

Allweiler strengthens Bottrop location

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Agency: **TennCom AG**



(Radolfzell/Bottrop) On May 1, 2006 Dr. Ernst Raphael assumed leadership of Allweiler's Bottrop plant. As a member of the company's executive management, he simultaneously assumes responsibility for the progressing cavity and peristaltic pump business division. He will also continue to manage sales in Europe, the Middle East, and Africa.

For decades, Allweiler AG's Bottrop plant has specialized in manufacturing high quality progressing cavity pumps and peristaltic pumps. The main buyers of these products are clarification plants, shipbuilders, as well as companies in the food, beverage, pharmaceutical, and cosmetics industries. For use in wastewater applications, the pumps are produced in gray castings or steel. Pumps intended for the food, beverage, pharmaceutical, and cosmetics industries are made in stainless steel. Allweiler AG also produces its own stators for its pumps, which enables it to select the material (from up to twenty different choices) that is the most ideal for the liquid the customer wishes to pump. Virtually every other manufacturer procures this part from outside suppliers, preventing them from competing on price or material selection.

Dr. Raphael is focused on exploiting the high potential for growth in these markets: "Particularly in Germany's food industry we see a large number of applications where our pumps work very economically." Allweiler is already well represented in Germany's wastewater plants. "That is why we are turning to Eastern Europe and especially Russia," according to Dr. Raphael.

To reach these goals, this manufacturer plans to modify certain details of its pumps' proven designs so they will be ready to

handle special demands. Two examples include mobile pumps for winemaking and specialized pumps for the beverage industry. Allweiler will also increase customer support: “Since the beginning of 2006 our service consultants have been traveling throughout Germany to meet with customers. This after-sales support helps plant operators use our pumps as efficiently as possible. Operational costs are especially important at clarification plants, which are often run by municipalities.”

After receiving his degree in mechanical engineering from Ruhr University Bochum, for more than fifteen years Dr. Ernst Raphael held managerial positions in the sales, development, and production departments at companies like Flender, Claas, and ThyssenKrupp. Since mid-2005, he has been a member of Allweiler AG’s executive management where he is responsible for sales and since May 1, 2006 for the progressing cavity business unit.

Text and pictures can be downloaded from www.tenncom.de/allweiler/allweiler.htm

Founded in 1860, Allweiler AG is the oldest German pump manufacturer and the European market and technology leader for centrifugal, propeller, screw, progressing-cavity, 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 its main German headquarters in Radolfzell on Lake Constance as well as a major production site in Bottrop, Germany. Since 1998, Allweiler AG has been part of the American Colfax Corporation, a global leader among pump manufacturers. In 2005 Allweiler AG employed about 900 people and had sales of 154 million euro.

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