

FLUID HANDLING INDUSTRY ANNOUNCED TRANSACTIONS 2011



Global Equity Consulting, LLC

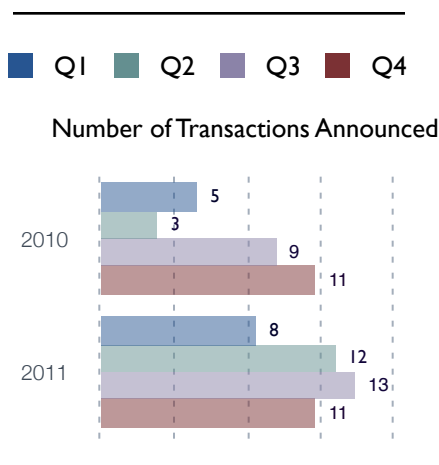
Market Report Winter 2012

February 2012

Global Equity Consulting LLC and City Capital Advisors have compiled a list of pump industry transactions announced in 2011

Deal Activity Level

The transaction listing presented shows a dramatic increase in deal activity in 2011 over 2010: 44 deals in 2011 compared to 28 the prior year, a 57% increase. As shown below the deal activity ramped up significantly starting in the third quarter of 2010, and was basically steady throughout 2011 at that level.



Most Active

The most active acquirers in 2011 with multiple announced transactions were:

- Colfax Corporation
- Dover Fluid Management
- Flowserve Corporation
- HMS Group
- ITT Corporation
- Sulzer Ltd.

Transformational Deals

Deals that appear to fundamentally change the size, market scope or nature of the core business:

- Colfax acquisition of Charter International
- Dover Fluid Management acquisition of Harbison-Fischer
- HMS Group IPO
- ITT spin off of water related and defense businesses into separate standalone companies.
- SPX acquisition of ClydeUnion Pumps
- Sulzer acquisition of Cardo Flow Solution

Other Notable Deals (+ \$250m)

- Lufkin acquired Quinn's Oilfield Supply
- National Oil Well Varco acquired Ameron International
- Pemira acquired BakerCorp
- Pentair acquired Clean Process Technologies
- Wärtsilä acquisition of Hamworthy
- Wood Group sale of Well Support Division to GE Oil and Gas

This information has not been independently verified by Global Equity Consulting or City Capital Advisors. The information is not intended to be used for valuation, market comparison or other transaction-related purposes.

Contact us for additional information on the listed or other transactions

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Global Equity Consulting and City Capital Advisors

provide senior level advisory services for:

- Merger & acquisition support, including buy-side and sell-side representation
- Debt and equity capital formation
- Leveraged buyouts
- Ownership recapitalization

Our focus is manufacturing, distribution and industrial services companies in the Fluid Handling and Flow Control Industries.

Tom Haan, principal of Global Equity Consulting, has over 40 years experience in the Fluid Handling and Flow Control Industries.

The partners at City Capital Advisors have completed over 400 transactions.

Compiled by Global Equity Consulting, LLC and City Capital Advisors

FLUID HANDLING INDUSTRY MERGER & ACQUISITION ANNOUNCED TRANSACTIONS 2011

Company	Deal	Announce Date	Comments	Terms	Estimated Transaction Value
Artificial Lift Co.	Secures private equity funding from Lime Rock Partners	June 2011	Artificial Lift Co. (ALC) is a Houston based provider of rigless electric submersible pump solutions to the oil and gas market in the U.S., the Middle East and North Africa. The capital support from Lime Rock Partners will enable ALC to expand more rapidly into other markets.		
Atlas Copco	Acquires JC Carter, LLC	February 2011	JC Carter produces cryogenic submerged motor pumps for liquid natural gas regasification and liquification and natural gas liquid processing. 2010 sales were approximately \$25 million.		
AxFlow	Acquires Chemo-Invest Specialpumpar	May 2011	The acquisition of Chem-Invest Specialpumpar makes AxFlow the largest distributor of PD pumps in Sweden with a product portfolio that includes: Hermetic, Waukesha, Lewa, Maag, Richter, Habermann and Schmidt pumps.		
AxFlow	Acquires TM-Palvelu Oy	June 2011	The acquisition of TM-Palvelu Oy strengthens AxFlow's pump maintenance and after sales service in Finland for power plants, liquid terminals, chemical plants and pulp and paper mills.		
Carver Pump	Acquires Delta P Systems, Inc.	July 2011	Delta P Systems, Inc. based in Ormond Beach FL. Manufactures water booster pump systems.		
Colfax Corp.	Acquires Rosscor Holding BV	February 2011	Rosscor Holding is a supplier of multiphase pumping (MPP) and related technologies for the oil & gas market worldwide. Rosscor sales for 2010 were approximately \$31.5 million. Rosscor has approximately 70 MPP installations.		
Colfax Corp.	Acquires Charter International plc	September 2011	Charter's Howden division will complement and extend Colfax's existing fluid handling business. Charter's ESAB welding and cutting solutions business will become the foundation of a new growth platform for Colfax.	Cash and stock £7.30 per share in cash and a fixed ratio of 0.1241 Colfax common share per Charter share	\$2.4 billion
Crane ChemPharma Flow Solutions	Acquires WT Armatur GmbH & Co KG	July 2011	WT Armatur manufactures bellows sealed globe valves and specialty change-over valves.		\$38 million
Dover Corp. Fluid Management Segment	Acquires Harbison-Fischer Inc.	January 2011	Down-hole rod pumps and related equipment for the oil patch. HF 2011 sales were estimated at \$160 million. Dover expects the transaction to be accretive to 2011 earnings per share.		\$402.5 million
Dover Corp. Fluid Management Segment	Acquires Oil Lift Technology Inc.	October 2011	Based in Calgary Alberta, Canada Oil Lift Technology designs and manufactures progressive cavity pump products within the artificial lift market. The acquisition provides Dover Fluid Management with an expanded product line and enhanced technical service capabilities to meet customer's artificial lift needs.		
Dover Corp. Fluid Management Segment	Acquires Tianjin RedScrew Pump Manufacturing Technology Co Ltd.	November 2011	The RedScrew Pump brand includes twin and triple screw pumps with patented technology, as well as multiphase and specialty pumps for a range of markets including oil and gas, petrochemical and marine.		\$402.50 million
Ebara	Sold Hydro Turbine business to Voith Fuji Hydro	April 2011	Ebara will now focus on its fluid machinery equipment business: pumps, compressors, turbines, refrigerators and chillers. Ebara will continue to produce hydraulic turbines for power recovery outside electric power generation such as reverse osmosis desalination and reverse pump hydraulic turbines.		
Flowserve Corp.	Acquires FEDD Wireless LLC	April 2011	FEDD has developed proprietary technologies in wireless data acquisition, transmission and integration and manufacturers sensors, transmitters, receivers, and intelligent repeaters. The technology is an enabler for asset data management and optimization services.		\$1 million
Flowserve Corp.	Acquires Lawrence Pumps Inc.	October 2011	Lawrence is a manufacturer of highly engineered critical service centrifugal pumps used primarily in the petrochemical and oil and gas industries. For 2011 Lawrence expected sales of \$50 million and EBITDA of approximately \$10 million.	Cash	\$89.0 million
Franklin Electric Co.	Acquires 80% share of Impo (Turkey)	March 2011	Impo is a manufacturer of groundwater pumping systems with annual sales of approximately \$25 million.		\$25.0 million
Gardner Denver Inc.	Acquires Robuschi SpA	October 2011	Robuschi manufactures blowers, pumps and associated packages for a number of end markets including wastewater, mining, power generation and general industrial applications. Annual revenues are €70 million (\$97.0 million).		€152 (\$228 million)
Garlock Sealing Technologies LLC	Acquires ONE-UP Pump Diaphragm business from WL Gore	August 2011	GST will continue to exclusively use Gore's PTFE material to manufacture the ONE-UP family of products.		
Greenbriar Equity Group LLC	Acquires Ryan Herco Flow Solutions from Morgenthaler Private Equity	April 2011	Ryan Herco is a distributor of corrosion-resistant fluid handling, filtration and flow control products in the U.S. and Asia. RHFS has 27 distribution centers in the U.S. and one in Singapore.		

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Hamworthy	Acquires AW Flow Holdings Ltd.	October 2011	The AW Flow range of valves complement Hamworthy's existing pump range. The acquired business will be merged with Hamworthy's Pumps Systems business to form the Hamworthy Flow Solutions Division.		31.96 million
Hayward Industries, Inc.	Acquires majority interest in Clevaquip Pty Ltd.	July 2011	Clevaquip, based in Melbourne, Australia is a distributor of swimming pool products including pumps and filters.		
Hitachi Plant Technologies	Acquires 70% stake in Saihati Weir Engineering Services Co Ltd.	December 2011	Saihati Weir has two service and maintenance shops in Dammam Saudi Arabia. They service and maintain motors, pumps, compressors and other industrial equipment.		
HMS Group	Acquires 57% of Belarus based, centrifugal pump manufacturer Bobruisk Machine Building Plant	August 2011	The acquisition provides HMS with "hot cycle" oil refining pumps to complement its existing line of "cold cycle" oil refining pumps and is consistent with the HMS strategy to provide more integrated solutions in oil refining and petrochemicals.		\$9.60 million
HMS Group	Acquires 98.59% of oilfield equipment manufacturer Sibneftemash	August 2011	Located in the Tyumen region of the Russian Federation, Sibneftemash designs, manufacturers and supplies a range of equipment, including cementing pumps, for the drilling and production of oil and gas as well as well servicing.		RUB1 1.29 billion (\$45.92 million)
Hydraulic Machines & Systems (HMS)	IPO on London Stock Exchange	January 2011	HMS is one of the major pump producers in Russia serving the oil & gas, power generation and water industrial segments. HMS started trading on the London Stock exchange at \$8.25 per share compared to the expected range of \$9.25 to \$12.00 per share.	Cash	\$360.0 million
Indutrade	Acquires Torell Pump AB	July 2011	Torell, based in Sweden, sells pumps, compressors and equipment for cleaning sewage and waste water.		
Interpump Group SpA	Acquires Galtech	July 2011	Based in Rggiao Imilea, Italy Galtech specializes in gear pumps, motors, directional control valves and and components.	50% cash and 50% Interpump Group shares	€3.3 (\$4.66) million
ITT Corp.	Spin off of water related businesses and defense businesses into separate stand-alone companies.	January 2011	The water related business, with the new name Xylem, will combine Residential & Commercial Water, Flow Control and Water & Wastewater. The industrial pump business will remain as part of ITT Corporations businesses.	1:1 stock distribution On 17 Oct 2011 of 185 million shares	
ITT Corp.	Acquires Blakers Pump Engineers	October 2011	Headquartered in Perth, Western Australia Blakers is a distributor of process and industrial pumping equipment and has multiple service center locations throughout Australia. Sales for fiscal 2011 were USD \$27 million. Blakers packages, tests, commissions and services ITT Goulds Pumps' complete range of horizontal and vertical heavy-duty centrifugal pumps for the oil and gas, mining, chemical, water treatment, pulp and paper and general industrial markets in Australia.		\$15.78 million
Lufkin Industries	Acquires Quinn's Oilfield Supply	September 2011	Quinn's, based in Red Deer, Alberta CA is one of the largest reciprocating rod pump manufacturers in North America and its GrenCo Industries subsidiary manufactures and distributes progressive cavity pumps as well as related equipment. Quinn's has 51 service locations in the oil and gas producing areas of North America.	Cash	\$303 million
National Oilwell Varco, Inc.	Acquires Ameron International Corp.	July 2011	Ameron specializes in highly-engineered products and materials for the chemical, industrial, energy, transportation and infrastructure markets including fiberglass composite pipes and fabricated steel products.	Cash	\$777 million
Pemira	Acquires BakerCorp with BakerCorp management	April 2011	BakerCorp, a provider of containment, pumping, filtration and shoring equipment rental solutions, will continue its expansion into new geographic regions in North America, Europe and other international markets.	Cash	\$960 million
Pentair	Acquires Norit Holdings BV Clean Process Technologies (CPT) Division from PE firm Doughty Hanson	April 2011	The acquisition provides Pentair with proprietary technology in filtration and membrane products for the water and beverage markets worldwide.		\$705 (€503) million
PeopleFlo	Sold EnviroGear to Dover Pump Solutions Group	February 2011	EnviroGear product line is a range of mag-drive internal gear pumps.		
Ruhrpumpen	Acquires majority in Tigerflow Systems, LLC	May 2011	Tigerflow Systems, LLC is based in Dallas, TX and manufactures packaged pumping systems for domestic water, fire, HVAC, industrial, heat transfer, municipal, landscape irrigation and custom controls. The agreement provides Tigerflow access to Ruhrpumpen's worldwide distribution network and allow Ruhrpumpen to increase its competitiveness in pumping packages.		
Schlumberger	Acquires remaining 47.25% of Framo Engineering	June 2011	Framo Engineering specializes in multiphase and subsea pump systems for the oil and gas industry. The company employees approximately 500 people mostly in Norway. Schlumberger has held a 52.7% stake in Framo Engineering since 2007.		
SPX	Acquires ClydeUnion Pumps	August 2011	ClydeUnion Pumps was formed by the combination of the former Weir Pumps business (acquired in 2007 for £48 million and Union Pumps (acquired from Textron in 2008). This acquisition provides SPX with well recognized brands and global capabilities for the power and energy markets.	£565 cash plus £185 subject to an earnout agreement based on future performance.	£750 million (\$1.22 billion)



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Sulzer	Acquires Cardo Flow Solutions Business	April 2011	Cardo Flow Solutions is a full line supplier of pumps and related equipment to wastewater market. 2010 sales of approximately \$579 million (CHF 463 million), adjusted EBITD of \$84 million (CHF 67) million (14.5% EBITDA margin).	Cash	\$1.065 billion (CHF 858 million).
Sulzer	Acquires Hidrotecar SA	November 2011	Based in Burgos, Spain Hidrotecar adds a new manufacturing, assembly and service facility mainly serving water customers in Europe, the Middle East and Africa.		
Tencarva Machinery Co.	Acquires GPM Industries and GPM Environmental Inc.	October 2011	The acquisition provides Tencarva with its first locations in Georgia and extends their market coverage for many of their key product lines such as Goulds, John Crane, Lightin and ITT ProServices.		
United Rentals, Inc.	Acquired Blue Mountain Equipment Rental Corp.	November 2011	Blue Mountain is a pump rental company with locations in Pennsylvania and West Virginia		
Wärtsilä Technology Oy Ab	Acquires Hamworthy plc	November 2011	Hamworthy manufacturers and supplies specialist equipment including pumps and services to the marine, oil and gas and industrial sectors. Wärtsilä believes strongly in the marine gas market and the rapidly evolving environmental market.	Cash £8.25 per share	£383 (\$605) million
Weir Group plc	Acquires HIM Tech Co Ltd.	June 2011	Based in Ansan South Korea, near Seoul, HIM Tech Co Ltd. designs and manufacturers control and choke valves for severe service. The acquisition enables Weir to add local content in Korea and provides links to Korean contractors who supply both the Korean and International markets.		
Windjammer Capital Investors	Acquires JWC Environmental	August 2011	Located in Costa Mesa, CA JWC manufacturers and services grinders, screens and processing systems, including the Muffin Monster sewage grinder.		
Wood Group	Sold Well Support Div. to GE Oil & Gas	February 2011	Wood's Well Support Div. includes electric submersible pumps (ESP), pressure control and logging services. The ESP product line, variable speed controls and system integration serves the oil and gas industrial segment worldwide. Well Support Division sales for 2010 were \$947.1 million, EBITDA Of \$165.9 million and EBIT of \$128.1 million.	Cash	\$2.8 billion

Currency conversions are done at the average exchange rate for the month the transaction was announced.

Sources: Capital IQ, Elsevier:Pump Industry Analyst, Company Announcements and SEC Filings.