



News Release September 2009  
For Immediate Release

## **Fusion perfect: ALLTEC, Expert in Laser Marking, acquires FOBA, Specialist in Laser Marking and Engraving**

Selmsdorf/ Lüdenscheid, September 01, 2009 – ALLTEC GmbH, a German manufacturer of laser systems for marking and coding, has acquired the Lüdenscheid based FOBA Technology + Services GmbH, expert in precision lasers for marking and engraving. The Federal Cartel Office has agreed to the acquisition. The now legally recognized merger of both companies brings together more than 65 years of combined experience, focusing on laser marking and engraving.

For 25 years, ALLTEC has been an international market and technology leader in the development and manufacture of laser marking solutions. Since 2004, ALLTEC's Laser Business Unit (LBU) has been the technology center for laser marking within the publicly traded Danaher Corporation's (Washington DC, USA; NYSE: DHR) Product Identification Platform. FOBA Technology + Services GmbH will become part of the ALLTEC Laser Business Unit.

The acquisition of the laser marking and engraving specialist FOBA that was founded 40 years ago leads to major synergies for both sides and makes sense in many respects:

- **Extended Product Range:** FOBA products perfectly add to the existing portfolio, so that immediately one of the widest product lines for the identification with lasers is available in the market: From systems ready to integrate into production lines through to work stations for stand-alone operation and engraving machines such as for the tool and mold making and medical technology industries.
- **Global Presence:** In the future, sales and service are further pooled and broadened within the global sales and service network of Danaher PID. As a major result, the closeness to customers improves. Both the support and consultation of all FOBA customers will be guaranteed any time especially within the Laser Business Unit family of ALLTEC.

*"To further our growth especially in the part and component marking sectors, we could get FOBA on board, a vigorous and experienced partner that both has access to these markets and brings along the relevant products",* states Hermann Klein, Managing Director of ALLTEC. According to Kevin Quinlan, Vice President Sales for FOBA, *"the com-*

*pany now more than ever satisfies the demands and needs of worldwide customers especially in the fields of automobile manufacture; electronics, electrical engineering and semiconductor production as well as machine building and tool and mold making.”*

According to Theo Ostendorf, Managing Director for FOBA, the consolidation with ALLTEC is part of *“a positive development. Within Danaher’s Product Identification Platform, FOBA becomes part of one of the major suppliers for industrial product identification systems. Thus FOBA is able to confirm and expand its good reputation as expert for high quality laser marking and engraving products and services.”*

Finally, the acquisition of FOBA Technology + Services GmbH by ALLTEC is the consistent continuation of Danaher’s corporate policy to expand and strengthen the ALLTEC Laser Business Unit’s position as one of the world’s leading companies in the field of marking, coding and engraving with lasers.

**For additional information** and to forward reader responses please contact:

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**About FOBA**

FOBA Technology + Services GmbH is one of the leading manufacturers and suppliers of precision laser systems for marking and engraving. FOBA marking lasers mark a variety of materials not least in the key markets of electronics, automotive, plastics and safety and personalization (cards and security). FOBA laser engraving machines are especially applied in the fields of tool and mold making, medical technology, jewelry and coinage. Sales branches in Europe, the U.S. and Asia service the most important markets worldwide.

**About ALLTEC**

ALLTEC GmbH numbers among the world’s leading companies for the development and manufacture of laser marking and coding solutions. Since 2004, ALLTEC’s Laser Business Unit (LBU) has been the technology center for laser marking within the publicly traded Danaher

**FOBA**<sup>®</sup>  
Laser Marking + Engraving

  
The Laser Business Unit

Corporation's (Washington DC, USA; NYSE: DHR) Product Identification Platform. The ALLTEC Laser Business Unit's products are introduced to the market via a global network of powerful partners for sales and service. In this way, thousands of LBU made systems are applied not only in the electronics and electrical engineering industry, but also in the automobile industry, the tool and metal working industries, the extrusion and the consumer packaged goods industries and many more.

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