

Mexico Trade Mission

Wilden Pump Helps International Firms Transfer Liquids Safely

“Wilden exports products, not jobs” is the promotional theme of Wilden Pump & Engineering, a member of the California Chamber of Commerce. That spirit was in evidence during Wilden’s participation in Governor Arnold Schwarzenegger’s trade mission to Mexico on November 9-10.

Wilden is a Grand Terrace-based manufacturer of air-operated, double-diaphragm pumps. Following its visits to Mexico City and Monterrey as part of the business delegation, Wilden announced it had received a three-year, \$500,000 order agreement with Kohler Sanimex of Monterrey, a division of Kohler Company of Wisconsin.

Kohler Sanimex, a world-class manufacturer of plumbing and sanitary fixtures, will use Wilden’s product to transfer enamel and ceramic slurry for its cutting-edge bathroom sinks and tubs.

“Kohler Sanimex is one of our many key customers based in Mexico,” said John D. Allen, president of Wilden and a member of the business delegation that accompanied the Governor to Mexico. “Mexico’s economy, productive labor force and favorable logistics make it an excellent trading partner. Growth in Mexico means more production and jobs at our California facility.”

International Sales

Wilden, a division of Dover Corporation (DOV-NYSE) derives 60 percent of its total sales from international sales.

Mexico provides \$2 million in sales annually for the company. Wilden has 260 employees in Califor-



Governor Arnold Schwarzenegger greets John D. Allen, president of Wilden Pump & Engineering, during the environmental technology trade show in Monterrey, Mexico.

nia, and another 80 individuals on its payroll at international locations in Buenos Aires, Chennai, Dusseldorf and Shanghai. Wilden also participated in the Governor’s trade mission to China in November 2005.

Wilden in Mexico

While in Mexico, Wilden participated in the visit to Los Piños, the home of Mexico President Vicente Fox, as well as an environmental panel discussion with members of the California delegation and Mexican government officials.

In Monterrey, Wilden promoted its product line at the environmental technology trade show. Dozens of Wilden’s customers in Monterrey were on hand for the show’s festivities, including the Governor’s pre-taped appearance on Chef Pedraza’s weekly television show to promote California food products.

“These missions are a win-win for

California businesses and state government,” said Allen. “People want to be around our Governor, who truly is one of the world’s most recognizable figures. Growing our business and helping to spread the good word about California is a natural fit.”

Founding Theme

James K. Wilden established the company in 1955 on the idea that “if it flows, we can pump it.”

Today, Wilden features state-of-the-art equipment, lean manufacturing and world-class supply/distribution partners. Its customer base covers every possible fluid transfer application, from moving contact lens solution to tomato paste. Multinational firms such as Coca-Cola, GM and Pfizer rely on Wilden products to transfer liquids safely and efficiently.

SAVE THE DATE

**California Business Legislative Summit
Monday, May 21, 2007**

