



Breaking Ground, Building Trust.™

For Immediate Release

SCHRAMM HONORED AS MANUFACTURER OF THE YEAR FOR 2012



West Chester, PA, January 3, 2012 - Schramm, Inc., was honored to receive the Manufacturer of the Year Award for 2012 from the Greater Philadelphia Chamber of Commerce in December of 2011. Regional competition was intense, with more than 70 outstanding companies considered for this award. Schramm's compound annual growth, significant export sales and ongoing contribution to its local community all played a major role in the award decision.

Working in partnership with the Delaware Valley Industrial Resource Center (DVIRC) in Philadelphia, Schramm has over the past ten years leveraged its manufacturing strengths and strategic planning processes to illustrate the true strengths of "Made in America" around the world.

Schramm maximizes USA origin content of its drilling rigs to keep American manufacturing strong, and assure its customers the highest degree of reliability that current technology permits. This reliability issue is a key driver to Schramm's consistent double digit annual growth, given more than half of its rigs going overseas each year to exotic places like Uzbekistan, Senegal and Mongolia. When rigs are literally a thousand miles away from the nearest service supply chain, and operating down time can cost the owner tens of thousands of dollars per day in lost revenues, reliability is of paramount importance to customer purchase decisions.

Every Schramm customer has a different idea of its specific needs, particularly when a drilling rig can cost several million dollars. Schramm has standard products to maximize manufacturing efficiency and customer value; nevertheless, every rig is custom built to meet very specialized customer requirements. This can range from major component changes to cosmetics like custom paint to match end user corporate identity. Throughout this customization process, our fourth generation employees take pride of craftsmanship that cannot be duplicated offshore. Every rig is manufactured in West Chester, Pennsylvania.

Schramm invests in plant and equipment to maintain its edge in markets served, with major upgrades planned for 2012. Equally important, we invest in our employees through technical training and career development programs across all levels of the organization. These programs drive game changing innovation as we respond to the needs of our customers in over 80 countries around the world.

As Schramm looks forward, world class products made in America provide continued opportunities for growth well into our second century of continuous operation.

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Schramm, Inc.

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