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Cashco, Inc. Company Profile

Ellsworth, Kansas, USA – May 1, 2014 — Based in Ellsworth, Kansas, U.S.A., Cashco, Inc. got its start 100 years ago when the A. W. Cash Company was incorporated and began creating innovative pressure control solutions to meet the needs of American industry.

Today, having endured through the 1930s and several transitions, Cashco, Inc. has grown to become one of the world's leading manufacturers and marketers of a broad line of control valves, pressure and vacuum relief valves, pressure reducing regulators and back pressure regulators in line sizes from ¼ inch to 24 inches and CV ranges from .002 to 4,406. Applications include general industrial installations for steam, air, oil, water, and many chemical and gaseous fluids.

Models are also available to handle slurries, cryogenic service and corrosive fluids; to withstand high temperatures and pressures; to meet NACE requirements and to maximize the reduction of fugitive emissions. For even more choices, a number of valves are available in a choice of iron, brass, steel and stainless steel construction with composition soft seat or metal seat.

Quality Control and Environmental Stewardship

By involving every employee in an ISO 9001:2000 Quality Assurance Program, Cashco also offers quality assurance with every order. Nearly all parts are machined on sight from raw stock and castings that are shipped to the plant in Ellsworth, Kansas.



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Cashco employees aren't just fervent about the customers' needs, however. They're also passionate about the environment, as Cashco recently received an International Organization of Standards (ISO) 14001 certification for designing and implementing an effective environmental management system.

Self-Owned and Managed

One of the greatest ironies, however, is that Cashco, Inc. has gone from a company that was acquired and sold through much of history to a company that is now self-owned and managed. It was in 1934 that the Riley Stoker Corporation of Worcester, Mass., acquired the stock of the A. W. Cash Company. The name of the A. W. Cash Company was changed to Cashco, Incorporated in 1972 and, in 1976, Cashco moved from Decatur, Illinois, to Ellsworth, Kansas.

Following several transitions of ownership, the parent company had planned to sell Cashco and close the plant. At that point, a concerted effort from Cashco management, Ellsworth community leaders and the Kansas congressional delegation convinced Ashland to sell Cashco to a group of investors on May 6, 1985.

Since that time, Cashco has purchased the assets of Valve Concepts, Inc., Kaye & MacDonald and Sensiflo, expanding the product line even further with the addition of high-flow and high-purity valves, high-pressure valves and tank blanketing valves and pilot-operated vent valves used to control the vapor space and emissions associated with storage tanks.

In 2012, Cashco, Inc. opened a new engineering lab at the company's headquarters to improve research and development through its ability to fabricate and machine its own prototype parts. More recently, the company moved into a new 20,000-square-foot facility that allows the company to be even more earth



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friendly and energy efficient, since the office uses geothermal heating and cooling and a number of multi-pane windows for better lighting.

Spurred by the growth in sales of its diversified line of control valves and regulators in Europe, western Asia and South America, Cashco has also opened new sales and service offices in the outskirts of Sao Paulo, Brazil, and in Hoppegarten, Germany, which is just east of Berlin. The German expansion also provides Cashco with engineering and design capabilities, as well as new manufacturing capabilities, which will allow the company to design and introduce new products that are unique to the European market.

Closer to home, a growing in-house inventory and an expanded customer service department allows the company to respond to customers' needs faster than ever before. In the meantime, Cashco has coordinated business systems, invested in state-of-the-art machine tools, and built an extensive component inventory to consistently provide cost-effective solutions and on-time delivery to meet replacement or project requirements.

The future indeed looks bright for Cashco, Inc., and it's the customer, who stands to benefit the most.

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