

# Dresser-Rand + 3

**DRESSER-RAND RECENTLY** completed three acquisitions. Each is consistent with the company's commitment to a "bolt-on" acquisition strategy to expand services to its clients and acquire products, services, and technologies that enhance market positions. (For insights into managing D-R's growth strategy, see Rossi's article on next page.)

**PETER BROTHERHOOD LTD.**  
(JULY 2, 2008)

Dresser-Rand's UK subsidiary, Dresser-Rand Company Ltd., completed the acquisition of certain assets of Peter Brotherhood, Ltd., a company that specializes in the design and manufacture of steam turbines, reciprocating gas compressors, gas packaged combined heat and power systems (CHP), and gearboxes. The Peter Brotherhood business had sales of approximately \$100 million in fiscal year 2007.

Stephen Fitzpatrick, managing director of Peter Brotherhood, commented, "Dresser-Rand recognized the success we have forged by a clear set of values focusing on customer care and satisfaction and the delivery of great products by a highly motivated and successful workforce."

**ENGINUITY LLC**  
(AUGUST 8, 2008)

Dresser-Rand acquired the assets of Enginuity LLC, a private, U.S.-based provider of combustion and catalytic emissions technology solutions, controls and automation, and after-market services for reciprocating gas engines used in the gas transmission market. In 2007, Enginuity reported sales of approximately \$16 million. In connection with this acquisition, Dresser-Rand established its Gas Engine Technology Center in Fort Collins, Colorado, headquarters to Enginuity since 1999.

Chad Fletcher, founder and CEO of Enginuity, observed, "The well-established Dresser-Rand brand provides the platform whereby Enginuity can realize its vision of 'bringing energy and the environment into harmony.'"

**ARROW INDUSTRIES, INC.**  
(AUGUST 29, 2008)

Dresser-Rand Services, LLC, acquired all of the stock of Arrow Industries, Inc., a premier provider of foundation and mechanical services for reciprocating engines and compressors used in the North American pipeline industry. In 2007, Arrow reported sales of approximately \$30 million.

Arrow's diverse servicing expertise supports Dresser-Rand's Applied Technology strategy and will enable it to develop markets that are expected to increase earnings. ■

