



**BOUNDLESS
ENERGY.**



Company Overview 2010

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Contacts for Journalists

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Corporate Backgrounder

Overview

Dresser is a leading worldwide manufacturer of products and services for energy infrastructure and oilfield applications. It provides customers with products for use in the exploration, production, transportation, processing, storage, and distribution of oil and gas and their byproducts. Dresser's portfolio spans the entire energy value chain including upstream, midstream, and downstream applications.

As a long-time multinational, Dresser has a sales presence in more than 150 countries and manufacturing or customer support facilities in over 30 countries. More than 60 percent of the company's revenue comes from outside the United States with growth in emerging markets such as China, India, Russia, and Brazil. The company goes to market under the Dresser, Masoneilan, Consolidated, Roots, Waukesha, and Wayne brands.

This year marks Dresser's 130th year of providing technology innovations in the energy industry. Solomon Dresser founded the company with a unique packer coupling which virtually prevented leakage and, for the first time, kept oil and water separated underground. Among the more recent innovations are the Becker zero-bleed valve, the Waukesha 275GL+ with low emissions, the Wayne highly secure payment systems, Fusion forecourt controller, Masoneilan advanced control technology with Smart Valve Interface (SVI) digital valve positioner, Waukesha Engine System Manager, and the Wayne Ovation iX dispenser and the iX technology platform.

Business Strategy

Dresser drives six long-term strategies that are focused on achieving world-class operational excellence and revenue growth while maintaining its reputation for integrity. These strategies are explained below:

World-class operating performance: Dresser continually improves its operating performance and productivity by incorporating lean manufacturing initiatives and its Six Sigma quality management and process optimization.

Product and technology leadership: Continued product innovation provides Dresser with significant opportunities to increase revenues from both new product sales and upgrades to its installed base of products.

Corporate Backgrounder

Aftermarket excellence: As a result of the company's long history, Dresser has an extensive installed base of products, which has led to significant, recurring, aftermarket business and comprises approximately 40 percent of 2009 revenues.

Focus on customers' most demanding applications: Dresser collaborates with customers to provide comprehensive solutions that meet their most demanding business challenges, including the production of both alternative and fossil fuels as well as meeting increased environmental goals and regulations.

Global presence and market leadership: As Dresser's customers expand their operations globally, Dresser continues to pursue new regional opportunities and significantly expand its presence in growth markets such as China and India.

Strategic joint ventures and partnerships: Dresser continues to pursue strategic joint ventures such as DARVICO, the only approved control valve and safety-relief valve manufacturing facility in the Kingdom of Saudi Arabia, Russian-based DS Controls, and Penaga Dresser in Malaysia.

Products and Services

Dresser has a broad portfolio of products and the ability to supply systems, software, strong technical expertise, engineering, and service needs throughout the product life cycle.

The company's oil and gas products include equipment for exploration, development, production, refining, storage, transportation, distribution, and measurement of oil and gas products. Power generation products cover applications for natural gas, biogas, landfill gas, sewage gas, coal, nuclear, and hydroelectric power generation. Natural gas distribution products are made up of natural gas applications for transportation, infrastructure installation, natural gas distribution, and custody transfer measurement.

Customers

Dresser serves an extensive customer base, including many of the world's major multinational and regional oil and gas companies, multinational engineering and construction companies, Fortune 1000 firms, as well as comparable regional companies in more than 150 countries around the world.

Corporate Backgrounder

Business Segments

Dresser's business is organized into the following four segments:

Flow Technologies goes to market under the Dresser Consolidated and Dresser Masoneilan brand names. Dresser Consolidated and Dresser Masoneilan manufacture and provide control valves, safety valves, pressure-relief valves, instrumentation, software, and aftermarket services. These products and services are used in a diverse range of energy infrastructure applications including oil and gas production, transportation, storage, refining, and petrochemical processing, and in coal, gas, and nuclear power generation.

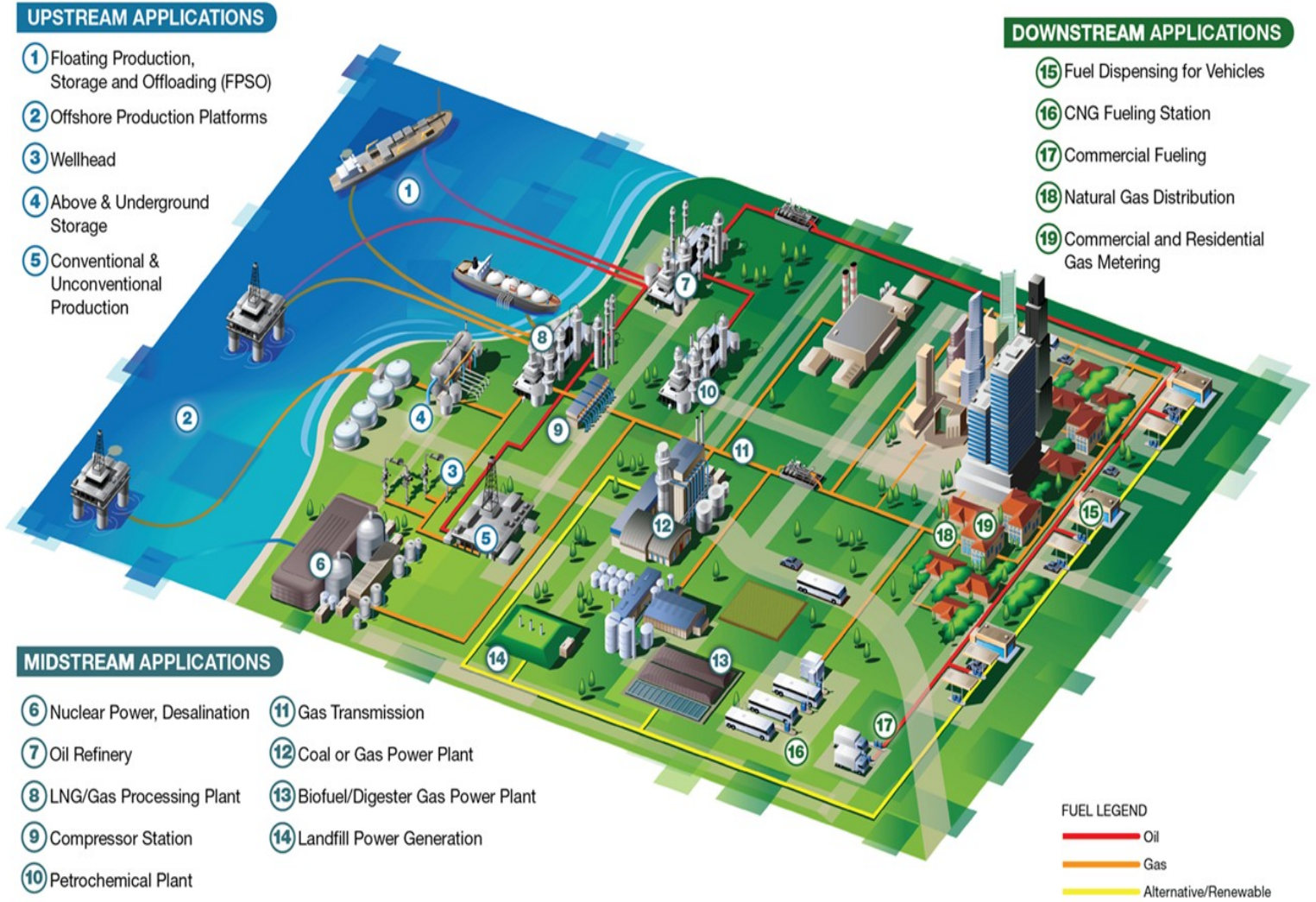
Infrastructure Solutions goes to market under the Dresser Roots and Dresser products (including the Mooney®, Becker®, Texsteam®, RCS®, Andco®, and Blackhawk®) brand names. Dresser Roots and Dresser manufacture and provide products, solutions, and aftermarket support for natural gas measurement, regulation, control, and pipeline integrity applications consisting of production, gathering, processing, transmission, storage, power generation, and local distribution.

Measurement and Distribution goes to market under the Dresser Wayne and Dresser brand names. Dresser Wayne and Dresser supply fuel dispensers, pumps, point-of-sale (POS) systems, forecourt controllers, outdoor payment devices, and technology. It also supplies compressed natural gas (CNG) fueling stations and other related end-user refueling accessories such as high-precision fuel meters, vapor recovery products, and electronic media applications at the pump.

Power and Compression goes to market under the Dresser Waukesha brand name. Dresser Waukesha designs, manufactures, and provides aftermarket support for natural-gas-fueled engines used primarily for natural gas compression in all stages of natural gas production and transmission, as well as for distributed electrical power generation, including combined heat and power.

A Leader Across the Energy Value Chain

Dresser manufactures and markets highly-engineered products and related services for mission-critical applications throughout the energy value chain.



Brands

Dresser Consolidated & Dresser Masoneilan Profile

Dresser Consolidated and Dresser Masoneilan are leadership brands within Dresser's Flow Technologies business segment. These brands manufacture and provide control valves, safety valves, pressure-relief valves, instrumentation, software, and aftermarket services. These products and services are used in a diverse range of energy infrastructure applications including oil and gas production, transportation, storage, refining, and petrochemical processing, and in coal, gas, and nuclear power generation.

Dresser Consolidated and Dresser Masoneilan brands have been dedicated to the advancement of valve and process control technology since 1852. They have helped create standards in the flow control industry, such as valve sizing, which was adopted as an industry standard by the American Society of Mechanical Engineers. The brands' depth of experience and understanding of how valve technology fits into customers' applications have enabled Dresser Consolidated and Dresser Masoneilan to build long-standing partnerships with some of the world's top oil and gas, power generation, refining and petrochemical, and nuclear power companies.

The brands' broad portfolio of products, combined with a global sales and service network, positions Dresser Consolidated and Dresser Masoneilan as some of the most preferred global flow technologies solution providers. In addition, their technical experience and product knowledge position them as one of few global vendors that can meet the needs of the most demanding energy and power generation customers, including products specially designed for turbine bypass, anti-surge, boiler feedwater, boiler protection, and other severe-service applications.

Dresser Consolidated and Dresser Masoneilan are well known for their innovations, such as the SMART® technology digital product line, which allow remote calibration, faster and more efficient commissioning, and improved preventive maintenance practices, and which can help customers avoid unexpected downtime. The brands recently introduced the SVI II ESD Emergency Shutdown Device, which is certified as a SIL 3 to provide customers with an emergency shutdown valve for critical applications.

Financial performance

Dresser Consolidated and Dresser Masoneilan make up approximately 38 percent of Dresser's revenue.

Technological innovations

Thermodisc™ temperature-compensating disc, Maxiflow® valves, ValvKeep valve maintenance software, Camflex® universal, standardized valve, Lo-dB® high-pressure control valve, and LincolnLog® high-pressure axial flow liquid letdown valve.

Primary markets

Oil and gas, conventional and nuclear power, and petrochemical.

Applications

Turbine bypass, anti-surge, boiler feedwater, boiler protection, and process automation.

Customers

Areva, Korea Hydro & Nuclear Power, Petrobras, China National Nuclear Corporation, Tokyo Electric Power Company, ExxonMobil, Bechtel, Fluor, Westinghouse, Dow, FPL Group, and China Guangdong Nuclear Power Group.

Brands

Dresser Wayne Profile

Dresser Wayne is a leading brand within Dresser's Measurement and Distribution segment. It supplies fuel dispensers, pumps, point-of-sale (POS) systems and forecourt controllers, outdoor payment devices, and technology. It also supplies compressed natural gas (CNG) fueling stations and other related end-user refueling accessories, such as high-precision fuel meters, vapor recovery products, and electronic media applications at the pump. The brand's products have dispensed more than 1 trillion liters of fuel in more than 100 countries.

Through the years, Dresser Wayne acquired and partnered with several successful companies to bring customers more integrated, ground-breaking solutions. After a merger with Dresser Industries in 1968, the company was poised to meet the massive market need for fuel dispensers in response to the advent of lead-free gasoline. Shortly after, the company opened its Austin, Texas world headquarters to continue its deeply-rooted legacy through a commitment to ongoing industry leadership and innovation.

Dresser Wayne is forging new directions with advanced technology that enables fuel retailers to do more with less. It is leading the way with technological advances on multiple fronts, from eco-fuel solutions and regulation-compliant pay-at-the-pump security to multimedia marketing and groundbreaking site-control systems.

Many technological advances in the fuel dispensing industry can be attributed to Dresser Wayne. After the introduction of its first gasoline pump in 1907, the company grew quickly. The first "visible" pump was introduced in 1919 to enable motorists to see and control the amount of gas going into their tanks. Dresser Wayne would go on to introduce the mechanical computing dispenser, the blending pump and the electronic dispenser.

Financial performance

Dresser Wayne makes up approximately 30 percent of Dresser's revenue.

Technological innovations

The first customer-activated terminal, Fusion™ forecourt controller system, iXPay secure payment terminal, self-service consoles, fuel-blending dispensers, in-pump card readers and cash acceptors, Wayne-TRAC, the only in-pump radio frequency identification (RFID) payment system custom designed for the retail petroleum industry, and dispenser-mounted touch-screen payment and communication systems.

Primary markets

Retail petroleum service stations, high-volume retailers, commercial fleet fueling, compressed natural gas, and renewable fuels.

Applications

Dispensers, secure payment platforms, control systems, and technology.

Customers

Tesco, BP, Shell, Crown, ConocoPhillips, Total, ExxonMobil, HEB, MOL, Safeway, Chevron, St1, and Eni.

Brands

Dresser Waukesha Profile

Dresser Waukesha is a leading brand within Dresser's Power and Compression segment. It designs, manufactures, and provides aftermarket support for natural-gas-fueled engines used primarily for natural gas compression in all stages of natural gas production and transmission, as well as for distributed electrical power generation, including combined heat and power.

Dresser Waukesha focuses its engine design and development efforts on emissions and fuel flexibility to ensure customers' engine investment is solid for the life of the product, even in a changing regulatory environment.

Dresser Waukesha knows something about market leadership; it's been manufacturing and selling engines for the natural gas compression and distributed power generation industries for more than a century. The brand produces natural gas engines up to 4,835 horsepower, power generation packages with cleaner emissions and engines that conserve natural resources by delivering more power on less fuel, or that run on digester (bio-waste) gases.

Its power systems and compression products are sold both directly to end-users and through a network of independent distributors around the world. In addition to selling stand-alone engines, Dresser Waukesha provides customers with a variety of services and equipment packages. It also offers customers technical training and local regional customer support via factory-authorized training centers in Thailand and Brazil that supplement the Waukesha training center and field troubleshooting worldwide.

Dresser Waukesha's longevity is based on a reputation of providing one of the most reliable and durable engines in the industry. Its engines have accumulated millions of hours of running time in mission-critical installations globally. In many cases, they run continually even in the most extreme weather conditions. As an example of this high performance, one of its engine-driven generator sets has supplied continuous electricity for the town of Porvenir, the capital of the Chilean Province of Tierra del Fuego, for more than 25 years.

Financial performance

Dresser Waukesha makes up approximately 14 percent of Dresser's revenue.

Technological innovations

The low-emission, high-efficiency APG 1000 engine, the Waukesha Cooperative Fuel Research Engine, the Waukesha 275GL+ with low emissions and the CFR, a small engine used to measure fuel combustion characteristics, which is the only fuel-rating unit approved by ASTM International.

Primary markets

Gas compression, distributed power generation, and mechanical drive.

Applications

Gas compression, mechanical drives, power generation.

Customers

ENERFLEX, Bidell Equipment, Shell, Chevron, BP, Petrobras, Valerus Compression Services, Exterran, and DCP Midstream.

Brands

Dresser Roots Profile

Dresser Roots and Dresser products (including the Mooney®, Becker®, Texsteam®, RCS®, Andco®, and Blackhawk® brand names) are leading brands within Dresser's Infrastructure and Solutions segment. These brands are leading manufacturers of highly engineered products for mission-critical applications along the natural gas value chain, and in pressure and vacuum applications in energy, wastewater treatment and general industrial markets around the world.

The brands manufacture and provide products, solutions, and after-market support for natural gas measurement, regulation, control and pipeline integrity applications including production, gathering, processing, transmission, storage, power generation, and local distribution.

The brands' products help global customers reduce operating costs, improve efficiency, and increase uptime while helping them meet increasingly stringent environmental goals and local, federal, and global regulations.

Financial performance

Dresser Roots and Dresser products make up approximately 18 percent of Dresser's revenue.

Technological innovations

Roots rotary positive displacement blower receives the highest award at the Paris World's Fair.

Primary markets

Gas distribution and transmission, water, wastewater, oil and gas processing, coal gasification, and metal processing.

Applications

Blowers, centrifugal compressors, and vacuum pumps.

Customers

Duke Energy, Ferguson, Hughes, Linde Group, National Grid, Mcjunkin Corporation, Towngas, Italgas, Camuzzi Gas Pampeana, Gazprom, Atmos Energy, Sempra Energy, and Midrex Technologies.

Leadership Bios

Business Leaders



Barry Glickman
President, Flow Technologies

Barry Glickman is President of the Flow Technologies Segment of Dresser, Inc. Most recently he served as President of Dresser Inc.'s Power and Compression segment. Prior to joining Dresser in April 2008, Mr. Glickman worked at GE for 10 years in various roles within GE Energy where he held roles ranging from General Manager for GE Distributed Energy, Chief Marketing Officer for GE Security to General Manager for the Jenbacher gas engine division of GE Energy. Prior to GE, he was a management consultant at McKinsey & Co., where he specialized in the electric utility and oil and gas industries.



Daniel Jezerinac
President, Infrastructure Solutions

Daniel E. Jezerinac is President of the Infrastructure Solutions Segment of Dresser Inc. Before taking this position in 2006, he served as President of the On/Off Valve Division of Dresser and the Vice President of the Dresser Roots Business Unit. Mr. Jezerinac joined Dresser in 1977 as a Field Engineer and held various sales and operations positions, including Vice President, Sales and Marketing for the Sperry-Sun Drilling Services.

Leadership Bios

Business Leaders

Neil H. Thomas

President, Measurement and Distribution



Neil H. Thomas is President of the Measurement and Distribution Segment of Dresser Inc. He previously served as President of Dresser Wayne North America and as Vice President, Global Business Development. Prior to joining Dresser in 2003, Mr. Thomas served as Vice President, Marketing for Tokheim Corporation. He was a strategic management consultant with Arthur D. Little from 1998 to 2001 and previously served in several sales, marketing and planning roles with Chevron Corporation in the United Kingdom.

Brian White

President, Power and Compression



Brian White is President of the Power and Compression segment of Dresser, Inc. Mr. White previously served as Vice President, Reengineering, and before that Vice President of technology of Dresser Equipment Group Inc. Prior to joining the group, he was with Sperry-Sun Drilling Services as Vice President of Manufacturing, Program Director and other senior roles working on the company's MWD systems. He began his career in 1976 as a maintenance engineer with Caterpillar before moving to Orbit Controls as a design engineer working on the design, installation, and commissioning of industrial control systems.

FAQs

What is Dresser's Primary Business?

Dresser Inc. is a global leader in providing highly engineered infrastructure products for the global energy industry across the energy value chain. Leading brand names within the Dresser portfolio include Dresser Wayne® retail fueling systems, Waukesha® natural-gas-fired engines, Masoneilan® control valves, Consolidated® pressure-relief valves, and ROOTS® blowers and rotary gas meters. The company has manufacturing and customer service facilities strategically located worldwide and a sales presence in more than 150 countries.

When was Dresser founded?

Solomon Robert Dresser (1842-1911) founded the company on May 11, 1880, upon receiving a patent for an innovative “packer,” a new type of coupling he devised for drillers to prevent leakage and keep oil and water separated underground. This year marks Dresser's 130th anniversary.

What products does the company manufacture?

Dresser manufactures equipment for exploration, development, production, refining, storage, transportation, distribution, and measurement of oil and gas products for the oil and gas industry. The company manufactures applications for natural gas, biogas, landfill gas, sewage gas, coal, nuclear, and hydroelectric power generation for the power generation industry. Dresser manufactures products used in the natural gas distribution industry, including natural gas applications for transportation, infrastructure installation, natural gas distribution, and custody transfer measurement.

Where is Dresser's World headquarters?

15455 Dallas Parkway, Suite 1100
Addison, TX 75001
United States

How many people does Dresser employ?

Dresser has approximately 6,300 employees around the world.

FAQs

In what countries does Dresser operate?

Dresser has manufacturing and service facilities in over 30 countries and serves customers in more than 150 countries.

What is Dresser's approach to sustainability?

Dresser is committed to the continued development of environmentally friendly products that enable customers to reduce their environmental impact and improve their operating performance while increasing profitability.

This "green means green" strategy is deeply rooted in the company's DNA. As far back as the 1950s, Dresser was producing biogas engines that enabled customers to dramatically reduce their environmental impact. These efforts continue today. A few examples include solar-powered Texsteam pumps, zero-bleed Becker valves that eliminate natural gas leakage, and engines that run on animal waste, which prevents methane, a potent greenhouse gas, from being emitted into the atmosphere.

For what technology innovations is Dresser known?

Dresser is known for many significant technology innovations in the energy industry over the span of 130 years. Solomon Dresser founded the company with a unique packer coupling which virtually prevented leakage and, for the first time, kept oil and water separated underground. The first gasoline pump was released on the market in 1907. Among the more recent innovations are the Becker zero-bleed valve, the Waukesha 275GL+ with low emissions, the Wayne highly secure payment systems, Fusion forecourt controller, Masoneilan advanced control technology with Smart Valve Interface (SVI) digital valve positioner, Waukesha Engine System Manager, and the Wayne Ovation iX dispenser and the iX technology platform.

FAQs

Who are Dresser's customers?

Dresser serves companies operating in the oil and gas, power generation, and natural gas distribution industries. The company serves an extensive customer base, including many of the world's major multinational and regional oil and gas companies, multinational engineering and construction companies, Fortune 1000 firms, as well as comparable regional companies in more than 150 countries around the world.

How does Dresser differentiate itself from the competition?

Dresser has several competitive strengths that differentiate it from the competition. These strengths include a focus on products in the energy infrastructure value chain; global presence and market leadership; recognized brands; a broad portfolio of products with a reputation for technical excellence, product performance, and reliability; long-standing customer relationships; and its integrated solutions capability. Additionally, Dresser is one of the few companies that covers the entire energy value chain with offerings for upstream, midstream, and downstream applications.

How is Dresser Inc. related to the company that was known as Dresser Industries?

Dresser Inc. is the current entity of what used to be known as Dresser Industries.