

# About Hoover's Guide to the Top Texas Companies 2009

The Texas economy is based on businesses as diverse as the state's landscape. Companies range from some of the largest business enterprises in the world (Exxon Mobil), to those that have a secure perch as the largest in their industry (Halliburton, ClubCorp), to the up-and-comers of the high-tech world (Motive, Vignette), to the quintessentially Texan (King Ranch).

This fourth edition of *Hoover's Guide to the Top Texas Companies* is the result of a search of our extensive database of business information for companies headquartered in Texas. We looked for the biggest, the best, the fastest growing, and the most interesting. We see this as part of our mission to make business information readily accessible, and we hope you find this edition useful and easy to use.

*Hoover's Guide to the Top Texas Companies* follows the format of our longtime, popular two-volume *Hoover's MasterList of U.S. Companies*. Like its larger sibling, this edition features our capsule summaries for each company. Additionally, we have included lists of the top companies in this book, organized by sales, employees, profitability, market value, and sales and employment growth.

*Hoover's Guide to the Top Texas Companies* contains essential information on 1,000 companies. In our selection process, we have endeavored to cover all Texas companies traded on the major stock exchanges, the largest and most important private enterprises in the state, major subsidiaries of U.S. and non-U.S. corporations with headquarters in the state, and other large organizations that contribute to the state's economy, such as foundations, sports teams, cooperatives, and universities.

## TEXAS ECONOMIC OUTLOOK

In addition to the information compiled from Hoover's editorial database, we provide an overview of the Texas economy, with an industry-by-industry profile created by First Research, a division of Hoover's and a leading industry intelligence resource. First Research's insightful industry intelligence tools are used by more than 83,000 sales professionals.

## INFORMATION PROVIDED ABOUT THE COMPANIES

Each capsule summary contains a description of the company's products and operations, ownership, and market position if available, as well as the basic information that most people need to locate, communicate with, and evaluate a company. We have included each company's legal name at the top of the entry (or in the text if it is too long), and if available:

- The street address, phone number, fax number, and Web site address;
- The names of the chief executive officer (CEO), chief financial officer (CFO), and human resources (HR) contact;
- The company's status (privately held, public, subsidiary, etc.).

For public companies, we have provided trading symbols and exchanges. Sales and employee numbers are provided for all companies, if available, with generally two major exceptions: Corporate parents do not break out sales for many subsidiaries, and venture capital firms and investment bankers do not provide revenue

numbers. The sales figures for private companies are the most recent available; some are estimated or approximate, as the companies would not divulge exact figures. (All estimated sales numbers are clearly identified as such.) In addition to sales, net income and market values are provided for public companies.

Some companies have joint CEOs or no one titled CEO, although there is someone who functions as the chief executive. In these cases, we have listed after the CEO heading the name of the person who appears first in the company's materials. In smaller companies, sometimes no one individual has the official title of CFO. In those cases, we have listed after the CFO heading the name of the principal financial officer (i.e., the officer who signs off on the company's financial statements).

### **INDEXES**

To help readers easily locate information, we have included three indexes: companies by industry, by headquarters location, and by stock exchange symbol.

### **OTHER HOOVER'S RESOURCES**

Companies in *Hoover's Guide to the Top Texas Companies* that have more in-depth coverage on

Hoover's Online ([www.hoovers.com](http://www.hoovers.com)) are indicated by this symbol: 

Many of these in-depth profiles are also available in the Hoover's Handbook series, including *Hoover's Handbook of American Business* and *Hoover's Handbook of Emerging Companies*. Information on non-U.S. and private companies can be found in *Hoover's Handbook of World Business* and *Hoover's Handbook of Private Companies*. For more information about these or other Hoover's products, call us at 800-486-8666, e-mail us at [orders@hoovers.com](mailto:orders@hoovers.com), or check out [www.hooversbooks.com](http://www.hooversbooks.com).

The best suggestions we receive come from our readers. If you would like to see any additional information included in future editions of this book, we invite your comments via telephone (512-374-4500), fax (512-374-4538), mail (5800 Airport Blvd., Austin, TX 78752), or e-mail ([info@hoovers.com](mailto:info@hoovers.com)).

As always, we hope you find our books useful.

The Editors  
Hoover's, Inc.  
August 2008

**NATIONAL DAIRY HOLDINGS L.P.**

3811 Turtle Creek Blvd., Ste. 1300  
 Dallas, TX 75219  
 Phone: 214-526-2653  
 Fax: 214-526-5425

CEO: Allen Meyer  
 CFO: Kathy Turner  
 HR: Gregg Jones  
 FYE: December 31  
 Type: Private

National Dairy Holdings (NDH) has slimmed down a bit. The company operates approximately 20 regional and local dairies in a dozen states. Its brands include Borden, Meadow Gold, Flavo-O-Rich, and Dairy Fresh. NDH began a growth spurt in 2001 by paying \$400 million to acquire two dairy businesses from Wessanen. It then bought dairy processing plants from Suiza as that company acquired and transformed itself into Dean Foods. However, in 2004 dairy icon H.P. Hood purchased dairy producers Crowley Foods (New York-based) and Marigold Foods (now Kemps, Minneapolis) from NDH, reducing NDH's reach to mostly southern states. Dairy Farmers of America owns a 50% stake in NDH.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Est. sales (\$ mil.)	—	—	—	—	—	2,147.5
Employees	—	—	—	—	—	7,455

**NATIONAL INSTRUMENTS CORPORATION**

NASDAQ (GS): NATI

11500 N. MoPac Expwy.  
 Austin, TX 78759  
 Phone: 512-338-9119  
 Fax: 512-683-5759  
 Web: www.ni.com

CEO: James J. Truchard  
 CFO: Alexander M. (Alex) Davern  
 HR: Mark A. Finger  
 FYE: December 31  
 Type: Public

National Instruments (NI) knows you like to take tests. The company's instrumentation hardware and graphical software convert standard PCs into industrial automation and test and measurement systems. These "virtual instruments" can observe, measure, and control electrical signals and physical attributes such as voltage and pressure. The company also offers programming environments (LabVIEW and Measurement Studio) for creating customizable graphical interfaces, controlling instruments, and capturing and analyzing data. In addition, NI provides test management software for running automated factory test systems. Customers in the Americas account for 45% of sales.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Sales (\$ mil.)	14.8%	425.9	514.1	571.8	660.4	740.4
Net income (\$ mil.)	33.8%	33.4	48.6	61.5	72.7	107.0
Market value (\$ mil.)	13.7%	1,581.7	2,151.3	2,540.8	2,176.0	2,646.6
Employees	10.8%	3,078	3,465	3,812	4,149	4,647

**NATIONAL OILWELL VARCO, INC.**

NYSE: NOV

7909 Parkwood Circle Dr.  
 Houston, TX 77036  
 Phone: 713-346-7500  
 Fax: 713-435-2195  
 Web: www.natoil.com

CEO: Merrill A. (Pete) Miller Jr.  
 CFO: Clay C. Williams  
 HR: Bob McCreary  
 FYE: December 31  
 Type: Public

National Oilwell Varco is the tool man of the oil patch, especially after merging with Varco International. The company makes, distributes, and services oil and gas drilling equipment for land and offshore drilling rigs. Its mechanical components include drawworks, mud pumps, cranes, jacking systems, automated pipehandling tools, top drives, and traveling equipment. Other products include masts, derricks, substructures, and cranes. National Oilwell Varco operates distribution service centers worldwide. Investment firm FMR Corp. owns 15% of National Oilwell Varco. In 2008 it acquired Grant Prideco for about \$7.5 billion.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Sales (\$ mil.)	48.6%	2,004.9	2,318.1	4,644.5	7,025.8	9,789.0
Net income (\$ mil.)	104.3%	76.8	115.2	286.9	684.0	1,337.1
Market value (\$ mil.)	129.1%	951.7	1,517.4	5,509.3	5,370.7	26,224.4
Employees	24.3%	—	—	21,610	26,861	—

**NATIONAL WESTERN LIFE INSURANCE**

NASDAQ (GS): NWLIA

850 E. Anderson Ln.  
 Austin, TX 78752  
 Phone: 512-836-1010  
 Fax: 512-835-2729  
 Web: www.nationalwesternlife.com

CEO: Robert L. Moody  
 CFO: Brian M. Pribyl  
 HR: Carol Jackson  
 FYE: December 31  
 Type: Public

National Western Life Insurance Company sells life insurance and annuity products including individual, universal, whole, and term plans. The company operates in all of the US, except New York, as well as internationally in Central and South America, Eastern Europe, the Caribbean, Asia, and the Pacific Rim. Its US sales are primarily annuities, sold through independent agents. Some three-quarters of its life insurance premiums derive from outside the US, where the company targets wealthy individuals. CEO Robert Moody (a member of the wealthy Moody family of Galveston, Texas) owns one-third of the company and effectively controls its board of directors.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Assets (\$ mil.)	6.6%	5,297.7	5,991.7	6,369.0	6,693.4	6,835.3
Net income (\$ mil.)	11.2%	55.8	122.2	77.3	76.3	85.4
Market value (\$ mil.)	8.2%	518.0	564.8	706.2	787.3	709.7
Employees	—	—	—	272	—	—

**NATIONWIDE RECOVERY SYSTEMS**

2304 Tarpley Rd., Ste. 134  
 Carrollton, TX 75006  
 Phone: 972-798-1000  
 Fax: 972-798-1020  
 Web: www.nrs.us

CEO: Christopher J. Mathews  
 CFO: —  
 HR: Dan Peril  
 FYE: December 31  
 Type: Private

You can run, but you can't hide from Nationwide. In fact, this debt recovery firm maintains a database of 3.2 million delinquent borrowers. Nationwide Recovery Systems provides commercial, consumer, and health care collections throughout the US and beyond, with services offered in more than 70 countries. Its offerings include diplomatic arbitration, pre-litigation intervention, asset and liability searches, and in-field collections. Since its inception more than 25 years ago, Nationwide Recovery Systems has collected more than \$1 billion for corporate clients in a variety of industries.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Est. sales (\$ mil.)	—	—	—	—	—	12.1
Employees	—	—	—	—	—	275

**NATURAL GAS SERVICES GROUP, INC.**

AMEX: NGS

2911 S. Country Rd. 1260  
 Midland, TX 79706  
 Phone: 432-563-3974  
 Fax: 432-563-5567  
 Web: www.ngsg.com

CEO: Stephen C. Taylor  
 CFO: Earl R. Wait  
 HR: —  
 FYE: December 31  
 Type: Public

The pressure is on to enhance oil and gas well production. Natural Gas Services Group (NGS) manufactures and leases natural gas compressors used to boost oil and gas well production levels. The company also provides flare tip burners, ignition systems, and components used to combust waste gases before entering the atmosphere. NGS leases compressors to third parties in Colorado, Kansas, Louisiana, Michigan, New Mexico, Oklahoma, Texas, and Wyoming. In early 2007 some 974 units of its fleet of 1,111 compressors were rented out to clients. Its main customer, XTO Energy, accounted for 54% of sales in 2006.

	Annual Growth	12/03	12/04	12/05	12/06	12/07
Sales (\$ mil.)	54.3%	12.8	16.0	49.3	62.7	72.5
Net income (\$ mil.)	75.4%	1.3	3.4	4.4	7.6	12.3
Market value (\$ mil.)	70.7%	27.9	63.8	153.0	167.4	237.0
Employees	7.0%	—	—	236	266	270