



Westerman



ENTERPRISE

VOLUME 16, ISSUE 2

S P R I N G | 2 0 0 7

Westerman Controls enters the oilfield market

Westerman Companies Controls Division is promoting a new application of its technology expertise. In February 2007, the Controls Division—a long-time SCADA (Supervisory Control and Data Acquisition) provider and integration expert for the water and wastewater industries—began implementation of a project aimed at applying the advantages of SCADA and remote monitoring/control/condition reporting of field devices to a new marketplace: oil and gas exploration and production.

The oil and gas market is deeply rooted in the heritage of Westerman Companies. In fact, Westerman Companies was founded in 1909 as a manufacturer of oil and gas wellhead equipment. This product line has continued to evolve and is a mainstay of the Westerman Companies corporate profile today. We are very pleased to announce that we are taking our expertise from two areas—manufacturing and technology—and merging them to provide new advantages to our customers. What does this mean to our oil and gas producers? Westerman Companies can now provide a more complete package for wellhead, transfer station, or plunger lift applications...complete with the opportunity to monitor and control operations from any location with an internet connection. Communication from the remote locations of the oil and gas equipment is accomplished through the use of satellites, cellular phone, radio, and phone lines.

Westerman Companies Controls Division also has a new host software package. This software will enable Westerman Companies Controls Division to demonstrate our capabilities to customers using live data being gathered from locations in Ohio, Pennsylvania, Tennessee, or anywhere the system is in use. We welcome and invite our customers to visit our corporate headquarters in Bremen, Ohio, to see this technology at work first-hand.

Westerman Companies Controls Division has many years of experience in developing and integrating monitoring and control systems for remote devices to our customers' specifications. We look forward to developing this area of our business and providing our customers the synergistic effect of a one-stop shop. While we are excited about this new area of focus, we also look forward to continuing our support of our existing customers and owners of systems in the water and wastewater markets.



Check out our new website...
www.westermancompanies.com

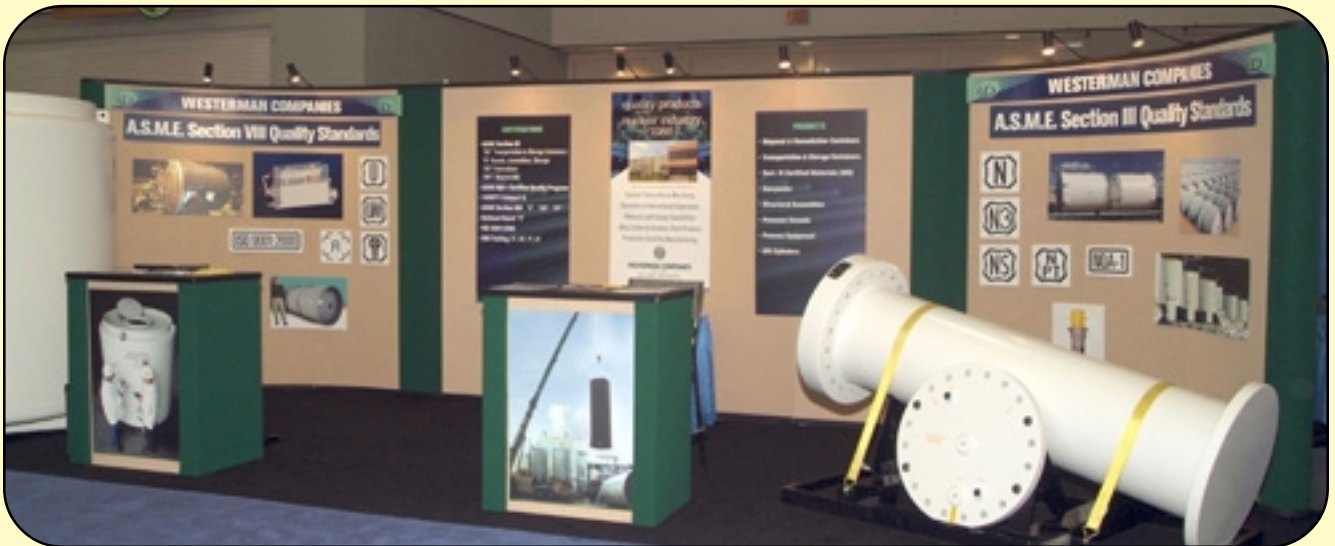
Westerman attends Tucson Nuclear Show

For the third year, representatives from the Westerman Companies attended the Waste Management Symposium in Tucson, AZ. Jim Christian, Damian Schmelzer, and Franz Schmidt worked in the Westerman booth, where we displayed a variety of nuclear remediation products for the industry. "This show offers Westerman a great opportunity to present both ASME Section VIII and Section III manufactured products, a leading source for future business potential," says Jim Christian, Director of Business Development.

The annual meeting addresses multiple issues surrounding

radioactive waste management, and is international in scope with more than 20 countries represented.

The meeting is traditionally hosted, sponsored, and organized by a large segment of the nuclear energy industry. Organizations involved include ANS (American Nuclear Society), ASME (American Association of Mechanical Engineers), INE (Institute of Nuclear Engineers), NEA (Nuclear Energy Agency), US DOE (Department of Energy), IAEA (International Atomic Energy Agency), US NRC (Nuclear Regulatory Commission), the World Nuclear Association, plus a host of others in the field.



Wooster Tool begins new quality program

The Wooster Tool and Supply Company successfully completed its triennial ASME joint review in December, 2006. The U-stamp and National Board R stamps were renewed.

Additionally, Wooster Tool demonstrated our capabilities for the manufacture of multiple duplicates by establishing a quality program in compliance with UG-90 (c)(2) provisions in the ASME Code Section VIII, Division 1.

The UG-90(c)(2) system allows for the manufacture of multiple duplicates in a more efficient and cost-effective manufacturing setting. Two full shifts of Code production activities will be continuing in order to enhance our delivery and manufacturing capabilities. The manufacturing methods change and the inspection responsibilities shift, but the high quality of the product will not change.

"We feel this move toward a multiple duplicate manufacturing setting will allow us to better serve our customers, meet delivery

deadlines, and maintain the level of quality our customers are familiar with," says Brooke Conrad, VP, Quality Assurance.

ASME Code inspection and monitoring will be by our authorized inspection agency, HSB-CT, to ensure that the quality of our products remains in compliance with ASME Code and our high corporate standards.

The Westerman Companies have joined the Pressure Vessel Manufacturers Association. The PVMA is the national organization representing manufacturers of pressure vessels made in accordance with ASME Code Section VIII, and suppliers of materials and services to the pressure vessel fabricating industry. We are excited to join this group, and look forward to working with its member companies in the future.



Westerman's new 3-phase unit

This new 3-phase direct-fired unit is the first in a series of specific pieces of equipment designed and manufactured for the Western oil and gas market. The primary difference between this and our typical Eastern units is that it performs three functions simultaneously: separating oil, water, and gas in a large pressure vessel where well head fluids and natural gas come in direct contact with the unit's burner/heat tube element. Well conditions in the Rocky Mountain area dictate the use of intense heat and quick gas recovery. This unit is one of many that Westerman Companies will introduce as we move into the Western market, and is part of our goal to support our existing customer base as they shift their operations westward.

Personnel News...

Todd Lape is the new Director Controls Division. He was previously Director of Manufacturing.

EMPLOYEE SPOTLIGHT:

John Randall & Greg McDonald

Meet John Randall, the newest addition to the Steel Fab inside sales team. John began his career at Westerman in 1981 as a code welder. In 1984 he was promoted to leadman, and in 1985 was promoted to fab room supervisor. Before his promotion to inside sales, John was plant manager for Westerman's former Alten Engineering Division, a position he had held since 2001. John and his wife, Mary, have a daughter.



Greg McDonald should have been recognized in our last issue's Employee Spotlight on Truck Drivers; he's been a Westerman truck driver since 2000. Greg began his career at Westerman in 1995 in our former FRP Division. He was promoted to leadman in 1997, and held that position until becoming a truck driver. Greg and his wife, Jenny, have two daughters.

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DEDICATED TO QUALITY

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