

Dear Business Partners, dear Friends,

This year, we were full of good intentions. We wanted to thoroughly integrate all new members of staff. The technical documentation for our new software was to be brought absolutely up-to-date. And with an aim (and a limit) of a maximum of 4–5 new constructive designs, we believed that we would easily be able to face these challenges as well as perform our normal daily activities and handle the new building that was due to start this year. But as is so often the case, the reality was different.



At some point we found that the logo change that was planned for the future and in which the word „Hydraulik“ would be dropped from the company logo actually needed to be decided before the new building was completed. It didn't take long to make the decision, and we appointed mobile-resources, our experienced agency partner of many years' standing. The agency called for an active workshop where the first ideas were created and started to take shape. However, before we were able to choose a logo layout, a „road map“ showed us just how much is affected by changing the logo. From letterhead to clothing, catalogues, website and the trade fair stand – and that's not all.

As well as integrating new members of staff and starting on the new building, 2016 also saw a total of eight new products, six constructive further developments, a newly developed filtration concept and the development of our partnerships and customer relationships, all of which helps to ensure that we can look back on an exciting business year. And with a level of demand that greatly exceeded our prognoses/expectations, an extremely successful one. At this point, we would like to express our deep gratitude to you for your excellent support along the way. We would also like to take this opportunity to thank our staff, who invested tremendous commitment and passion this year to achieve truly excellent results.

We are looking forward to the coming year, and we would like to wish you and your loved ones a peaceful and blessed Christmas and all the very best for a healthy and successful New Year!

Jürgen and Martin Müller

IN CONVERSATION WITH BISHOP ÁNGEL FRANCISCO SIMÓN PIORNO

Instead of sending Christmas presents, this year we shall be supporting the Colegio San José Obrero for the third time. Passing on a four-digit euro amount, with your support we were again able to offer 12 school scholarships and provide new school furniture in 2016. Our shared commitment is of tremendous value to the people there. This year, I was able to speak to Ángel Francisco Simón Piorno (Catholic bishop of the Chimbote diocese in Peru), to whom we have been bound in friendship for many years now.



Martin Müller: Dear Bishop – dear „Paco“, it's lovely that you have been able to find the time for this interview and give our readers – our customers and business partners – a local insight into our activities. Naturally, we are tremendously interested!

Bishop Ángel Francisco: My pleasure! I am delighted that you are interested.

Martin Müller: We've been close friends for many years now. As youngsters, Jürgen and I were able to spend time in Chimbote providing support for projects through our Catholic parish of Dunningen, Seedorf and Lackendorf. Your diocese is one of the largest in Peru, but economically is also one of the most favourably situated thanks to the strong presence of the fishing and metal industries in the harbour town, but also in the hinterland of the diocese. Are you still as heavily reliant on the support from the mother church as a supply institution as well as on donations from private individuals and companies such as Müller Hydraulik GmbH? Why is it like that?

Bishop Ángel Francisco: It is true that Chimbote is one of the strongest economic regions in Peru. However, you must also understand that the fishing sector has suffered greatly in recent years. On the one hand from overfishing in the waters of Peru, and on the other from the phenomenon of „El Niño“, which is warming the sea and therefore drives the fish into deeper waters, which makes it harder to catch them. The fishing sector has provided tremendous support for our projects in the past 10 years. However, there has been a dramatic drop in this support since two years.

Martin Müller: Naturally, that is going to make a difference to the financial situation. But why can't the church in Chimbote survive on its own local resources?

MERRY CHRISTMAS!

Bishop Ángel Francisco: Well, it's really quite simple. The Catholic church of Chimbote is tremendously involved in social activities all over the diocese. Far beyond our pastoral activities, we try to help where problems are the toughest and where the government still does not provide sufficient means to help all over the area.

Martin Müller: What projects are these exactly?

Bishop Ángel Francisco: In the first instance, of course, there are very many pastoral tasks. We perform these with a total of 35 parishes all over the diocese that occupy around 50 priests and more than 100 nuns. However, the staff of most of these parishes are also involved in countless social projects and tasks. Mostly they involve caring for the elderly and the disabled. Health promotion and what are also, of course, key issues, training and education. Whenever the state continues to show large deficits. And all this in the light of the fact that Peru has developed extremely well in many areas in recent years, and the state is increasingly performing its own vested obligations.



Martin Müller: Could you tell us a little more about these deficits?

Bishop Ángel Francisco: Peru has lots of industrial islands with well-developed medium-sized and large cities and functioning infrastructures. We need to support rural areas, inaccessible areas or simply people who are not yet integrated in the macro economy. However, they usually slip right through the social nets operated by the state. Of course, there is still tremendous poverty in Peru resulting from a lack of information or, to put it more basically, from a lack of access to education in a place where there is still a large number of families. For instance, the diocese operates its own hospital in Chimbote with delivery rooms and mother-and-baby support, a large retirement home and a hospice. We take in large numbers of people here who are sent to us from parishes in the deep provinces of the diocese. All this has to be financed with external donations although we naturally try to manage on our own means.

Martin Müller: To the outside, the Colegio San José Obrero, which the Müller company supports every year, looks more like a school for the wealthy. Isn't that contradictory to what you said earlier?

Bishop Ángel Francisco: It might appear so, but it's not quite the case. There are some children at the school whose parents are able to raise the 522 euros it costs to keep them there for a year. This is the basic amount we need from them to keep the school going. However, our specific aim is to use this school to give children throughout the diocese the opportunity for an education. Lots of children have the mental ability for it, but because of their origins and their families' lack of financial means are unable to go on to further education even though they are more than capable of doing so. We use partnerships, such as the one with you, to provide full or half scholarships for children from financially challenged families. Müller pays a part of them, and uses the rest to finance the school infrastructure.

Martin Müller: Do you have any ideas of how Müller can improve its commitment? Or in other words: what could be improved even further with Müller's support?

Bishop Ángel Francisco: Well, there are lots of other exciting projects in our diocese that would be only too happy to accept Müller's support. I am thinking of various options for basic and further education, the co-operation with the local university. However, that would probably be pushing the Müller structure to its limits (Bishop Ángel Francisco smiles). But seriously, we think that we need to get together with Müller and think carefully about scholarships to the Colegio San José for financially challenged families.

Martin Müller: Dear Bishop – my dear Paco – thank you so much for your time!

