

>> ALL FLUIDS. NO LIMITS.

Our pumps and services are well accepted all over the world.











## Market Leader through Customer Orientation

## **150 Years of ALLWEILER**

## Dear Customers, Business Partners and Friends of our Company,

ALLWEILER is the oldest German pump manufacturer. The importance of this fact becomes clear when you consider that we will be celebrating our 150th company anniversary in 2010. Since its foundation by Gotthard Allweiler, our company has shaped the history of the sector with numerous innovations. It has conquered and changed markets. We are now a subsidiary of the Colfax Corporation and have as such acquired a global presence as a systems supplier



#### >> WE GLADLY TAKE ON THE HUGE CHALLENGES OF THE FUTURE

and solution provider for fluid handling. We are also a market leader in other important sectors. Visionary entrepreneurship and an evolved company culture that furthers talent brought us to where we are now. We also owe much to our reliable business partners, who have always supported us, but we owe even more to our customers. Their requirements and their satisfaction are the key to our success. Customer orientation is therefore not only a slogan at

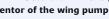
ALLWEILER, but applied philosophy. In retrospect, today and in the future, our driving power was and still is provided by the tasks our customers set us. It is only when we have the right answers and solutions that our company can develop.

Frank Kirchner, Member of the Executive Board and C.F.O

## Success begins with New Ideas









The Allweiler village blacksmith's workshop/ Widensohler in Singen/Hohentwiel, the cradle of ALLWEILER AG, Radolfzell

#### 1860: Establishment by Gotthard Allweiler.

The founder of the current ALLWEILER AG was born as the son of a village master blacksmith in Singen/Hohentwiel on 5 May 1843. At this time, the technical revolution was in full swing. It inspired him to develop ideas that still form the foundations of our company. In 1860,

1860

after a successful apprenticeship as a locksmith and some years of travelling, which were at the time still a compulsory requirement, Gotthard Allweiler founded a workshop for building fire-fighting pumps in Singen. This filled a market gap, because he was then the only specialist in the Lake Constance region in a field that was very important at the time.

1874

The hand-operated wing pump invented by Gotthard Allweiler

The large fire pump built by Gotthard Allweiler (in 1865) →



We are aware of that and embrace these challenges. We thank you cordially and look forward to what the future will bring us. Our motto is: All fluids. No limits.

Yours sincerely

Hand Hichur \_\_\_\_

Stefan Kleinmann, Vice President Business Unit General Industry and Member of the Management Board



#### 1874: Serial production of hand pumps.

The invention of the hand pump, a pump that later became known worldwide as the ALLWEILER wing pump, closed another important market gap. The pump quickly became the core of the ALLWEILER business, driven by the increasing water consumption of the population.

Gotthard Allweiler and his wife Aurelia née Widensohler



## Our Promise: All fluids. No limits.

#### >> ALLWEILER is the solution provider for all kind of fluid handling systems

>> ALLWEILER is charaterised as single source for pumps of every style and type and high quality Where fluids must be handled, we truly know no limits. There is no fluid that could not be reliably moved or handled by our products and systems. Our quality standards ensure permanent availability.

We distinguish ourselves from the competition by a wide range of pumps, the latest technologies and excellent service and create additional benefits for our customers in their respective markets.





We are a cosmopolitan and globally operating company that also does not know any geographical limits.

This is proven by our staff members, who come from more than 20 nations. Their work at our sites in Germany and the rest of the world proves our promise every day.

#### 1876: Production in Radolfzell.

On 26 October 1876, production was moved to Radolfzell on Lake Constance. Only one year later, the production programme already included thirteen different products, including seven wing pumps of different sizes and types. The sales increased so fast that the company had to be extended every year. Boiler feed pump for manual and motor operation



#### 1881: International sales.

1881

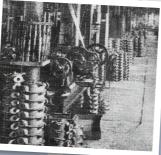
Already in 1881, ALLWEILER was delivering its product across the German border to Denmark, Sweden, Norway, Russia, Switzerland and Austria/Hungary. Gotthard Allweiler had the foresight to have his patent for a wing pump with quadruple design registered, including the respective manufacturing rights in a range of foreign countries. Its introduction to the market caused a sensation and provided the company with additional growth stimuli.

1876



Wing pump milling workshop







Metal sign billboard at that time



People from more than 20 nations work at ALLWEILER

> Wing pump with quadruple design on a cart with a reservoir as a garden pump



ALLWEILER sales room

## "German Engineering" for the World



Since 1998, ALLWEILER is part of the Colfax Corporation which has its headquarters in Richmond, USA. This has given our international presence a new dimension. The extended sales network provides us with better proximity to the customer. There are approx. 100 subsidiaries and partner companies in the world. However, the development and production of our products are still mainly based in Germany and in our own foundry. "Made by ALLWEILER" is therefore still linked to the quality standards of German mechanical engineering. The same applies to our production sites in other parts of the world. Our global customers get short transport routes, fast response times, prompt service and world class products.

- >> Worldwide, more than 2 000 people are working for our group
- >> 100 subsidiaries offer proximity to the customer around the globe
- >> ALLWEILER is a company of the Colfax Corporation



### Our Sites - Our Products





#### 1 Bottrop plant

- Progressing cavity pumps
- Hose pumps
- Macerators
- Gottmadingen plant
  Skids and systems
- 3 Radolfzell plant
- Centrifugal pumps
- Screw pumps
- Propeller pumps
- Foundry

#### 1884: Own foundry.

1884

The opening of an own foundry gave the company more independence and increased the in-house production depth.

## Company-internal fire brigade founded in 1886



Partial view of the metal foundry

#### 1892: International breakthrough.

Gotthard Allweiler received two highest awards for his products at the world exhibition in Chicago. His life's work was thus internationally recognised and honoured. This created considerable trust in the ALLWEILER brand and the quality of its products.

1892



#### **1905:** Production of the first centrifugal and piston pumps. "The new design of this series ... is based on thorough research and the avaluation

"The new design of this series ... is based on thorough research and the evaluation of the resulting findings. Flawless casting and careful, solid craftsmanship in the

1905

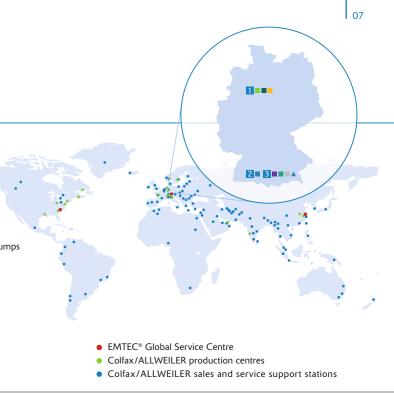
Already in 1879, the high quality level of ALLWEILER products and the international range of its business were documented by prizes and awards

Piston pump made in 1905

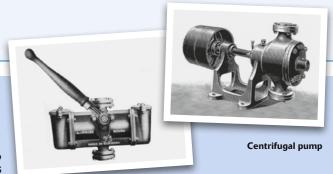




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workshop add to the high technical and economic value of this pump." (Statement in the product brochure for high-pressure centrifugal pumps).



## Intelligent Pump Systems for Numerous Branches

#### Over time, we have developed an increasing number of solutions for different industrial sectors and ALLWEILER has become a full-range supplier.

Our focus for individual or characteristical solutions is always on energy saving, increased process efficiency, environmental protection and sustainability.

Products and systems of ALLWEILER are used wherever pumps and pump systems are required for intelligent problem solutions. Our product and service range for the extremely varied requirements in the respective sectors - ranging from ship building and energy production to special industrial application - is therefore very broad. Our slogan remains: All fluids. No limits.



#### 1909: Restructuring as a public company.

Gotthard Allweiler oHG became the Gotthard Allweiler AG. This change in legal form was justified by the scope of the flourishing business (116 000 pumps per year with 508 workers).



1909

**Ordinary shares from** Gotthard Allweiler AG from 1909

#### 1933: Production of cattle drinking bowls.

The product range was extended by a new section. The automatic cattle drinking bowls are still in use today, in the pasture and the stable. Already at that time, quality had become a top priority.

1933



Poster cattle drinking bowl



1945: New start after the war.

The partial destruction of the plant during the Second World War and the production facilities forced a new start after the war. This also provided an opportunity for a thorough modernisation of the entire plant.

1945

Production of automatic

cattle drinking bowls

- 1. Centrifugal pumps
- 2. Propeller pumps
- **3.** 2-spindle screw pumps
- **4.** 3-spindle screw pumps
- 5. Progressing cavity pumps

09

- 6. Hose pumps
- 7. Macerators
- 8. Smart Technology
- 9. Service
- **10.** Consulting
- **11.** Own foundry
- **12.** Skids and systems

subsequent de-installation of important

#### Main entrance to the plant in Radolfzell after reconstruction

THARD ALLWEILE

Total plant area i Radolfzell after 1946

## ALLWEILER in Marine and Offshore, Power Generation, Oil and Gas



ALLMARINE The new ship pump generation



ALLWEILER is the leading supplier in this sector and provides complete pump packages from one source. The application areas extend from small offshore suppliers to Post Panamax container ships.



POWER GENERATION



ALLUB NSSV lubrication oil supply when space is at a premium



and special solutions, for example for lubrication oil supply, as a partner of agencies of power plant planning, renowned systems builders and end users in the field of energy production.

ALLWEILER provides turnkey systems



#### 1952: Production of screw pumps.

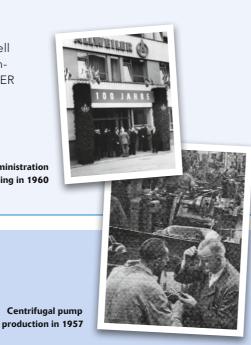
MARINE AND OFFSHORE

The extension of the product range by screw pumps soon led to a considerable market share. A new, high-capacity test area was built during the same year. It formed the basis for continuous

performance and quality control as well as one of the requirements for the consistently high quality level of ALLWEILER products.

Installation of the first, large screw pumps in 1952

Administration building in 1960



1964: Purchase of the plant in Bottrop.

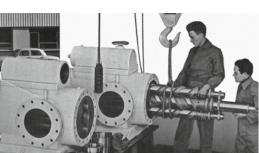
The purchase of partner companies extended the company's own product range. The plant in Bottrop was purchased to facilitate the production of progressing cavity pumps and macerators (wet grinders).

1964



ALLWEILER AG, Bottrop plant in 1964







ALLWEILER has a comprehensive offer for this sector, including pumps for a wide range of viscosities, high pressures and large flow volumes of crude oil, diesel, bitumen and polluted oil or oil containing gas.



## ALLWEILER in Process Engineering, Building Industry and Machine Tools



PROCESS ENGINEERING AND CHEMISTRY, HEAT TRANSFER, **BIO-ENERGY** 



temperature applications

This sector requires mainly high temperature pumps, pumps for abrasive or corrosive media and hermetically sealed pumps with magnetic couplings for toxic materials.

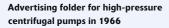


**BUILDING INDUSTRY** 



ALLWEILER pumps are used for driving lifts, lifting platforms and hydraulic machines as well as for pumping heating oil in industrial plants, combined heat/ power plants, hospitals, schools and administrative buildings.









1967: Development of the standard centrifugal pump series, production of block/ inline, thermal oil and marine pumps.

The complete program for standard centrifugal pumps was developed and built according to DIN 24 255. Additional centrifugal pump series based on the standard pump hydraulics were integrated into the product range.

1967

pressure piston pumps in 1966

#### 1976: The Aschaffenburg plant is integrated into the ALLWEILER group.

The product range is extended by chemical standard pumps, propeller pumps and material centrifugal pumps. In 1996, the plant was moved to Radolfzell and integrated into the centrifugal pump business area.

### 1990: Production of pumps with magnetic coupling. These are characterised by a complete sealless design and are therefore

1976

1990



← Aschaffenburg plant

particularly environmentally compatible in chemical applications.



Volute centrifugal pump with magnetic coupling

## ALLWEILER in Pulp and Paper, Water and Waste Water, Food and Pharmaceuticals



PULP AND PAPER



We supply the entire pulp and paper industry with all pumps for processes in paper production and paper processing. All pumps are optimised and designed for continuous operation.



WATER AND WASTE WATER

ALLPRO The pump for very large flow rates





Our pumps for sewage purification and water treatment plants are tuned to each process step. They fulfil the requirements of industry as well as of public utilities.

#### 1992: Inclusion of hose pumps into the production programme.

These are used for transporting or dosing low-viscosity to high-viscosity, paste-like, neutral or corrosive, pure or abrasive or gas-enriched fluids that may have a tendency to foam or to contain fibre or solid components.

#### 1995: Purchase of ALLWEILER Houttuin Pompen BV, Utrecht /Holland as a useful complement to the screw pump product range.

This plant produces internally and externally designed, two-spindle screw pumps and deep-well centrifugal pumps.



**ALLWEILER Houttuin POMPEN EV.** Utrecht/Holland

1998: ALLWEILER AG becomes a business unit of the Colfax Corporation. The company was founded in 1995 in Richmond, USA and took over ALLWEILER AG three years later. Colfax from the synergies within the group and its international sales structures. Together with the subsidiaries and partner companies ALLWEILER can extend its worldwide presence.

1992





Corporation soon became one of the

international leaders in this sector. As part of this group, ALLWEILER benefits

1998



Hose pumps in use

1995

FOOD AND PHARMACEUTICALS

ALLCLEAN Conveying with maximum hygiene



The strictest hygiene regulations apply in the food, beverages, pharmaceutical and cosmetics industry. In addition, accurate dosing is required. We provide the appropriate stainless steel pumps in CIP and SIP versions, with permits according to EHEDG und FDA.

2001: Market introduction of the series for hot media: ALLHEAT.

The TRILUB series of low-pressure pumps is also introduced to the market.







**Production site** for the ALLHEAT

# Now and in Future: "Smart Technology"

#### >> Technical, economic and ecological efficiency

>> Minimising total costs of ownership (TCO), maximising life cycle Innovations at ALLWEILER go beyond the apparent limits of product and system development – as stated in our promise.

The term "Smart Technology" summarises the future-oriented approach of our company, which is in all respects focused on efficiency: technically, economically and ecologically. Our continuous goal is to perfect all functions, to extend product life cycles and to reduce the total costs of ownership (TCO). Each development project has the goal to use our product in an economically optimal manner, to minimise costs and to maximise service life. Here we have achieved a lot.

The demand for such intelligent solutions is growing and we will use it to the satisfaction of our customers. Exactly like the following examples demonstrate.



#### The clean solutions for pumps of the ALLFUEL TWIN and SNS: ALLSEAL series.

The mechanical seal of the pump is continuously monitored and unusual leaks can be detected at an early stage. This helps to ensure that environmental regulations are adhered to and increases the safety and the service life of the pump.

#### **2002: Extension of the sales organisation to the Asia-Pacific region.** A sales office is opened in Hong Kong to support the sales activities into the Asian market.

#### 2003: The MAGDRIVE series (magnetically coupled screw pump) is introduced to the market.

MAGDRIVE transports all lubricant fluids almost without noise and pulsation.

#### ALLTRIMM<sup>®</sup> anti-heeling pump for ships.

ALLTRIMM<sup>®</sup> is a patented inline propeller pump for fresh and salt water as well as anti-heeling systems with reversible hydraulics and integrated drives.



The purchase of the stator production facility in Hamburg creates more independence in the production of progressing cavity pumps.

Plant in China

production hall



Skyline of Hong Kong

2002

| 2003

MAGDRIVE in a technical drawing



The ALLTRIMM<sup>®</sup> – a highly technical solution



2005

Stator production in Hamburg



#### Purchase of Tushaco Pumps, India. Opening of the plant in Wuxi, China.

The international network is extended by additional partner companies. The plants in India and China create a new presence in high-growth markets.



Members of the Wuxi team

## More "Smart Technology" for you



#### The intelligence in the pump: ALLSPEED Controller.

The converter with installed add-on module ensures optimal control of the EMTEC® pump motor. The ALLSPEED rotation speed control reduces the average electricity costs by 50%.





ALLSPEED Controller SCD



#### The life insurance for pumps: ALLREADY® Box.

work and production loss.

2009



#### 2006: New high-tech EMTEC® emulsion pump.

2006

EMTEC<sup>®</sup> pumps are specifically developed to cope wih stringent requirements and all types of cooling lubricants. Highly wearresistant material combinations guarantee particularly long and higher pump service life.

EMTEC<sup>®</sup> test area

**EMTEC<sup>®</sup> High-performance** screw pump

#### 2008: Stator production moves from Hamburg to Bottrop.

The fusion of the two production units increases efficiency in the production process.

#### Development of intelligent add-on

modules. The "Smart Technology" supports new developments to achieve the requirements for TCO and CO<sub>2</sub> reduction.

2008





#### 2009: Opening of the Colfax Middle East Engineering Service in Bahrain. The Technical Support Centre in Bahrain mainly serves sales partners and customers in the oil industry.



Stator shapes

← Stator production centre in Bottrop

#### Purchase of PD-Technik, Hamburg.

The specialists of PD-Technik in Hamburg bring us closer to the pump market in the ship-building sector.

> Training participants in Bahrain

# Megatrends – **Challenge and Chance**



PUMP

SOLUTIONS

ALLWEILER

YEARS

MADE BY

As solution provider and leading manufacturer of pumps and systems we are permanently engaged in coping with the challenges of the future. In particular, fundamental, long-term and comprehensive global changes affect the development of our company.

Globalisation, urbanisation, climate change, resource shortages and other megatrends increasingly form the framework conditions for our entrepreneurial activities as well as our technical development work in the field of fluid systems. Many may see limitations – but for us, these megatrends offer unique chances. We will use them to determine our tasks and goals and to provide the benefits of the results to our customers first of all. All according to our promise: All fluids. No limits.

## 2010: ALLWEILER celebrates its 150-year anniversary.

Our achievements motivate us to shape a successful future in which we want to extend our leading position and achieve healthy growth.

2010



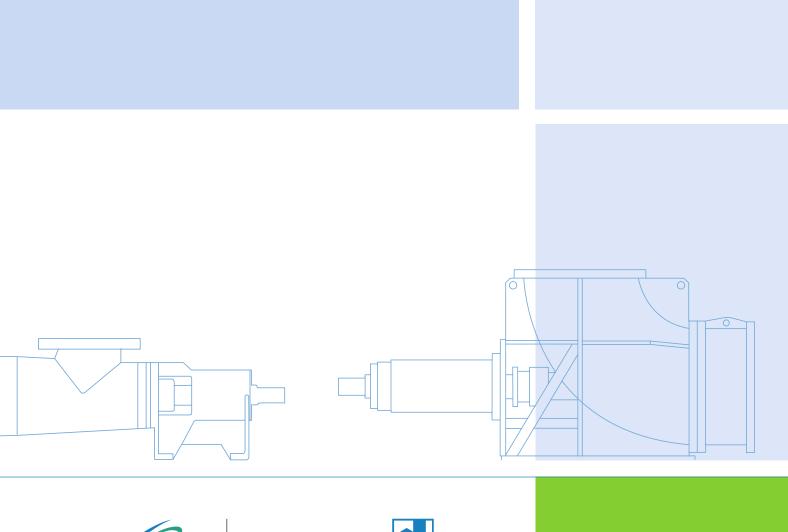
ALLWEILER is a business unit of Colfax Corporation

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