

ALLWEILER in Bottrop Wins Large International Order

(Bottrop/Radolfzell) Allweiler AG has been chosen to deliver twenty specialized pumps to Nigeria. These pumps will be part of a major project to expand and renovate an oil pumping terminal. To win the contract, Allweiler first had to defeat some tough international competition. This is the single largest contract awarded to the Bottrop plant since 1980.

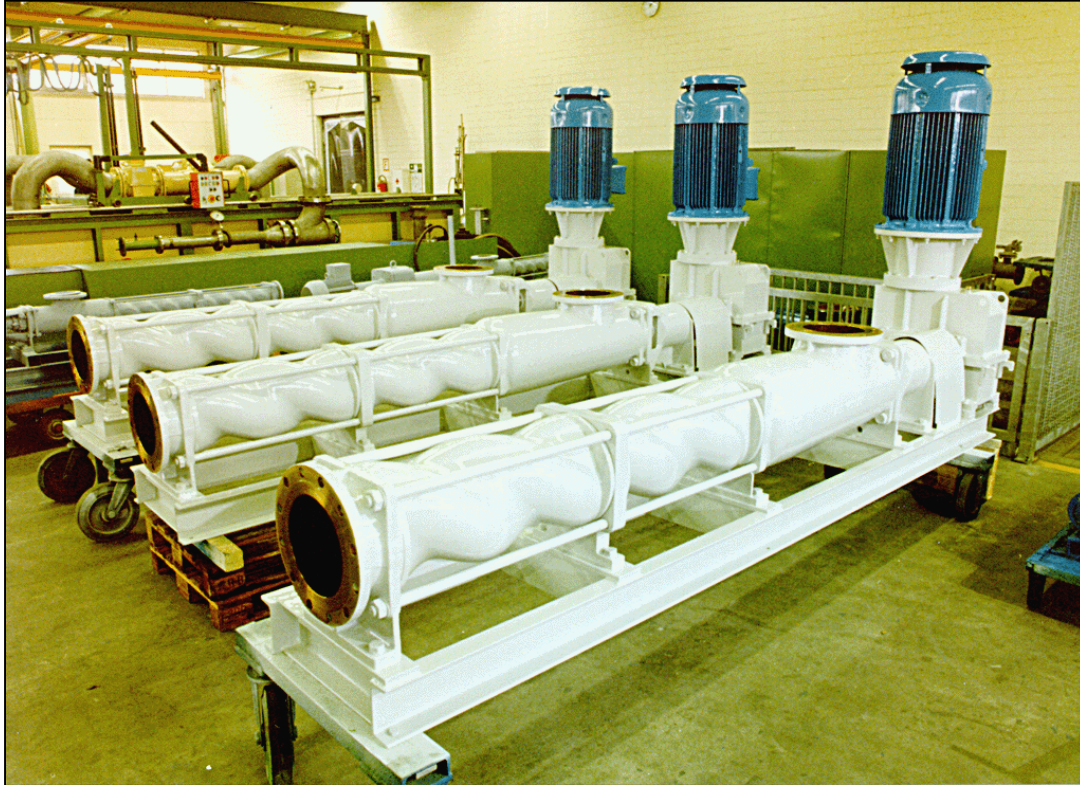
The contract awarded to this Bottrop pump specialist is for the delivery of twenty emulsion transfer pumps. These pumps move sandy oil/water mixtures that are common in crude oil applications. For process reasons, these mixtures must be pumped in an especially gentle manner and without causing additional mixing. The eccentric spiral pumps, specially designed and produced in Bottrop, are ideally suited to fulfilling these requirements. They are designed with a special pumping geometry that enables very high volumetric efficiency. However, they simultaneously permit high pump pressures, prevent return flows in the pump, and avoid further mixing of the sand/oil/water emulsions, which would make the subsequent separation of the three components more difficult.

Allweiler expects to deliver the twenty pumps in October 2003. It is the largest single order that the Bottrop plant of Allweiler AG has received in the last twenty years. The pumps will be used in the renovation and expansion of the Bonny oil terminal, located in the Niger river delta approximately 48 km southeast of Port Hartcourt. Shell will operate the terminal. Werner Stegmann from the Allweiler export department had this to say: "Our existing references at the Shell Group and other positive experiences with this application were major aspects of the customer's decision to purchase from Allweiler AG. We were able to secure this order despite tough competition from every other major international manufacturer." The general contractor and client of Allweiler AG is Hyundai Heavy Industries Co., Nigeria Ltd.

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**Caption:**

(Bottrop/Radolfzell) In the fall of 2003, the Bottrop plant of Allweiler AG will deliver to Nigeria twenty specialty pumps for pumping sand/oil/water emulsions. These new pumps will be part of a major project to expand and renovate an oil pumping terminal. To win the contract, Allweiler first had to defeat some tough international competition. This will be the single largest contract at the Bottrop plant since 1980. The eccentric spiral pumps move the mixture without causing additional mixing, which would make the subsequent separation more difficult. The pumps' maximum pumping capacity is 140 m³/hr., their maximum pumping pressure is 14 bar, and the minimum liquid viscosity is 200 cp.
Plant photo: Allweiler AG, Bottrop

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Founded in 1860, Allweiler AG is the oldest German pump manufacturer and the European market and technology leader for centrifugal, propeller, screw, eccentric spiral, macerator, and peristaltic pumps. Allweiler AG owns a foundry and produces ready-to-use fuel skids. Allweiler AG has their main German headquarters in Radolfzell on Lake Constance as well as a major subsidiary in Bottrop, Germany. Since 1998, Allweiler AG has been part of the Colfax Pump Group, a global leader among pump manufacturers. In 2002, Allweiler's 1050 employees achieved sales of 157.6 million euros (previous year: 164.7 million euros).