



Sales Newsletter

Industrial Pumps EMEA & APAC

—
N1 2020

ALLWEILER
160
YEARS
OF INNOVATIONS
SINCE 1860

The logo for Allweiler's 160th anniversary is located in the bottom right corner. It consists of a white rounded rectangle containing the text "ALLWEILER" in red, "160" in large red font, "YEARS OF INNOVATIONS" in smaller red font, and "SINCE 1860" in white text on a red background at the bottom. The background of the entire page is a collage of industrial images, including a large blue pipe on the left, a yellow pump unit on a ship's deck in the center, and a green propeller in the water on the right. There are also faint, stylized gear and propeller icons overlaid on the bottom right.



Dear all,

I hope all of you and your families are continuing to stay safe and to take care of yourselves throughout the challenges brought by the COVID-19 crisis.

2020 is a unique year for CIRCOR for two reasons, one foreseen and the other not: the 160th anniversary of the founding of Allweiler and the COVID -19 pandemic. When Gotthard Allweiler invented the fire-fighting wing pump in 1860, he wrote the first chapter of Allweiler's history. Now, 160 years later, you are part of this story, and Allweiler customers continue to benefit from the specialized pump knowledge that has spread in the Allweiler organization across generations. We have planned to celebrate this anniversary throughout 2020, and though those celebrations will look different than we expected, we are still looking forward to sharing our pride in 160 years of Allweiler's leadership in pump manufacturing.



In February 2020, when the COVID-19 pandemic worsened and border closures were announced, we had to realize that it would become next to impossible to gather to celebrate this anniversary as we would have liked. However, despite the ongoing challenges posed by the pandemic, you have all worked tirelessly to adapt business practices to this changing world environment. I want to thank all of our employees and business partners for your work to prioritize the safety and well-being of everyone we come into contact with, as we continue manufacturing to serve our valued customers.

During these unprecedented times, we have seen that the best way to communicate with clients has been through the use of digital tools. Going forward, we will be prioritizing digitization strategies in order to provide you with tools to simplify sharing and distributing product information, new ideas, and success stories, and, ultimately, bring us closer to one another.

Today, I am proud to introduce the first issue of our new, digital CIRCOR Pump Sales Newsletter to you. This new newsletter format enables us to communicate easily and to ensure that vital business information is accessible anywhere and at any time. In this publication, we can share experiences, information, and inspirational stories of how we are responding to customer needs. All of this will support employees and business partners in client visits as we work towards 'Keeping Society Safe, Productive, and Moving.'

Please continue to take care of yourselves and each other, and thank you for your dedication and commitment to CIRCOR.

Thanks!

Daniel Stirpe
VP/GM Industrial Pumps EMEA & APAC

Circor Allweiler A PAST, PRESENT AND FUTURE PROPELLED BY GROWTH



When Gotthard Allweiler invented the fire-fighting wing pump in 1860 to fill a market gap at that time, he wrote the first chapter of Allweiler's history. 160 years later, Herr Allweiler's pioneering spirit lives on at CIRCOR. That history book is rich with stories of technological, design and production innovations that shaped modern progress and aligned with market needs for fluid handling solutions around the world.

Today's Allweiler customers are beneficiaries of the specialized pump knowledge that has spread across generations. They can be assured that, whatever their pumped medium is, they can source the most suitable pump or system to handle it. That is because Allweiler pumps are precisely tailored to each industry-specific application and conform to the most stringent quality and reliability standards governing them. Unmatched reliability and efficiency of every pump is the goal of

Allweiler's accredited quality assurance system.

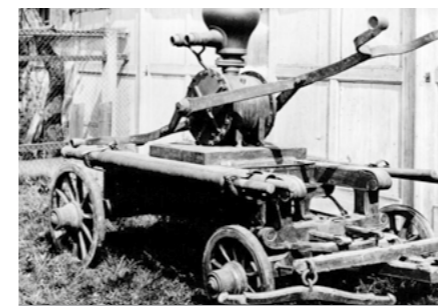
From establishing a company-owned foundry to produce high quality castings of materials available only through Allweiler, to achieving global leadership in both centrifugal and positive displacement pump technology, Allweiler has delivered high technical and economic value to customers while reducing their total cost of ownership of valuable assets, decade after decade.

Now as part of a family of time-tested CIRCOR industrial brands, Allweiler is bolstered by operating synergies and international sales structures that make the company more flexible and customer-centric than ever before. With many customers active around the world, Allweiler is pleased to offer them all needed resources wherever their opportunities may take them. The broad product range is augmented by personal, competent advice on

site and comprehensive service after the sale. CIRCOR speaks the languages of its customers and understands their business and regulatory requirements.

With more than 60% of CIRCOR's Industrial Group workforce of 4,000 based in Europe, and the European sites generating over half of the Group's revenue, the Group's world headquarters is now based right here, in Radolfzell. CIRCOR's commitment to the business and the region deepens customer relationships in the best tradition of Allweiler, and brings together more than 40 renowned pump, valve and accessory brands under one corporate umbrella for some of the world's most severe service and mission critical applications.

THIS WAS THEN...



A fire-extinguishing pump Allweiler in 1865

... AND THIS IS NOW



NEW EMTEC-C-3-screw coolant pump, meeting unique demands of high-pressure machine tool applications



Allweiler SNA™ plug-and-play pumps set new standard for API 676/682 lube oil applications



Ahead of its 160th anniversary, Allweiler launches the next-generation AEB-DE dosing pump series.



1860

Company founded by Gotthard Allweiler.



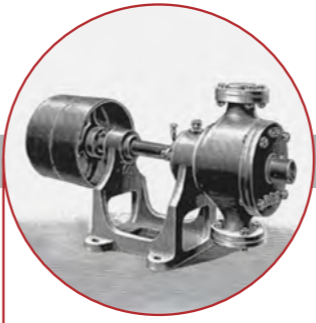
1876

First manufacturing in Radolfzell.



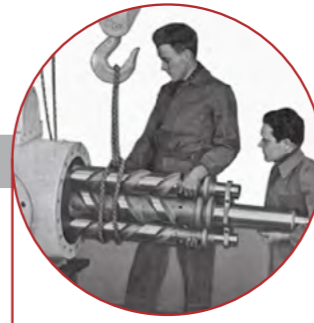
1884

Own foundry established.



1905

Production of the first centrifugal pumps.



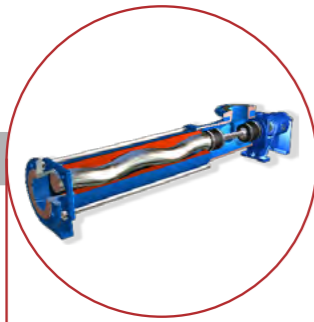
1952

Manufacturing of screw pumps started.



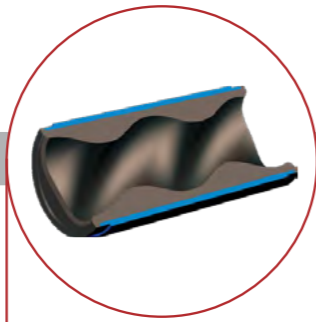
1964

Purchase of Bottrop plant. Manufacturing of progressing cavity pumps started.



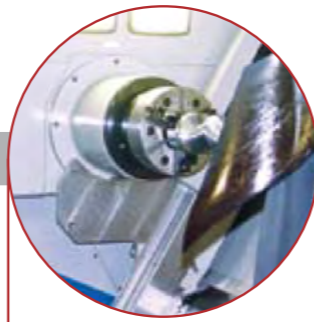
2011

Market launch All-Optiflow® PC pump.



2010

New innovative Alldur® Stator material.



2008

Development of first SMART solutions.



2005

Acquisition of Tushaco Pumps, India (now Allweiler India). Opening of a plant in China.



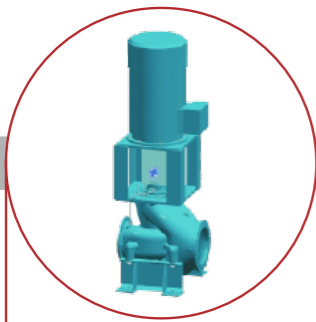
1992

Market launch peristaltic pumps.



1990

Manufacturing of chemical centrifugal pumps and propeller pumps.



2015

Market launch ALLMARINE MI-D centrifugal pump.



2016

Relocation of IMO AB manufacturing to Radolfzell. Market launch IN-1000 condition monitoring system.



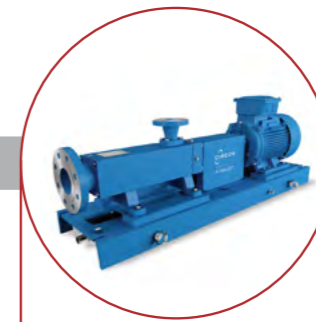
2017

ALLWEILER becomes a member of CIRCOR.



2018

Market launch OptiFix progressing cavity pump, EMTEC-C 80bar three-screw pump & New centrifugal pump ALLMARINE MA-S and MA-C.



2019

Market launch SNA, three-screw pumps & EMTEC-C 100bar three-screw pump.



2020

Market introduction AEB-DE - new dosing PC pump.

160 YEARS ALLWEILER CHALLENGES



TIME IS OUR BEST WARRANTY

For 160 years we have been providing outstanding products and services to our customers by manufacturing high quality and long-lasting pumps, but...



HOW LONG DO OUR PUMPS LAST?

We need your help to find the oldest Allweiler pump on duty.

Be our Allweiler detective and send us a photo of the oldest Allweiler pump you can find in the field for a chance to win an Apple i-watch.

Send your photo to sara.sanz@circor.com before August 31.

Be sure to include: the pump type, where it is located and how old it is.

BEING A TRUSTED ADVISOR

In addition, send us your best success story including how you solved your customer's problem utilizing Allweiler pumps.

If a picture tells the story better, please include it with your submittal.

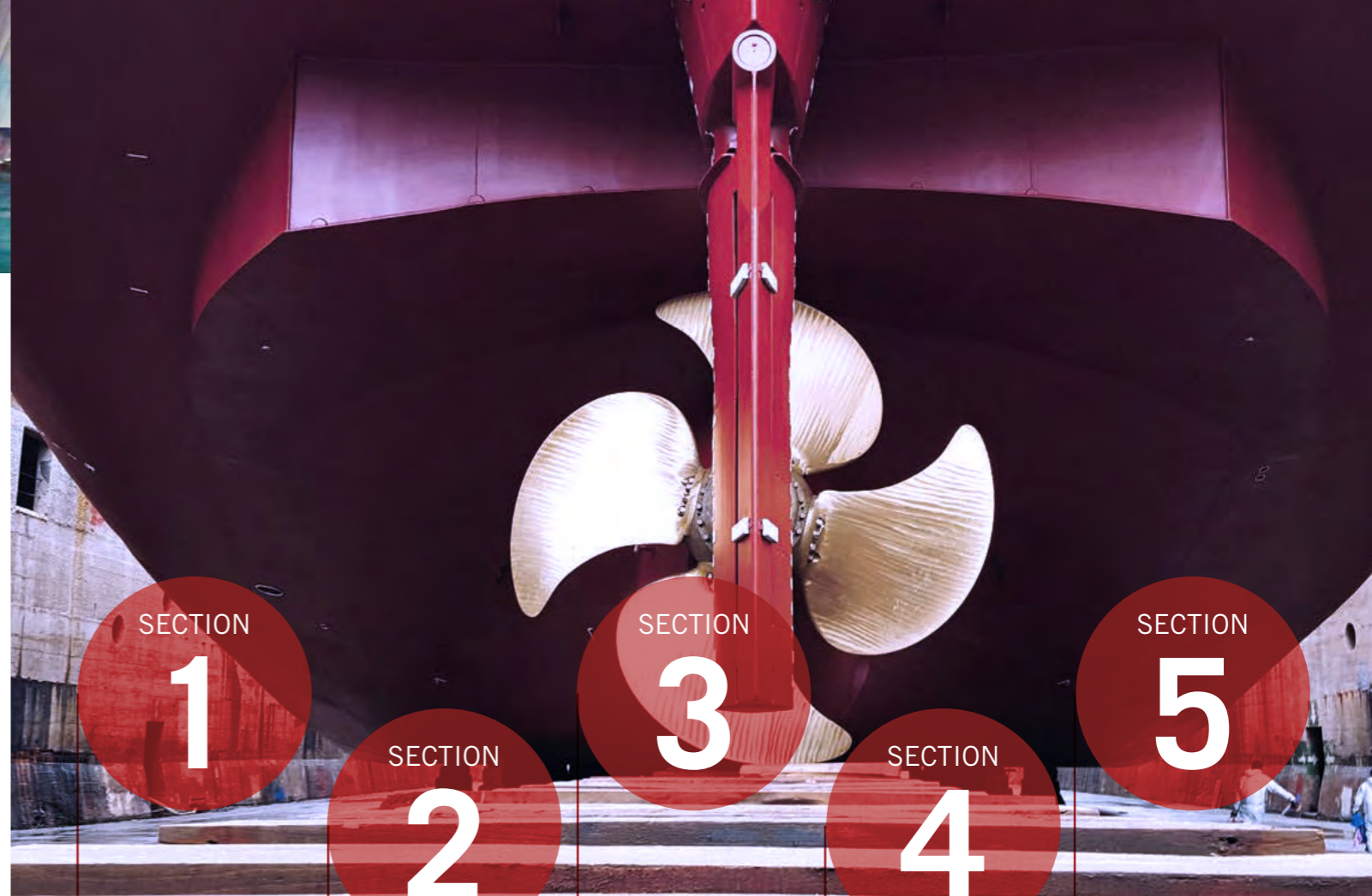
Send your best story to sara.sanz@circor.com before August 31; your name will be added into our raffle for a chance to win an Apple i-watch.

WE LOOK FORWARD TO YOUR PARTICIPATION IN OUR ALLWEILER 160 YEARS CHALLENGES!

PARTICIPATE and win your APPLE IWATCH



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Solidarity against Covid-19

CIRCOR Allweiler Sales Academy

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CIRCOR Pumps Marketing & Communication
CIRCOR Pumps Material Sales Support



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INSIDE CIRCOR

At times like these, we at CIRCOR are reminded of how grateful we are for every employee and business partner. Our leadership team is monitoring the COVID-19 pandemic around the clock, working to prioritize the safety and well-being of everyone involved in the work we do for our valued customers.

We are continuing to manufacture, and we also have multiple contingency plans in place to allow for flexibility in the face of rapidly changing local conditions. Our response will continue to be based on direction from international health organizations, local governments and our stringent safety protocols.



SOLIDARITY AGAINST COVID-19

We are pleased to highlight the initiative of our Allweiler Chinese partner, who sent 1000 surgical masks free of charge to our facilities in Radolfzell, Germany.

This gesture demonstrates great humanity. Thanks to all of you.

As a signal from ALLWEILER GmbH to support the local Radolfzell community, the management decided to donate these masks to the medical staff of the local hospital that is on the front line in the fight against Covid-19.

Jörg Kothmann, EHS Manager at ALLWEILER, handed over the face masks to Dr. Jung, Chief Physician at Hospital HBK-Radolfzell who wanted to accept the masks personally.

Dr. Jung thanked all involved with the donation and for their active support of the hospital where the need for masks is urgent. With these masks the healthcare staff will be able to protect themselves and continue to care for the patients.



Jörg Kothmann, EHS Manager at ALLWEILER

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CIRCOR ALLWEILER SALES ACADEMY

For the last **160 years** Allweiler pumps have been synonymous of quality, reliability and trust.

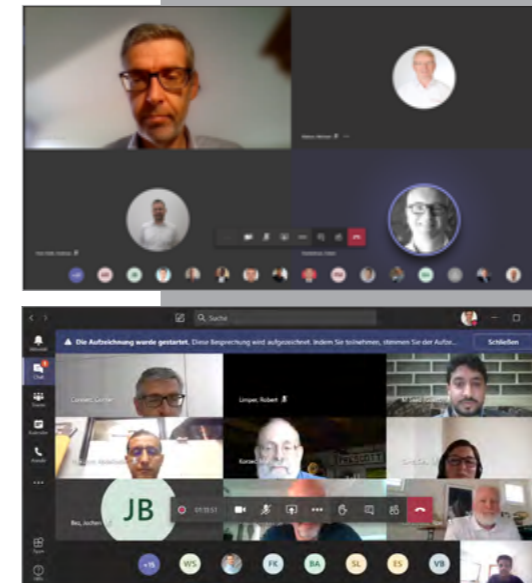
But when we talk about pumps, we are talking about high value equipment for the process and for our customers. To obtain an order, it is essential to be a **trusted advisor** and that is why our sales staff must be the best trained on the market.

Pumps EMEA General Industry has created a training and communication platform where sales colleagues train other sales colleagues. The Sales Academy has been

launched on April 30, 2020. Under the motto **“Sharing Knowledge. Creating Success”** five knowledge sharing sessions have been conducted in April and May. With attendance between 30 and 60 people from all regions.

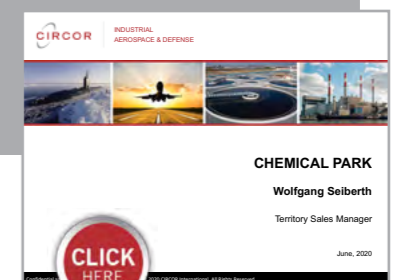
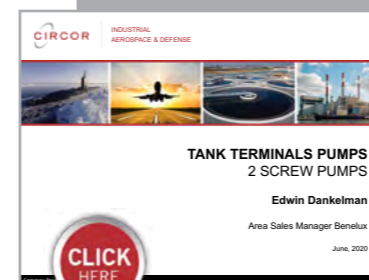
The training modules are designed to provide understanding of markets and application and how to sell our products through USPs, features and **success stories**.

Each module has a duration of about **60 minutes** with questions and answers

Training classes
2020 Calendar

- Crystallization & Evaporation (4/30)
- Oil & Gas (5/7)
- Tank Terminals (5/14)
- O&G Refineries (5/20)
- Chemical (5/28)

To share our knowledge with you, we have prepared downloadable training material



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CUSTOMER FOCUS

TRADE SHOWS 2020

With Corona raging through the world 2020 was not the best year for trade shows. We managed to attend two shows at the beginning of the year but the other scheduled shows were all cancelled.



PUMPS & VALVES, DUSSELDORF (Germany) February 12-13, 2020

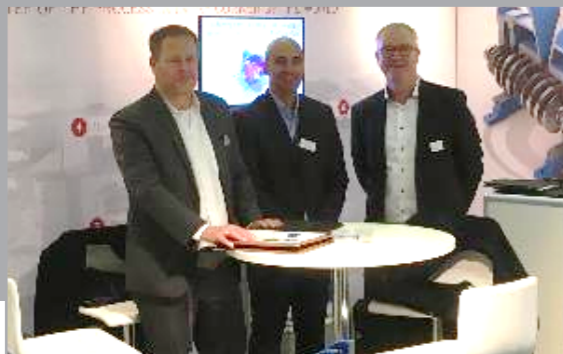
In February we exhibited at PUMPS & VALVES for the first time. This is a regional event in Central Germany and it draws decision-makers, engineers and maintenance staff from the region of Dusseldorf, Cologne and the entire Ruhr area. We were able to meet our existing customer base, as well as, establish new contacts. „The team at the booth was really dedicated and we received many good leads”, said Jannik Röben, Sales Director DACH.

Allweiler presented the newly developed metering pump AEB-DE with its flexible and space-saving design for the first time. Furthermore, the maintenance friendly progressing cavity pump Allweiler Optifix and the condition monitoring system Allweiler IN-1000 were highlighted on the exhibition. RTK exhibited a feed water valve with integrated recirculation, which was specially developed to protect feed water pumps.

STOCXPO 2020, Rotterdam (Netherlands) March 10 – 12, 2020

StocExpo is an annual exhibition that caters to the needs of the Tank Terminal Industry in North-West Europe. CIRCOR showcased the new two-screw pump Houttuin TT. We were one of seven exhibitors of two-screw pumps. Which shows once more how important this pumping technology is for the industry.

This year's event in the Netherlands was already impacted by the rise of the Corona pandemic. It drew a much smaller crowd than in prior years. But on the other hand this gave the team at the booth the opportunity to spend more quality time with visitors. It also allowed the team to spend time on assessing how the Houttuin TT fits into the competitive landscape. And we did indeed receive very positive feed-back from the market.



The booth team Albert Pol, Simon Pistilli, Edwin Dankelman)



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CIRCOR SECURES ENGINE ROOM PUMP PACKAGE FOR WORLD BIGGEST LNG POWERED MEGARORO VESSEL

CIRCOR, through its Allweiler GmbH has secured the order to supply complete set of engine room pumps for 2 MegaRoRo at a leading Chinese shipyard. Shipowner is from Sweden who opt for CIRCOR's reliability and efficiency in critical applications.

The Challenge

Ability to deliver complete pump packages on-time with the highest level of quality

In the highly competitive Chinese shipbuilding market, product quality, delivery performance and local support are essential factors for any supplier. Capability to deliver the full range of positive displacement and centrifugal pumps handling various liquids, pressures and applications onboard a modern ship means CIRCOR is the one-stop-shop for shipyards and ship owners. Having a reputation for high quality and on-time delivery, Chinese shipyards relies on the same attributes from any supplier. In addition to meeting the technical specifications, pumps used in critical applications onboard a vessel

”

Björn Ekblad, CIRCOR Senior Sales Manager responsible for the Chinese market, explains “modern shipbuilding is based on modules that are being constructed simultaneously and eventually put together to form the complete ship. Our engine room pumps will typically be installed in the lower part of the machinery space. Any delays in completing one module results in delays for the whole ship. That is naturally not an option and is why delivery performance is so crucial in our industry”

needs to be certified by the ships applicable Class. For this particular project, pumps will be certified by Lloyds Register of Shipping.

Winning this order from a world leading shipyard backed by quality-focused shipowners is the proof that Allweiler continuous efforts since 1860 pays off and recognizes our pumps as the preferred solution in an extremely competitive marketplace.

CIRCOR provides the safe harbor when it comes to engine room pumps so owners can focus on keeping their vessels in continuous, safe operation on the seven seas” says Lennart Stålkvist CIRCOR Ares Sales Manager responsible for shipowner relationships in Europe.

The Result

Satisfied shipyards, satisfied shipowners

Ultimately, shipowners taking delivery of these modern Ro-Ro will benefit from CIRCOR's focus on reliability and efficiency. CIRCOR pumps are recognized by high efficiency, resulting in reduced energy consumption, and long service intervals, resulting in reduced downtime.

Pumps are designed to last for the lifetime of the vessel, and when wear and tear parts eventually needs replacement, maintenance simplicity means the job can be done quickly at site with standard tools.



Read more about this impressive vessel [here](#).

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Success Story

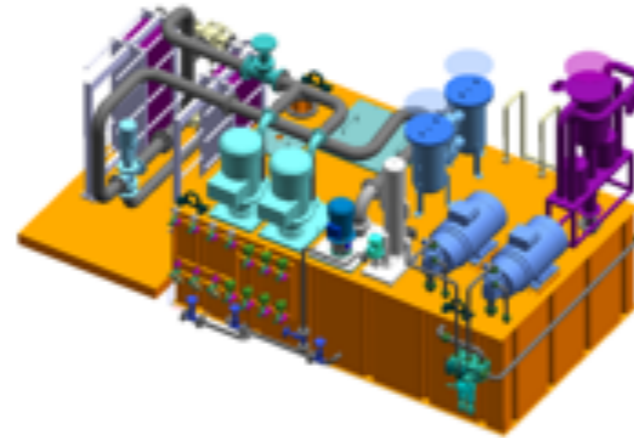
CIRCOR WINS PROJECT BY DELIVERING COMPLETE PRODUCT PACKAGE OF PUMPS AND VALVES TO GERMAN POWER OEM

Our extensive portfolio is needed in Power Generation

Hydac is one of the leading players for turbine, generator and compressor auxiliary systems in the Power Generation market. Allweiler pumps and RTK valves are mainly used in lube oil and cooling applications. The pumps and valves in this project are installed on the lube oil supply skid to lubricate hydrodynamic sleeve bearings of a Siemens turbine. Since failure would cause heavy damage good performance and high reliability is extremely critical.

Teamwork was key to success

Before bidding for this project, Allweiler and RTK exhibited on a joint booth at the Pumps&Valves 2020 in Dortmund. During the exhibition, the team exchanged knowledge on products and applications, as well as ideas how to target markets like the Power market together. As we learned, that RTK control valves can be used on lube oil skids for turbines and are an approved vendor for Siemens, we brought up Hydac demand for temperature control valves once Hydac approached us to discuss their pump requirements for a new Siemens project.



RTK Electric 3-way control valve for thermal oil application



Vertically immersed centrifugal pump for lube oil applications series ALLUB NSSV

“After this success I can only encourage everybody working with pumps, to look beyond the pump requirements and use our extensive portfolio including valves to meet the customers demand.

Since winning such a project is always the result of great teamwork, I want to thank in addition to many other involved colleagues especially Talha Arslan and Dennis Jäger from RTK as well as Ilona Bitzer and Christoph Kaiser from Allweiler who actively helped with technical support and short response times.”

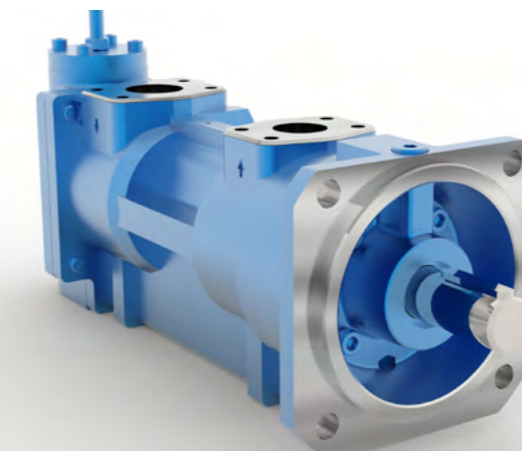
Frank Kahnert

KAM Europe



Steam Turbine and steam Gas Turbine Generator

Hydac was extremely delighted about the possibility to purchase the lube oil pumps in one package together with control valves. Thanks to the good teamwork between Allweiler and RTK we were able to present a full offer, including Allweiler Centrifugal Pumps NSSV, Allweiler Three-Screw pumps TRL and RTK Three-Way control valves MV 5321. While Hydac would need to work with three different suppliers to purchase the required components at the competition, being able to offer all components with our extensive portfolio was key to win this project.



3-Screw Pump TRL for lube oil applications



The Best Team Wins
Frank Kahnert



NTT THERMAL OIL PUMP IN MISSION CRITICAL MEDICAL GLOVE PRODUCTION

In April 2020, as a response on the increased need for medical gloves, our customer in China (Yingke) placed an order for 3 of our largest thermal oil pumps, the NTT 250-400 as part of the customers Phase II development project.

The pumps are installed in the heat transfer system of a medical glove production line, controlling the temperature while the gloves dry in their molds.

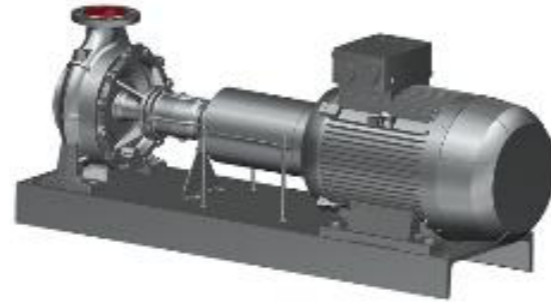
The pumped fluid is thermal oil. At an operating temperature of 280°C and almost atmospheric inlet pressure a flow rate of 900m³/h at 55m head is required.

The NTT pumps are especially designed for Thermal Oil applications. Special considerations had to be taken to handle the high temperature and to avoid thermal expansion problems during the heat up and cool down phase. The mechanical seals are

designed to avoid dangerous spillage of the hot oil during normal operation but also in the event of seal failures. High temperature anti-friction bearings ensure almost maintenance free operation.

Because of the compact pump design the pump operates at 1800rpm to achieve the required flow rate. To control the pump speed a frequency converter will be installed to provide the electrical power at the required frequency to the 4-pole induction-motor. Additional advantage of the frequency converter is the ability to ensure a soft start of the motor without the typical high current peaks as normal for DOL (direct on-line) pump starts. The frequency converter will allow speed and performance adjustments for

Authors: Kevin Shen in Shanghai and Axel Jäschke in Germany, April 2020



optimized process control which will ensure a sensible temperature control of the heat transfer system. The use of modern frequency converters will enable the pump to always operate at the best possible operating point. Typically, overall energy savings of approximately 10% and more can be considered.

Most pumps are, due to the consideration of a worst-case scenario and including engineering safety-margins during the design phase of piping system and pump itself oversized for the normal, day to day operation. This will lead to increased flow rates, reduced efficiency, increased energy consumption and reduced pump life time. Little speed adjustments can bring the pump performance back to the real case operating point. The head generated by a centrifugal pump is proportional to the square of the speed, the flow rate is proportional to the speed. The shaft power required, is proportional to the cube of the speed. Consequently, little adjustments in pump speed will have a significant impact on the power consumption.

Because of our superior technical support and fast reaction of the local sales team in China and the application team in Germany we could offer the short delivery time of 10 weeks and secure this nice order – may be, in some months we can buy medical gloves which have been produced with the help of our pumps.



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AUSTRALIAN PUMP AND CIRCOR IMO ALLWEILER MOU

CIRCOR IMO Allweiler Defense EMEA team has just been awarded a 1 M\$ contract to support the Collins Class submarine life extension by the Commonwealth of Australia and Adelaide Shipyard Corporation.

This award is also the success of our CIRCOR partnership together with our historical local partner in the country, Australian Pump Industries. Over the last 20 years, this company has played a major role in supporting Australia's Defence industry, with the major focus being on key mission-critical assets on Navy platforms.

The recent investment by the Commonwealth in 9 frigates and 12 new submarines provides opportunities with a subsequent requirement for ongoing industrial engagement. CIRCOR and Australian Pump are ready to meet that challenge!

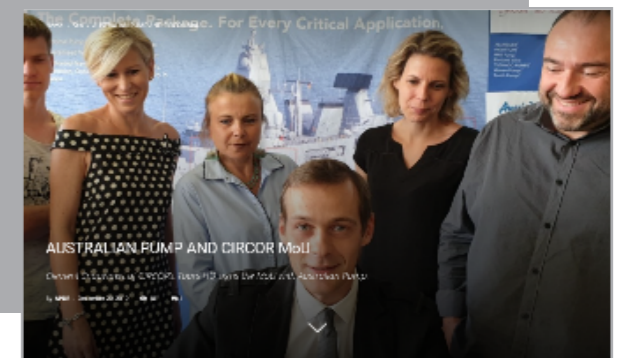
The stimulation of these programs has generated a desire to work together with relevant Government Departments to:

- Provide engineering and design support, in-country where required.
- Invest in qualified testing equipment for both SEA 5000 and SEA 1000 projects
- Cooperate in R&D issues where required
- To provide an interface with CIRCOR and the shipbuilder on design, facilitating expert advice and in country through life support

This willingness to serve the Australian Navy and prepare ourselves for this challenging Projects leads to MoU signature, distributor and service & repair center agreements.



<https://asiapacificdefencereporter.com/australian-pump-and-circor-mou-2>



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CIRCOR WINS ORDER BY DELIVERING COMPLETE PRODUCT PACKAGE OF PUMPS TO TURKISH CUSTOMER

Pumps used for sludge pumping, cooling, fuel oil transfer, and more in ‘floating power plant’

When we talk about ships, we are usually led to think of cruise ships (now renamed giants of the seas), supply vessel, Cargo vessels, Ferry Boats, Fishing vessel and so on.

Not many know the Powership: massive ships, which unlike the other ships on which we spend beautiful holidays or carrying goods. A Powership is an exceptional marine vessel - a floating power house resource, with a power generating plant installed on it.

Powerships are expected to fulfill form the coast the urged power requirements across the countries mostly in the Middle East, South Asia and in North Africa without permanent power plants onsite.

Powerships are no ordinary vessels but are built using special technology. They can be operating in both liquid fuels (HFO/RFO) and natural gas with an option of dual fuels. Suitable for various high voltage levels, these powerships can provide uninterrupted power.

The power vessel resulting from this project will be able to produce energy



with its 16 generators using either fuel oil or liquid natural gas (LNG). That energy will then be supplied as electrical power in remote and developing areas of the world.

The project presented many challenges, and it was a fantastic team effort as well as the possibility

of having a vast portfolio of pumps of different ranges available.

Before speaking of challenges, we must first specify that the shipset included over 72 pumps, with three brands of our CIRCOR brands ALLWEILER, IMO and HOUTTU-IN consisting of centrifugal pumps, three-screw pumps, PCP pumps and two-screw pumps. So, let's talk about the complexity of the project, the possibility of offering a unique and complete proposal to the owner and how our knowledge help to create a suitable selection within our pumps.

The first challenge was with the Sea Water COOLING PUMP. In general, ships use 2 to 3 of these pumps. Instead, our project has 16 pumps (equivalents to 8 times a shipsets) one for each generator which the ship produces power.

We have selected our MI-S 250-315 (for 1,100 m3/h) among the biggest sizes in our portfolio. This will be a huge job for the foundry, as the casing casting is manually constructed in a very complex job.

The second challenge, perhaps the most important, was the Sea Water PUMP CONDENSED STEAM TURBINES. We have selected the new generation pump MA-S 350-315 / 41 (1,800 m3/h) vertical axial intake and radial outlet and again using the largest size in our portfolio. NPSHa was low and the technical specification indicated a vertical pump. We studied many possible solutions, the key moment was certainly when we convinced the customer to consider the possibility of using our special design pump with innovative volute casings. Thanks to this solution, we have significantly improved the value of NPSHr, since our pump does not need an elbow pipe before

“ I am very proud to have been responsible for this project. If I must find 3 phrases to describe the reason for this success:

- Great determination to win
- Excellent teamwork
- Best technical solution and portfolio

Roberto Vurchio
Area Sales Manager, Radolfzell



Thanks to the extensive expertise held by Allweiler and the rest of the CIRCOR family of brands, CIRCOR Allweiler was able to supply all of the highly reliable pumps needed in the extensive power vessel system, each specified to their particular application.

Regardless of use, though, all pumps supplied are specifically designed for maximal uptime even in the harsh marine environment.

suction, significantly reducing losses. In addition, we were able to select the pump with the maximum diameter and definitively win the owner's challenge.

Other benefits of our MA-S pump, are the unique space-saving foot design offers pump stability in heavy seagoing conditions, and the suction flange's integrated fixing holes allows for pedestal mounting to the ship foundation. Surely we have provided the best technical solution to the shipyard.

The third main challenge was to select the Heavy Fuel Oil TRANSFER PUMP for which we selected the two-screw pump 236.118. We had an important flow (150 m3/h) and very low NPSHa value. For this reason, the selection of a two-screw pump was decisive.



“According to a recent estimate, 1 in 5 people has no access to electricity at all, and this is crucial for life, health, education and industry,” said Roberto Vurchio, Area Sales Manager, CIRCOR Commercial Marine.

With projects like this one, is capable of bringing electricity access to areas where such access was previously impossible. In order to do so, however, all equipment on the vessels must be capable of running continuously over extended periods of time. Over the span of approximately eight months, CIRCOR Allweiler has designed, built, supplied, and installed several different pumps critical to the functioning of one of the company's powerships

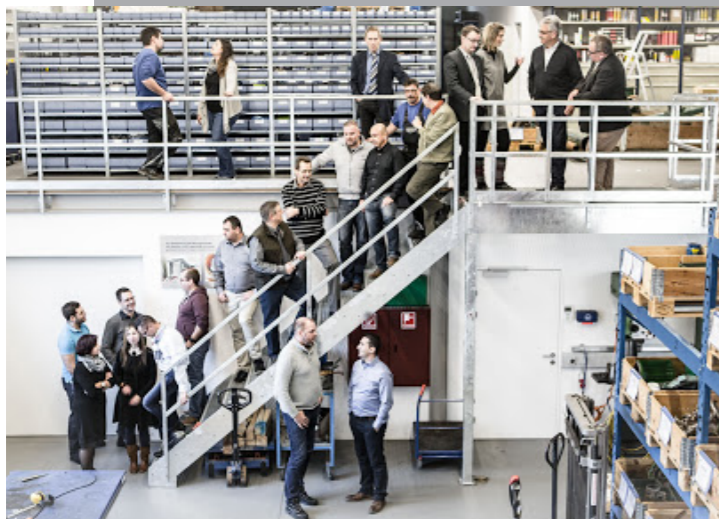
2020 Q1 EUROPEAN DISTRIBUTOR REWARD PROGRAM

With the objective to support a strong start into a challenging year in 2020, CIRCOR Industrial Pumps EMEA launched its **2020 Q1 European Distributor Reward Program**. Distributors that were able to overdrive bookings by 20% or more compared with their Q1 budget qualified for a reward consisting of a marketing contribution proportional to the overdrive amount. This incentive has supported our channel partners and CIRCOR's Q1 bookings. Equally important, it has been an **engagement in a joint marketing effort**.

We congratulate all participants for a strong Q1. We are happy to announce that two of our channel partners have met the ambitious goal! The Swiss Distributor **Schubag AG** and the German Sales & Service Partner **Reichmeister & Herold** both surpassed their Q1 budget by **more than 20%** and have qualified for the reward.



Let us continue to make the most out of a challenging year in 2020.
EXPECT MORE TO COME!



Schubag is happy about the marketing bonus, and has many ideas on how to use. For promotional gifts, for participation in the IImac Lausanne trade fair and for 2 advertisements of Allweiler Optifix pumps.



From left: Hanspeter Egger / CEO, Thomas Singler / Sales Manager Chemistry, François Racine / Head of Service Processing.

STRENGTHENING PRESENCE IN THE UK

On our way to recover the market share in the second largest economy in Europe by increasing our market presence and service offer with local and expert partners in the United Kingdom, we have qualified two new authorized distributors. With Durham Pumps Ltd. serving northern England and Ferrier Pumps Ltd. serving Scotland, both have the ability to support our broad portfolio of products and numerous end-use markets, from power gen technology to process or wastewater.

This process is driven by Sunith Dsouza, Area Sales Manager for the UK and Ireland.

Sunith has joined CIRCOR Industrial Pumps in 2018, with a strong technical background in rotating equipment and now leads the way to regain market share in Europe's second largest economy.

Special thanks to Sunith Dsouza and all the other associates that supported this qualification process.



From Left to Right: Mark Jones – Managing Director, Steven Judd, Director - Repairs and Site Maintenance, Christopher Judd - Maintenance Engineer.

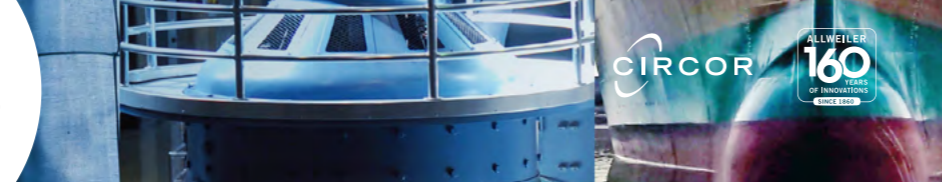


Brian Ferrier Managing Director of Ferrier Pumps and Sunith Dsouza.

New partner for Allweiler pump-service network Germany

Establishing our Sales- and Servicepartner network in Germany helped us to move closer to our customers and improve our capability of servicing the needs of our end users. Key for this success is to have qualified partners as part of our network, leading to customer satisfaction and growth.

We are happy to welcome Wolfgang Krajewski GmbH & Co.KG, based in Lüneburg, Germany as a new partner in the network. This is another step in our strategy to cover the DACH Region with partners to be as close as possible to the users of our pumps.



PUMPS EMEA VIRTUAL DISTRIBUTOR MEETING

JUNE 10th 2020

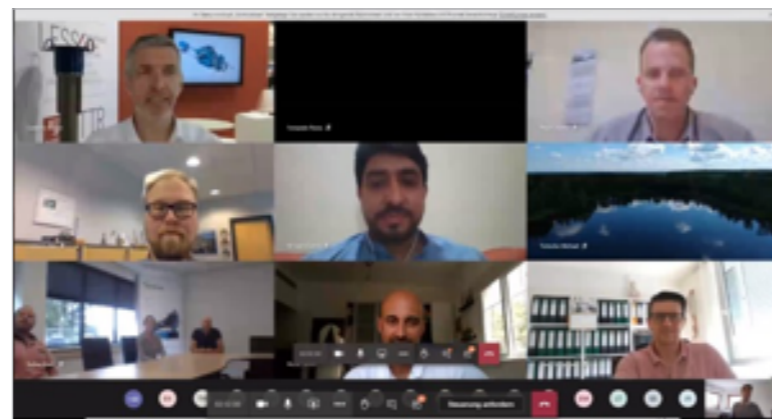
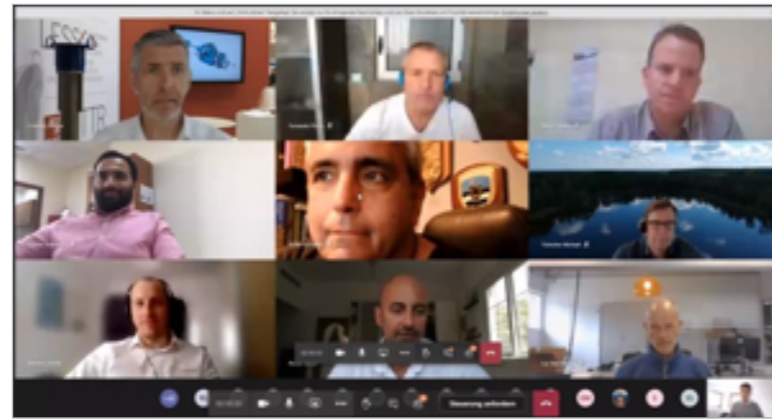
The Pumps EMEA Virtual Distributor Meeting was held on June 10th 2020. In a business environment effected by **COVID-19** travel has been limited. With this background we decided to conduct an online distributor conference where all EMEA channel partners had been invited. Gunter Connert, Sr. Director Sales General Industry **EMEA & APAC** and Florian Kupper, Regional Sales Manager **RoE** set up and hosted a meeting across two continents with our valued EMEA channel partners and internal team. Virtually by MS teams, **more than 50 participates** were online at the same time.

Daniel Stirpe, VP/GM Industrial Pumps EMEA & APAC introduced the **CIRCOR EMEA** Sales organization and his leadership team, explained how CIRCOR has been managing COVID and summarized CIRCOR 2019

performance. Gunter Connert shared an outlook onto CIRCOR 2025 strategy as well as CIRCOR **purpose, mission, vision & values**.

Regional Sales leaders also presented the following: Jannik Röben, Simon Pistilli and Florian Kupper introduced news in channel management, **regional expansion in India and China**. Sara Sanz, Marketing Specialist and Elvis Kovacevic, Product Manager PCP shared their initiatives to support our channel partners, with special focus on digital marketing as this newsletter and Sales Support in the **PCP Go to Market Initiative**.

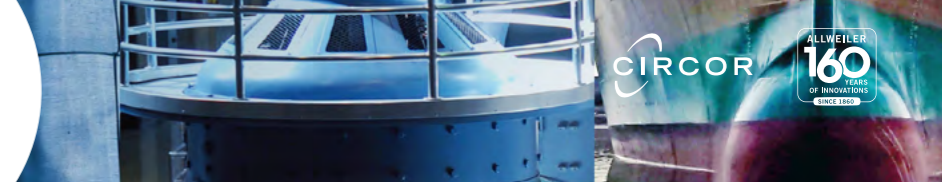
A **Q&A session** concluded the event.



First successes on two 2019 product launches were shared as our new **SNA screw pump** and **AEB DE dosing PC pump** have successfully been introduced to the market and their value proposition and design concept have found positive market feedback.

A **Q&A session** concluded the event. Our distributors gave us valuable feedback and were curious about the presented.

The **Virtual Distributor Meeting** proved to be an excellent option to connect with our channel network. The **CIRCOR EMEA Sales Team** is looking forward to connecting and staying in touch with our partners both online and in person.

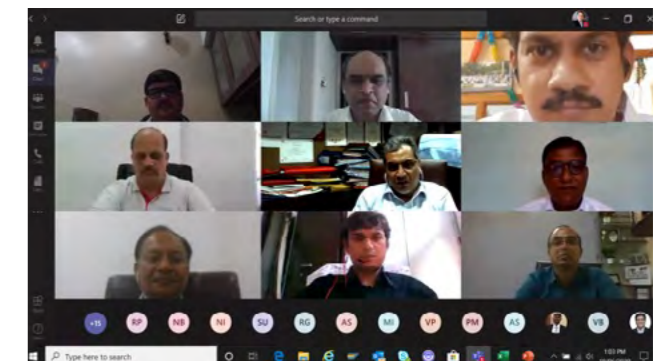
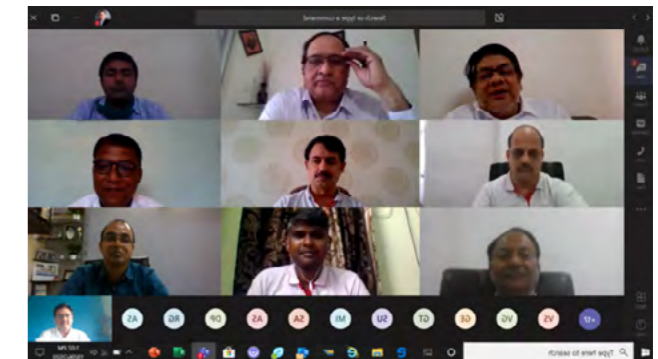
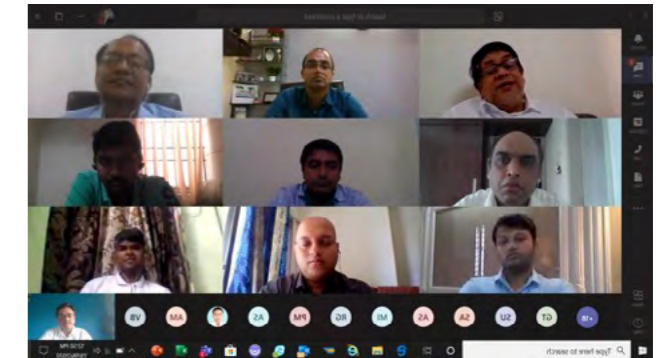
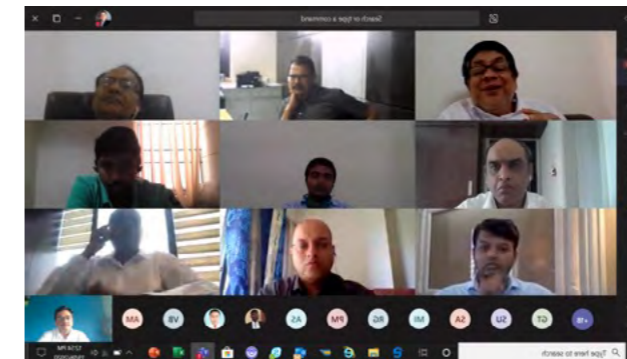


PUMPS INDIA VIRTUAL DISTRIBUTOR MEETING

JUNE 19th 2020

Due to the COVID-19 impact, the total Allweiler India Sales & Marketing Team have taken initiative to conduct its 'First Virtual Meeting' with the all India region distributors on 19th June 2020.

In the new normal conditions, we had a two hours Virtual Meeting Session with our India Regional Distributors of Pumps. It was participated by 34 Distributors and 9 Leaders from our side covering Sales, Services and Business. This was our First attempt to hold Virtual Session for such a large External Audience and it was quite successful. Everyone found it quite interactive, exciting, innovative and very importantly quite effective. We are now planning to organize more such sessions periodically to drive Business Reviews, New Products Introductions, Policy Changes and communicate other Important announcements. After meeting, feedbacks through online forms were also taken from all the participants.



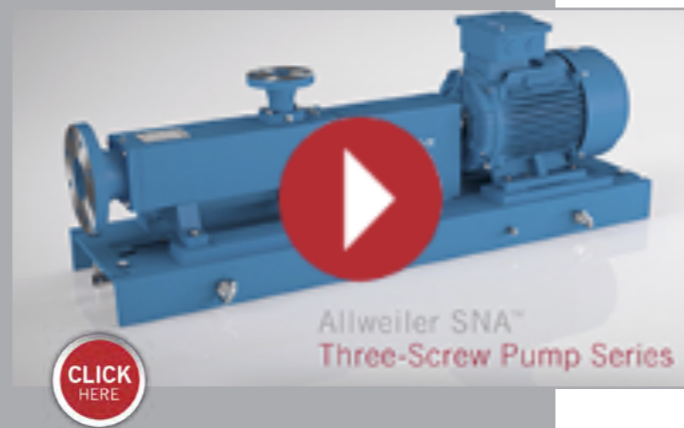
ALLWEILER SNA™ SERIES PLUG & PLAY PUMPING SOLUTION FOR LUBE OIL APPLICATIONS

SETTING A NEW STANDARD FOR API 676/682



The Lube Oil Pump Skid Builders Rely On

CIRCOR's Allweiler SNA series of next-generation industrial lube oil three-screw pump systems are the ideal solution when nothing less than API-level quality will do. Engineered to last, this series is built to API 676/682 guidance and allows skid builders to offer flexible solutions, cost-effective pricing and reasonable delivery times to their customers.



RELIABILITY FOR LUBE OIL APPLICATIONS

Lube oil skid builders must be highly flexible when receiving orders for API 676/682 applications. CIRCOR's Allweiler SNA series is built to API 676/682 guidance.



REFINERIES
(GASCOMPRESSORS,
GEARBOX)



POWER PLANTS (OIL
COOLING, EMERGENCY
AND BEARING PUMPS)



JACKING OIL
& SEAL OIL
SYSTEMS



COMPRESSORS,
TURBINES AND
LARGE SCALE PUMPS



MACHINES USED
IN MINING, CEMENT
PLANTS & STONE
BREAKING



LARGE GEAR
TRANSMISSIONS



TRANSPORTATION
CONVEYOR SYSTEMS

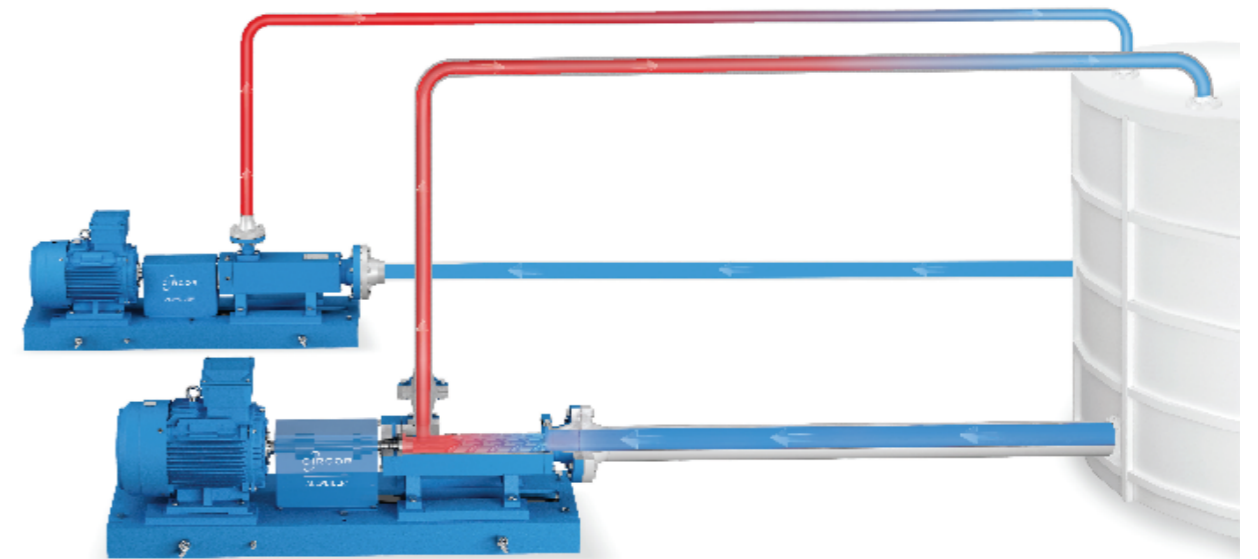


FLOATING PRODUCTION
STORAGE AND OFFLOADING
(FPSO) VESSELS



COAL MILLING

Allweiler SNA is a self-priming, low vibration three-screw pump series that has the advantages of positive displacement technology. The pump provides smooth handling of the liquid, offers wide viscosity and temperature ranges and maintains critical flow requirements even with back-pressure increases, as well as delivers reliable high volumetric efficiency. The Allweiler SNA pump is available in a bare shaft version, but also as an aggregate solution complete with baseplate, coupling, lantern and motor – providing a fully plug-and-play solution for the most diverse applications.



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DIFFERENCES BETWEEN SN-API AND SNA PUMPS



- Unlimited variants
- External & internal housing
- Welded connections
- Long live design with replaceable liner
- Longer delivery times



- Limited variants
- One housing
- Limited welded parts
- Fits the standard market
- Short delivery times
- Optimized system with cost savings
- 25% in pump weight reduction

SNA SYSTEM

SYSTEM SOLUTION PROVIDER FOR EVERY API 676/682 APPLICATION

FLEXIBLE CONNECTIVITY
Allweiler is setting a new standard with weld-free connectivity. Flange options to screw/unscrew and easily change positions from top, left or right side, depending on customer requirements.

FITS EVERY CONNECTION
Suction and discharge flanges are according to ASME-B 16.5 class. 150/300 lbs as default and other variations as 300/300 and 150/150 are optional.

EFFICIENT TRANSMISSION
High quality coupling designed to reduce power loss to minimum.

FITS ALL SYSTEM POWER NEEDS
Various motor possibilities

CARTRIDGE SEALS API 682 COMPLIANT

SAFETY AND ACCESSIBILITY
Coupling guard designed to improve people security but also to easily access connections. Reinforced for up to 900 N.

SEALING SOLUTION FOR EVERY DEMAND
Sealing variants include high quality mechanical seal either in standard version or maintenance-free cartridge seals corresponding to API 682 standard.

CONVENIENT MAINTENANCE
Pump design offers simple assembly and disassembly. Periodic maintenance optimized by using predefined spare part kits.

RELIABLE AND SAFE
Assure system reliability with Allweiler-engineered lightweight baseplates for API applications.

BASE PLATE MEETS API 676

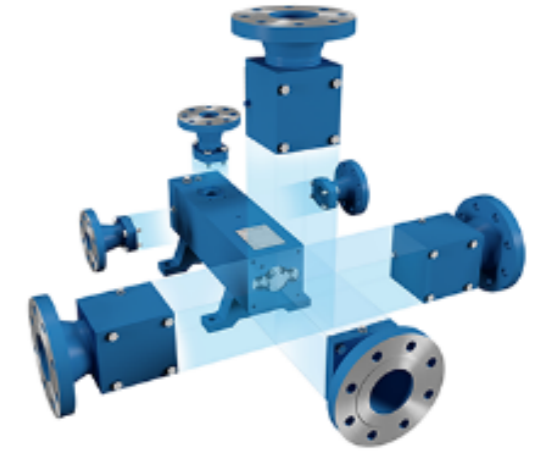
PUMP DESIGN MEETS API 676

ENGINEERED TO LAST
Combination of highly-wear resistant steel spindles and high tech steel housings extends pump service life.

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A NEW STANDARD OF FLEXIBLE CONNECTIVITY

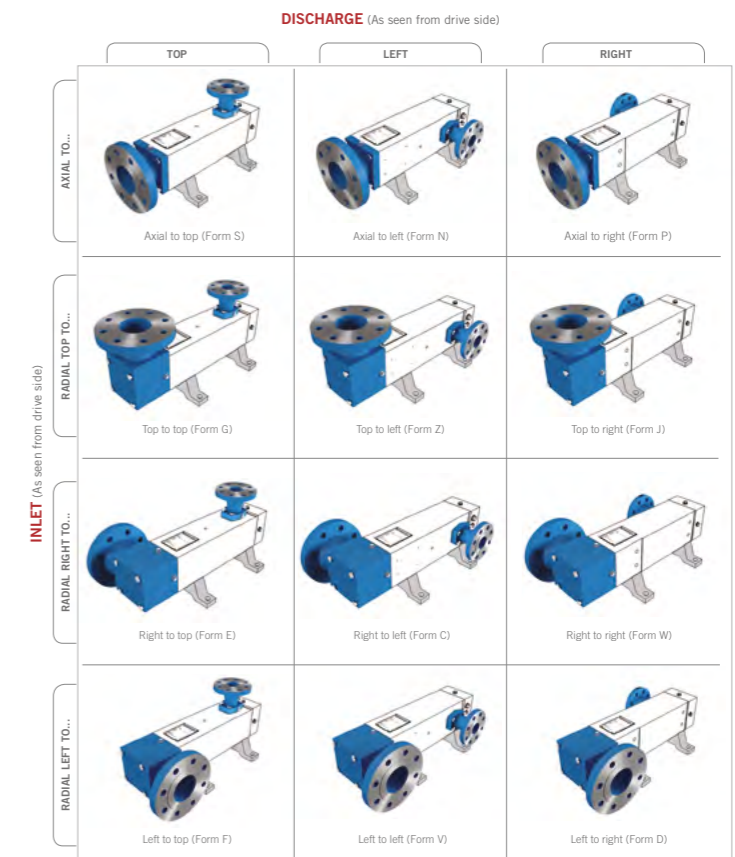
By using screw connections with two different flanges for the inlet and one for the outlet, instead of welded connections, together with intuitive pump feet, the Allweiler SNA becomes a plug-and-play solution for connecting to any application with ease.



A NEW STANDARD OF FLEXIBLE CONNECTIVITY

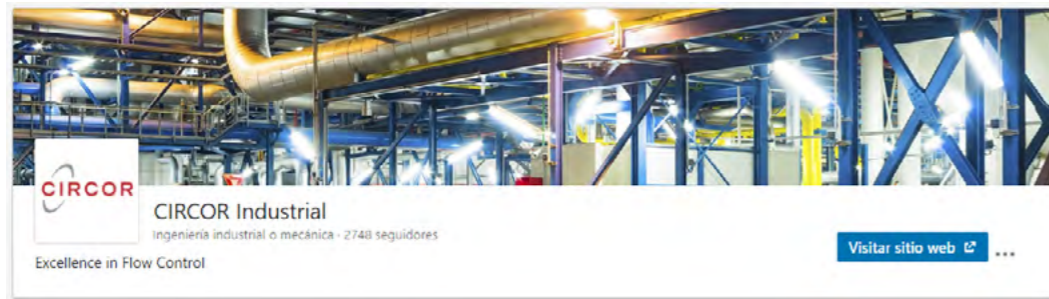
Allweiler's intuitive design solution keeps you on track for delivery, even if the project has suddenly changed inlet and outlet positions. The Allweiler SNA series allows for customized setups in any of 12 ways.

CHOOSE BETWEEN TWO MOUNTING SCHEMES



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MARKETING AND COMMUNICATION - SOCIAL MEDIA



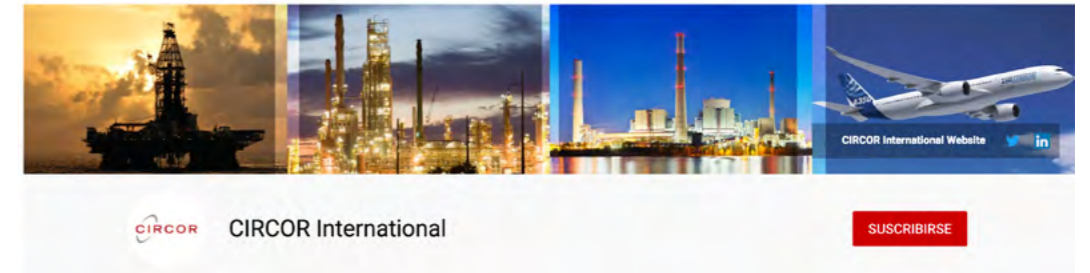
POSTS 2020, click on the image to view the link

A grid of 18 social media posts from 2020, each with a 'CLICK HERE' button. The posts cover various topics including pump technology, industry events, and company news.

- Post 1: Pump & Valves event (12, 13, 14, FEB 2020)
- Post 2: Comparing pump materials
- Post 3: Mechanical plants and corrosion resistance
- Post 4: Erosive vs. Corrosive Wear Resistance chart
- Post 5: New Allweiler tradition for flexible installation
- Post 6: Comparison of conventional vs. new pump technology
- Post 7: 5 EASY STEPS to pump selection
- Post 8: Examples of typical batch separator mixing and blending
- Post 9: Industrial requirements for pumps
- Post 10: Equipment safety and maintenance
- Post 11: Allweiler Plug & Play Pumps for Lub Oil Applications
- Post 12: Accurately Meter Fluids with Zenith 9000 Series Pumps
- Post 13: Allweiler EMTEC Three-Stage Pumps
- Post 14: Allweiler OptiFlow Processing Cavity Pumps
- Post 15: Allweiler Generation 2 Pump Inserts
- Post 16: +90% Growth Grew LinkedIn followers from ~1250 in 2018 to ~2263

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MARKETING AND COMMUNICATION - SOCIAL MEDIA



VIDEOS 2020, click on the image to view the link

A grid of 10 video thumbnails, each with a 'CLICK HERE' button. The videos showcase various CIRCOR pump models and their applications.

- Thumbnail 1: Allweiler Plug & Play Pumps for Lub Oil Applications
- Thumbnail 2: Accurately Meter Fluids with Zenith 9000 Series Pumps
- Thumbnail 3: Allweiler EMTEC Three-Stage Pumps
- Thumbnail 4: Allweiler OptiFlow Processing Cavity Pumps
- Thumbnail 5: Allweiler Generation 2 Pump Inserts
- Thumbnail 6: UP TO 85% FASTER MAINTENANCE TIMES
- Thumbnail 7: Allweiler EMTEC die drei-stufige Pumpe
- Thumbnail 8: CIRCORs verschleißfeste ALLDUR Stationen
- Thumbnail 9: CIRCOR's Wear Resistant ALLDUR Stations
- Thumbnail 10: CIRCOR Multiphase Pump Systems

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MARKETING AND COMMUNICATION - PRESS RELEASE



COMMUNICATION – CIRCOR PUMPS MEDIA PLAN

Publication	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Elevator World			●		●				●			
www.elevatordirectory.com					●							
Flow Control Magazine				●								
Delta P Magazine	●				●	●						
Modern Pumping Today				●								
Chem Technik: Special Pumps Edition					●	●						
Process Technology and Components				●								
Puk Magazine											●	
Pumps & Systems				●	●	●	●					
Pump Engineer		●						●	●		●	●
Laboratory Equipment Magazine		●										
Tank Storage Magazine			●			●						
Storage Terminals Magazine				●								
Storage Terminals Online						●	●	●	●			
Pipeline Magazine			●									
Worlwide Shipyards Handbook					●							
Shiff & Hafen							●	●				
Chemie-Technik					●		●			●		
Process Worldwide							●	●			●	●
Lebensmittelbrief			●					●				
Pharma+Food	●									●		●
PUMP.DE	●			●							●	
PuK (Prozesstechnik & Komponenten)				●								
Delta- P						●				●		
MM Maschinenmarkt								●		●		●
KEM Konstruktion									●	●		●
Industriewasser						●					●	
PROCESS										●		
wwt wasserwirtschaft wassertechnik									●			
ENTSORGA												●
Schiff & Hafen and Ship & Offshore								●				

CIRCOR - PUMPS LITERATURE

PRODUCT CATALOG

CLICK HERE

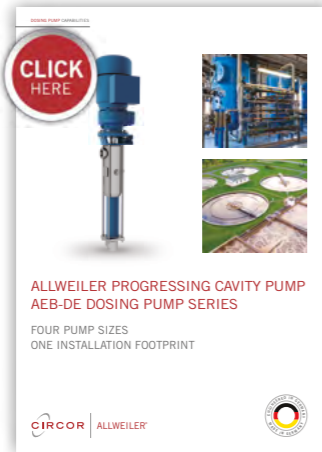


PRODUCT CATALOG

CIRCOR | ALLWEILER

CIRCOR Pumps
German PDF download

CLICK HERE



ALLWEILER PROGRESSING CAVITY PUMP
AEB-DE DOSING PUMP SERIES

FOUR PUMP SIZES
ONE INSTALLATION FOOTPRINT

CIRCOR | ALLWEILER

Allweiler AEB-DE
German PDF download

CLICK HERE



ALLWEILER OPTIFIX™
PROGRESSING CAVITY PUMPS

PUMPS THAT ARE EASY TO MAINTAIN AND IMPOSSIBLE TO BEAT

CIRCOR | ALLWEILER

Allweiler Optifix
German PDF download

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EMTEC-C
PUMPS FOR HIGH PRESSURE
COOLANT SUPPLY

BRINGING NEXT LEVEL PERFORMANCE TO COOLANT PUMPS

CIRCOR | ALLWEILER

Allweiler EMTEC-C
German PDF download

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ALLWEILER SNA™ SERIES
PLUG & PLAY PUMPING SOLUTION
FOR LUBE OIL APPLICATIONS

SETTING A NEW STANDARD FOR API 676/682

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ALLWEILER SNA

PRODUCT CATALOG

CLICK HERE



COMMERCIAL MARINE

CIRCOR | ALLWEILER

**COMMERCIAL MARINE
Pumps**

CLICK HERE

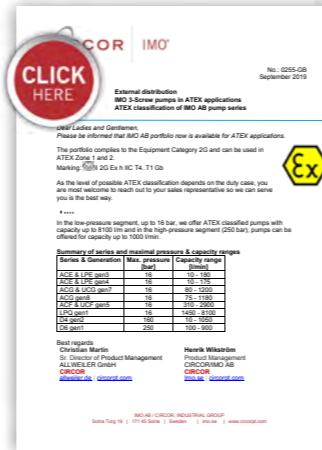


HOUTTUIN™ TT SERIES
FOR UNLOADING AND
TRANSFER APPLICATIONS

CIRCOR | HOUTTUIN

Houttuin TT

CLICK HERE



External distribution
IMO Three-Screw pumps in ATEX applications
ATEX classification of IMO AB pump series

Ex

Best regards
Christian Martin
Director of Product Management
ALLWEILER Group
CIRCOR.de | contact@allweiller.com

Markus Wilsch
Product Management
CIRCOR/IMO AB
CIRCOR.de | contact@allweiller.com

**IMO Three-Screw pumps
in ATEX applications**

CLICK HERE



INDUSTRIAL PUMPING SOLUTIONS
ADHESIVES AND SEALANTS INDUSTRY

TECHNOLOGY STRENGTHS

PERFORMANCE DATA RANGE

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**Adhesives and
Sealants Solutions**

CLICK HERE



INDUSTRIAL PUMPING SOLUTIONS
POLYURETHANE INDUSTRY

TECHNOLOGY STRENGTHS

PERFORMANCE DATA RANGE

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**Industrial Polyurethane
Solutions**

CLICK HERE



INDUSTRIAL PUMPING SOLUTIONS
PULP AND PAPER INDUSTRY

TECHNOLOGY STRENGTHS

PERFORMANCE DATA RANGE

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**Industrial Pulp &
Paper Solutions**

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MARKETING MATERIAL & SUPPORT

WE HAVE MATERIAL TO SUPPORT
CIRCOR PUMP COMMUNICATION:

- Material for show room & shop floor, Building signs, Stickers...
- Technology posters 14 models available
- Service T-Shirts
- Pump models

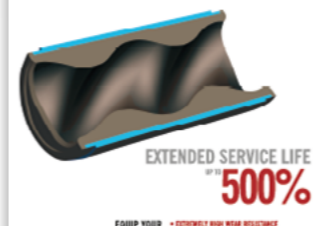
CLICK HERE

Link to complete list of material, and contact your regional CIRCOR Channel Partner Manager to process your request.



ALLDUR® STATORS

FOR ALLWEILER PROGRESSING CAVITY PUMPS
INSTALLATION OR RETROFIT



EXTENDED SERVICE LIFE
UP TO 500%

EQUIP YOUR PROGRESSING CAVITY PUMP WITH ALLDUR® AND GET READY TO SEE RESULTS.

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ONE SOURCE

LEADING INDUSTRY-SPECIFIC PUMP TECHNOLOGIES
AND FLUID HANDLING SOLUTIONS



CIRCOR | ALLWEILER | HOUTTUIN | IMO | WARREN | ZENTH | contact@allweiller.com

TECHNOLOGIE

Qualität. Made by Allweiler

Makro-Produktionen sowie hochspezifische Investitionen in Forschung und Entwicklung unter Nutzung der internationalen Ressourcen von CIRCOR

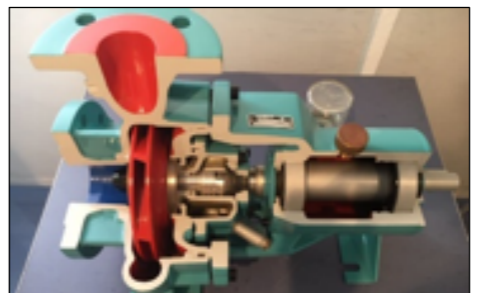
- Hohe Flexibilität und schnelle Fertigung
- Pumpen für extreme und anspruchsvolle Medien
- Individuelle Lösungen und standardisierte Baueinheiten
- Internationaler patentierter, verfahren und konstruktions

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PUMPSERVICE

CIRCOR

**Zertifizierter Vertriebs-
und Servicepartner**



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IMO®
HOUTTUIN®
ZENITH®
WARREN®