

# A LEGACY OF INNOVATION

**A**rmstrong Fluid Technology is a designer, manufacturer, and marketer of fluid flow and control equipment applied in HVAC and water-based process industries.

With more than 1000 employees worldwide, operating seven manufacturing facilities on three continents, Armstrong is known around the world as a leader and innovator in design, engineering and manufacturing within the fluid-flow equipment industry. Armstrong products are internationally recognized for design quality, long service life, and operating economy.

Armstrong was incorporated in 1934 under the leadership of Samuel A. Armstrong. In 1952, under the direction of James A. Armstrong, the company launched a series of bold initiatives across the entire spectrum of the organization's activities that set the corporate direction and led to impressive growth. In the decades that followed, Armstrong developed industry-leading technologies, established international manufacturing operations, and expanded sales into global markets. Armstrong remains a privately-owned company with products installed in some of the world's premier facilities.

ESTABLISHED

1934

>1000  
EMPLOYEES  
WORLDWIDE

8

MANUFACTURING  
FACILITIES

4

CONTINENTS

## SOLUTION RANGE

- \* Pumping products for commercial, light commercial and residential applications
- \* Complete heating and cooling systems
- \* Advanced control systems
- \* Heat exchangers
- \* Flow control products
- \* Fire suppression products

## SIGNATURE TECHNOLOGIES

## DESIGN ENVELOPE

**Design Envelope pumping products**  
Commercial pumping solutions with integrated variable speed controls

**Design Envelope Integrated Plant Control (IPC)**  
Chilled water plant automation

**Design Envelope Integrated Plant Package (IPP)**  
Complete automated, all-variable-speed packaged system for commercial or industrial cooling

**E.2 Series circulators**  
Energy-saving circulators for light commercial and residential heating systems

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### JIMBOLIA

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ARMSTRONG FLUID TECHNOLOGY®  
ESTABLISHED 1934

## SOLUTIONS

In addition to product solutions, Armstrong has led the industry in creating high-value services to augment our product design and manufacturing capabilities. Our unique DESIGN ASSIST service helps customers through the process of optimizing plant room space and equipment selection. The PROJECT ASSIST service allocates dedicated project managers to the design, procurement and assembly stages of a packaged system to ensure our customers are involved and informed throughout. The STARTUP ASSIST service offers customers the option of on-site expertise to oversee the startup procedure and offer advice for fine-tuning the installation.

To promote our lineup of products and services Armstrong has developed a broad network of over 300 representatives and agents. Working closely with these affiliates, we reach out to customers around the world.

## VALUES

Armstrong's day-to-day operations and growth are founded on the core principles of: **COMMUNITY, SERVICE, LEARNING AND INNOVATION.**

Our core message to employees, partners, and customers is **MAKING ENERGY MAKE SENSE.** This message articulates both our purpose and our strategy for success in an evolving marketplace. We are driven to lead the global shift in responsible, sustainable energy use, and to develop innovative, high-value, energy-saving solutions. Our solutions to customers demonstrate that choosing the most energy-efficient products makes good business sense.

## LEADERSHIP

Within the international business community, organizations comparable to Armstrong are a rarity. The company is 100% Canadian-owned, privately held, and now operates under the guidance of the third generation of family ownership. Through a combination of bold leadership and strong management, the organization has grown from a handful of employees in Toronto to a global organization with offices in Toronto, Montréal, Quebec City, Buffalo, Manchester, Birmingham, Lyons, Bangalore, Beijing and Shanghai.

Armstrong has repeatedly been named one of Canada's 50 Best Managed Companies, a national program that recognizes Canadian companies that have implemented world-class business practices and created value in innovative ways. Armstrong has been a recipient of this prestigious award six times in the past nine years (2005, 2006, 2010, 2011, 2012 and 2013).

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