

## **Allweiler: After a successful 2004 New hiring and a good start in 2005**

**(Radolfzell/Germany) With sales virtually unchanged, Allweiler AG closed the year 2004 with a significantly higher level of incoming orders and an order backlog. During the first five months of 2005, the company bucked the general trend with incoming orders that were 10 percent higher than the previous year and 15 percent higher than projected. As a result, Allweiler plans to add ten new employees this year.**

During 2004, Allweiler retained its position in the German and international markets and even expanded its presence in several important areas. The company exceeded its own goals in 2004. Orders received totaled 156.4 million euro (previous year: 146.2 million euro), an increase of seven percent over the previous year. By the end of 2004, Allweiler's order backlog had increased significantly to 51.2 million euro (previous year: 38.6 million euro). Total sales were 143.9 million euro in 2004, compared to 146 million euro in the previous year. The lower sales level was a result of Allweiler forgoing less profitable fields of business and discontinuing the business of reselling third-party pumps.

So far in 2005, Allweiler is beating the downward trend prevailing in Germany's mechanical engineering sector. During the first five months of this year, both sales and incoming orders are about ten percent higher than the previous year and about fifteen percent higher than the company's projections. By the end of 2004, Allweiler had already hired five new employees. But to meet the continuously high demand, they will have to hire approximately another ten employees during 2005. The major focus of investment in 2005 is the foundry, which will receive about 650,000 euro. Allweiler is one of the few pump manufacturers with its own foundry. "The foundry in Radolfzell is an indispensable part of Allweiler's logistical chain and a major advantage for our pumps," according to Klaus Stahlmann, Chairman of the Executive Board.

The Chinese market is a major challenge for 2005. Allweiler has been building their own production site in Wuxi, which will perform assembly and some production tasks for pumps that are delivered to customers in China and other Asian countries.

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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, gearwheel, rotary lobe, macerator, and peristaltic pumps. Allweiler AG owns a foundry and produces ready-to-use fuel skids and rinsing-water facilities. Allweiler AG has their main German headquarters in Radolfzell on Lake Constance as well as a production site in Bottrop, Germany. Since 1998, Allweiler AG has been part of the Colfax Pump Group, a global leader among pump manufacturers.

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