

SENIOR OPERATIONS EXECUTIVE | INTERNATIONAL OIL FIELD SERVICES

Realizing ambitious logistics and business goals with ultra-lean infrastructures and teams.

- ⇒ Directed 300+ domestic and international pipeline coating projects in the U.S., Latin America, and EMEA.
- ⇒ Built scalable systems and innovative products and services that powered 2500% growth over tenure and \$30 million in annual sales.
- ⇒ Directed field joint application operations on world's then-largest submarine pipeline, Statoil Langede Pipeline Project.

Mr. Benson's responsibility was to oversee the practical field implementation of theoretical and virtually unheard of new technology in some of the world's most inhospitable and remote environments... he distinguished himself as a leader.

- Paul Pool, founder and former CEO of Offshore Joint Services

Resourceful, deliberate supply chain and logistics leader with 20+ years of experience. Direct high-quality, profitable projects in complex field joint coatings, chemical, and equipment manufacturing applications. Develop diversified oil field products and services that spur significant, ongoing growth.

Dedicated to capturing maximum profitability without sacrificing quality. Build lean, multicultural teams; practice continuous process improvement; and use vast sourcing network to find the best price, quality, and proximity of raw materials. Leverage contacts within every major pipeline company to support business development.

Global Supply Chain Management	Logistics	Project Management	Product Development
International Team Building	Crisis Management	Business Development	High-Stakes Negotiations
Health & Safety Compliance	M&A Strategy	Customer Satisfaction	Infrastructure
Requirements	Needs Assessments	Risk Management	Relationship Management

Co-developed and managed operations of multiple products and services for oil and gas pipelines, including:

Field Joint Infill/Mechanical Protection • Pipeline Corrosion Protection Coating • Thermal Insulation
Liquid Epoxy and Polyurethane Systems • Customized Solutions

Professional Experience & Impact

Donald A. Benson and Associates | Houston, Texas | 2010–2012

High-end executive consultancy in energy/oil and gas products and services.

EXECUTIVE CONSULTANT: Counseled material manufacturers on presentation, application, and marketing of their products. Developed actionable reports on suitable uses, potential markets, and projected sales. Performed detailed research, traveling extensively throughout India, Asia, Canada, the U.S., Mexico, Europe, and the Middle East. Strictly avoided any activity that would have violated non-compete agreement with Forum Energy Technologies (**non-compete expired in January 2012**).

- Consulted with corporate clients, each generating \$50 million to \$75 million in sales.
- Sold selected products to companies earning in excess of \$1.5 billion in revenue.

Forum Energy Technologies/Offshore Joint Services, Inc. (OJS) | Houston, Texas | 1991–2010

OJS is one of the world's largest field joint pipe coating specialists in offshore pipelines and onshore spool bases. Sold in 2007 to a private equity group and merged in 2010 into newly formed Forum Energy Technologies.

VP OPERATIONS (1997–2010) | OPERATIONS MANAGER (1991–1996):

Recruited based on previous success in oil and gas industry. Oversaw international operations and crews through significant expansion of business and diversification of product line. Played key role in forming company strategy as member of senior management team. Executive accountability for health, safety, and environmental compliance. Strategized supply chain, warehousing logistics, and budget for up to \$15 million raw materials spend. Built and led global team of 175+ field staff and project management reports, including GM/VP of Far East.

Don has demonstrated his ability to be an efficient operation manager with a sound understanding of the coating requirements and an eye for the human aspects in managing his teams.

- J. Van Heuveln, Dir. of Pipeline Construction at McDermott, 15-year customer of OJS

See next page for examples of organic and acquisitive growth powered by product development and acquisitions...

Professional Experience & Impact, continued

Forum Energy/Offshore Joint Services, Inc. (OJS); continued

Built scalable processes and infrastructure as company grew from 9 to 200+ personnel with \$30 million in sales.

- Improved margins and customer satisfaction by implementing end-to-end vendor management system.
- Lowered project costs and overall operating expenses through continuous process improvement and cost-saving audits, including constant evaluation of raw materials sources.
- Developed reputation for quality and SLA (service level agreement) compliance by implementing standardized approach to project management of complex contracts involving multiple technologies and vendors.
- Supported quadruple-digit growth by nurturing existing client base and reaching out to new prospects.

I can categorically state Mr. Benson's role in the survival and success of OJS was crucial. In addition to his operational responsibilities, he was instrumental in new product development, market strategies, and corporate management.

- Paul Pool, founder and former CEO of Offshore Joint Services

Boosted organic and acquisitive growth, leveraging industry experience to identify promising business opportunities.

- Drove organic growth and eventually launched a successful subsidiary, OJS Coatings LLC, by adding corrosion protective coatings and thermal insulation product lines and application techniques.
- Diversified offerings and increased EBITDA by identifying and executing strategic acquisitions.
- Contributed to high-multiple sale of OJS by building valuable product portfolios and working side-by-side with CEO and CFO to negotiate a favorable purchase agreement.

Don joined the Company as Field Project Manager at a time when revenues were approximately \$1 million... Don played an instrumental role in the subsequent growth of the company to become a global provider of offshore pipeline field joint coating services.

- Andrew L. Waite, former Chairman and interim CEO of OJS

Early Career

- Fostered practical, problem solving business outlook as a Field Project Manager and Field Services Technician working on Cross Country and sub-sea pipelines as an applicator of protective coatings in the US, South America, Middle East, Asia, and West Africa.
- Managed Offshore field coating applications on Brown & Roots' Aramco Marjon Oil Field and ONGC Bombay High Project. Active member of the National Association of Corrosion Engineers (NACE).
- Worked in Saudi Arabia managing coating applications for civil construction.
- Served in Army National Guard—Honorable Discharge.