TRADE SERVICES



CRANE®
WORLDWIDE LOGISTICS



C



F





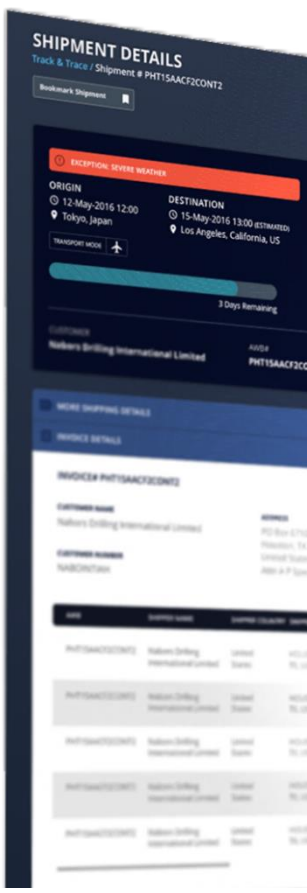


CRANE IS TECHNOLOGY

CRANE®
WORLDWIDE LOGISTICS

C-VIEW

NEXT G
VISIBILI



CRANE IS TECHNOLOGY

CRANE®
WORLDWIDE LOGISTICS

C-VIEW

NEXT GE
VISIBILIT

SEARCH
individual

BOOKM

DETAIL
SHIPPIN
INVOICE
CONTAIN
REFEREN
RELATED

MILEST

SHIPME
COMMU

CUSTOMERS CHOICE



COFCO INTL

ARTEC INGENIERIA

Bac-Dall Argentina S.A.

NABORS

edge

COPSA Compañía Petrolera COPSA S.A.

CRANE WORLDWIDE LOGISTICS

GRAFICA CAMPICHUEL Cooperativa Obrera Gráfica Campich