

PAUL MUELLER COMPANY

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2005 Annual Report

## Financial Highlights

### Operating Results for the Year

|                                    | <u>2005</u>         | <u>2004</u>           |
|------------------------------------|---------------------|-----------------------|
| Net Sales .....                    | \$138,133,000       | \$112,928,000         |
| Income (Loss) before Taxes.....    | \$ 7,137,000        | \$ (6,364,000)        |
| Provision for Income Taxes .....   | 520,000             | 2,241,000             |
| Net Income (Loss).....             | <u>\$ 6,617,000</u> | <u>\$ (8,605,000)</u> |
| Earnings (Loss) per Common Share:  |                     |                       |
| Basic.....                         | \$ 5.68             | \$ (7.36)             |
| Diluted .....                      | \$ 5.64             | \$ (7.36)             |
| Dividends Declared per Share ..... | \$ 2.40             | \$ 2.40               |



### Year-End Position

|                                |               |               |
|--------------------------------|---------------|---------------|
| Total Assets .....             | \$ 55,171,000 | \$ 57,083,000 |
| Working Capital.....           | \$ 7,705,000  | \$ 5,826,000  |
| Current Ratio.....             | 1.28 : 1      | 1.19 : 1      |
| Net Worth .....                | \$ 21,449,000 | \$ 17,000,000 |
| Book Value per Share .....     | \$ 18.46      | \$ 14.26      |
| Common Shares Outstanding..... | 1,162,249     | 1,192,410     |
| Backlog .....                  | \$ 37,027,000 | \$ 46,324,000 |



**Paul Mueller Company – Springfield, Missouri**

**Paul Mueller Company - Osceola, Iowa**

## Paul Mueller Company and Subsidiaries

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Dear Shareholder,

We are pleased to report net income in excess of \$6,600,000 for 2005 on total sales of more than \$138,000,000. The 22% increase in sales and better operating margins were the key contributors to the improved financial performance compared to 2004. Additionally, 2005 results were favorably affected by a partial reduction in the valuation allowance for all of our net deferred tax assets; and this contributed \$1,200,000 to our net income.

We began 2005 with a favorable backlog of \$46,324,000 that included a large order for pharmaceutical modules. This backlog was instrumental in getting us off to a strong start for 2005 and produced very favorable results for the first quarter. During 2005, we also experienced operational improvements that contributed significantly to our results. These included a reduction in variances for labor and material, a reduction in warranty costs, and more effective project management. The more favorable cost variances were related to our execution process that consisted of better scope definition, an increased consistency in the estimating process, an improvement in "engineering to the estimate," and better communication among sales, engineering, and manufacturing. During 2005, we experienced a reduction in the value of warranty claims, better management of the direct costs associated with satisfying warranty claims, and improved administrative support. During the fourth quarter of 2005, we centralized our project management department resulting in more consistency to our order management performance. The increased focus on throughput and managing to committed ship dates contributed significantly to the \$39,512,000 in sales attained during the fourth quarter. Additionally, fourth quarter sales positively affected our profitability by increasing our total operating income and reducing our inventory levels, which led to a lower LIFO reserve. The resulting favorable adjustment to the LIFO reserve increased our net income for the fourth quarter by \$1,085,000. In addition to the operational improvements, our operating expenses were well controlled and favorable to budget for the year; while at the same time, higher-than-planned sales were achieved.

We were pleased with the performance of all of our segments, as their results during 2005 exceeded both the 2005 budget and 2004 performance.

Our Dairy Farm Equipment segment generated revenues that were 33% greater than 2004, and new order entry was 32% greater than budget. Income before tax was \$4,513,000 for 2005 compared to \$1,882,000 for 2004. The success during 2005 was the result of continuing favorable milk prices, an improvement in international sales, and the successful completion of the first full year of the OEM agreement announced in our 2004 annual report.

For our Industrial Equipment segment, overall revenues were 14% higher than 2004. Income before tax was \$550,000 for 2005, while we incurred a loss of \$8,969,000 for 2004. During 2005, our biopharmaceutical product line experienced a significant improvement over 2004 results. Additionally, our success in 2005 was favorably influenced by strong performances from the process systems and equipment, heat transfer, and commercial refrigeration product lines.

The Field Fabrication segment experienced a considerable increase in sales during 2005 with over \$18,000,000 in sales, which represented an 85% increase over 2004. Higher sales led to a major enhancement in profitability, as income before tax increased from \$128,000 for 2004 to \$1,360,000 for 2005.

Our Transportation segment also experienced better results during 2005, as revenues were up by 29% over 2004 and income before tax increased from \$32,000 to \$168,000.

Looking forward to 2006, our backlog at December 31, 2005, was \$37,027,000 compared to \$46,324,000 at the beginning of 2005. As a result of the lower backlog, we anticipate getting off to a slow start in terms of sales for

the first quarter of 2006. Although our starting backlog is \$9,297,000 less than the beginning backlog for 2005, year-to-date order entry has been encouraging and potential projects have been identified to replenish the backlog.

We believe that the renewable fuels industry will provide excellent opportunities for business during 2006. To date, we have focused on the ethanol business and so far have entered \$5,000,000 in orders for ethanol projects around the country. We are particularly well suited to serve the developing ethanol business in terms of supplying factory-built equipment, such as tanks, columns, and heat exchangers. Additionally, we have the capability in the Field Fabrication segment to supply large tanks that cannot be practicably built in the factory. We have the engineering capability and the manufacturing capacity to meet the demands of the marketplace.

During 2006, we will place increased emphasis on product and service development focused on improving the bottom line of our customers. Our marketing efforts will stress the combination of our products and services into an "integrated process solution." The integrated process solution will include tanks, agitation, refrigeration, instrumentation, controls, piping, heat exchangers, filtered water, and ongoing equipment maintenance and repair. In addition, we have the capability of transporting products to the customer's location, as well as completing the installation for them. We are uniquely positioned to offer one-stop shopping by taking the process solution from the "process flow" layout stage through equipment design, manufacturing, modularization, integration among processes, transportation to the site, and complete installation; and if necessary, we can build the entire plant.

We have excellent experience and capability in our engineering group. In recent years, we have expanded our resources in the process design area and actively marketed an integrated process solution offering. The integrated process solution approach leverages our products and services together to solve customers' process needs. Although we continue to engineer equipment solutions, we have also developed the process knowledge to link our various products into an integrated solution for the customer. During 2006, we will focus on "engineering to the estimate" by ensuring that we are improving our consistency between the equipment sold and the equipment produced for the customer, developing new technical/process capabilities for markets such as renewable fuels, and organizing so we can quickly flex to the ever-changing needs of the marketplace.

The outlook for the level of capital expenditures for 2006 is generally favorable, and we expect this to have a positive effect on our Industrial Equipment segment. We expect that two of our key product lines within the Industrial Equipment segment (biopharmaceutical and processing equipment) will show improvement during 2006 compared to 2005.

The favorable outlook for capital expenditures should also benefit the Field Fabrication segment during 2006. Historically, we have focused our field-construction activity primarily on the processing systems and equipment market. During 2006, we intend to expand our field capability to our other product lines. The field capabilities of installation, onsite erection, construction management, repair, and startup support can provide growth opportunities in all of our product lines.

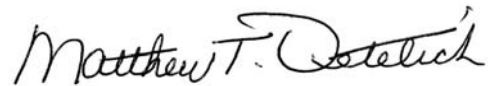
We anticipate the market for Dairy Farm Equipment in 2006 will be more challenging than in 2005. The domestic market has seen very strong milk prices for the past couple of years, and producers have had the incentive to enlarge their herds. However, milk production is projected to exceed domestic demand during 2006, which will have the effect of driving down the milk price and slowing the rate of dairy farm expansion. While the domestic market will be challenging during 2006, we expect to see more activity in the international market for dairy farm equipment, primarily in Latin America.

Our ultimate goal is to achieve sustainable profitability. Our strategy to achieve profitable growth is through attaining top-line sales growth. We plan to expand our sales by a combination of increased market share in

existing markets, the addition of new markets for our core competencies, and the development of new products and services that compliment our process solution marketing approach. The most effective and least capital-intensive way to increase sales is by marketing our products and services through an integrated process solution focused on solving the process challenges of our customers. The integrated process solutions approach moves us away from being a "commodity equipment supplier" by offering solutions that positively impact our customers' day-to-day operations and improve their bottom line profitability.

In summary, we are excited and confident moving into 2006, while at the same time recognizing the challenges that the marketplace and our competitors present. Paul Mueller Company has high name recognition, a reputation for quality products, excellent infrastructure, and broader capabilities than any competitor; and the Company has the best personnel in the industry. We recognize the need for change and welcome the opportunities that change will bring. The biggest keys in attaining our ultimate goal of sustainable profitability are the willingness to constantly challenge the business model of the day and the recognition of where tomorrow is taking us.....and that effort will never be finished.

We are pleased to report improved performance for 2005 as it reflects the culmination of hard work by our dedicated and loyal employees. Also, we want to thank our shareholders for their steadfast support, which has served to strengthen the commitment of the management team and all employees of the Company to strive for future growth and long-term sustainable profitability.

A handwritten signature in black ink that reads "Matthew T. Detelich". The signature is written in a cursive style with a large, stylized initial 'M'.

Matthew T. Detelich  
President and CEO

March 2006

## **Corporate Profile**

Paul Mueller Company, headquartered in Springfield, Missouri, was incorporated in 1946. For over half a century, we have been building a reputation as an outstanding manufacturer of stainless steel tanks and industrial processing equipment that make the customer's process smoother, faster, and more reliable. Mueller has evolved into a global process-solution provider, offering manufactured equipment and components, integrated process systems, and expanded-scope construction. Our philosophy is simple: we are committed to meeting and exceeding our customers' expectations of value by providing high-quality equipment, excellent service, and complete process solutions.

Paul Mueller Company has grown to occupy about 950,000 square feet of manufacturing space in two manufacturing facilities located in Springfield, Missouri, and Osceola, Iowa. Mueller products are used in over 100 countries worldwide on dairy farms and in a wide variety of industrial applications, including food, dairy, and beverage processing; pharmaceutical, biotechnological, and chemical processing; water distillation; heat transfer; HVAC; heat recovery; process cooling; and thermal-energy storage.

Large field-erected vessels, equipment installation, retrofit and/or repair of process systems, process piping, and turnkey design and construction of complete processing plants are services provided by Mueller Field Operations, Inc., a wholly owned subsidiary. Transportation of the Companies' products and backhauls of material and components are handled by another wholly owned subsidiary, Mueller Transportation, Inc. Mueller Montaña de México, S.A. de C.V., a 50%-owned joint venture, provides a presence for industrial equipment in the Mexican market. Mueller Latin America Limitada, a 99.99%-owned Chilean LLC, was established to provide sales of products to the South American market.



## Consolidated Statements of Income For the Years Ended December 31, 2005, 2004, and 2003

|   | 2005           | 2004           | 2003           |
|---|----------------|----------------|----------------|
| <b>Net Sales</b> .....  | \$ 138,133,454 | \$ 112,928,442 | \$ 116,766,018 |
| <b>Cost of Sales</b> .....  | 109,983,037    | 100,261,804    | 93,177,115     |
| Gross profit .....  | \$ 28,150,417  | \$ 12,666,638  | \$ 23,588,903  |
| <b>Selling, General and Administrative Expenses</b> .....   | 21,304,333     | 19,341,330     | 21,370,524     |
| Operating income (loss) .....   | \$ 6,846,084   | \$ (6,674,692) | \$ 2,218,379   |
| <b>Other Income (Expense):</b>  |                |                |                |
| Interest income .....   | \$ 128,038     | \$ 88,105      | \$ 78,148      |
| Interest expense .....  | (17,831)       | (34,760)       | (82,700)       |
| Other, net .....  | 189,911        | 341,167        | 459,770        |
|   | \$ 300,118     | \$ 394,512     | \$ 455,218     |
| Income (loss) before provision for income taxes<br>and equity in income (loss) of joint venture ..... | \$ 7,146,202   | \$ (6,280,180) | \$ 2,673,597   |
| <b>Provision for Income Taxes</b> .....   | 520,000        | 2,241,000      | 664,000        |
| <b>Income (Loss) before Equity in<br/>Income (Loss) of Joint Venture</b> .....                        | \$ 6,626,202   | \$ (8,521,180) | \$ 2,009,597   |
| <b>Equity in Income (Loss) of Joint Venture</b> .....   | (9,026)        | (83,703)       | 8,956          |
| <b>Net Income (Loss)</b> .....  | \$ 6,617,176   | \$ (8,604,883) | \$ 2,018,553   |
| <b>Earnings (Loss) per Common Share:</b>  |                |                |                |
| Basic .....   | \$ 5.68        | \$ (7.36)      | \$ 1.73        |
| Diluted .....   | \$ 5.64        | \$ (7.36)      | \$ 1.71        |

The accompanying notes are an integral part of these consolidated statements.

## Consolidated Balance Sheets December 31, 2005 and 2004

|   | 2005          | 2004          |
|---|---------------|---------------|
| <b>Assets</b>   |               |               |
| <b>Current Assets:</b>  |               |               |
| Cash and cash equivalents.....  | \$ 3,931,083  | \$ 4,005,042  |
| Accounts receivable, less reserve for doubtful<br>accounts of \$441,297 for 2005 and \$713,545 for 2004 .....                 | 22,034,219    | 19,478,131    |
| Income taxes receivable .....   | 286,502       | 1,166,487     |
| Costs and estimated earnings in excess of billings .....  | 1,145,519     | 281,109       |
| Inventories: Raw materials and components .....   | \$ 3,918,091  | \$ 5,897,232  |
| Work-in-process .....   | 1,166,655     | 2,847,559     |
| Finished goods .....  | 964,399       | 1,488,219     |
|   | \$ 6,049,145  | \$ 10,233,010 |
| Prepayments .....   | 1,917,256     | 947,764       |
| Total Current Assets .....  | \$ 35,363,724 | \$ 36,111,543 |
| <b>Property, Plant, and Equipment (at cost):</b>  |               |               |
| Land and land improvements.....   | \$ 3,796,458  | \$ 3,754,462  |
| Buildings.....  | 14,948,229    | 14,804,717    |
| Fabrication equipment.....  | 41,069,244    | 40,051,867    |
| Transportation, office, and other equipment .....   | 13,297,201    | 13,101,058    |
| Construction-in-progress .....  | 729,182       | 367,187       |
|   | \$ 73,840,314 | \$ 72,079,291 |
| Less: Accumulated depreciation .....  | 55,939,940    | 53,158,023    |
|   | \$ 17,900,374 | \$ 18,921,268 |
| Other Assets .....  | 1,907,399     | 2,049,816     |
|   | \$ 55,171,497 | \$ 57,082,627 |
| <b>Liabilities and Shareholders' Investment</b>   |               |               |
| <b>Current Liabilities:</b>   |               |               |
| Current maturities of long-term debt .....  | \$ 137,739    | \$ 362,750    |
| Accounts payable .....  | 5,296,618     | 6,719,074     |
| Accrued expenses: Income taxes .....  | 863,243       | 599,889       |
| Payroll and benefits .....  | 9,760,347     | 3,567,725     |
| Vacations .....   | 2,900,956     | 2,879,021     |
| Other.....  | 845,797       | 1,210,593     |
| Advance billings .....  | 5,643,030     | 7,798,779     |
| Billings in excess of costs and estimated earnings .....  | 2,211,099     | 7,147,696     |
| Total Current Liabilities .....   | \$ 27,658,829 | \$ 30,285,527 |
| <b>Long-Term Pension Liabilities</b> .....  | 4,900,734     | 9,067,851     |
| <b>Other Long-Term Liabilities</b> .....  | 1,162,621     | 728,876       |
| <b>Contingencies</b> .....  |               |               |
| <b>Shareholders' Investment:</b>  |               |               |
| Common stock, par value \$1 per share – Authorized 20,000,000 shares –<br>Issued 1,370,475 shares for 2005 and for 2004 ..... | \$ 1,370,475  | \$ 1,370,475  |
| Preferred stock, par value \$1 per share – Authorized 1,000,000 shares –<br>No shares issued .....                            | –             | –             |
| Paid-in surplus .....   | 5,172,394     | 5,182,090     |
| Retained earnings .....   | 23,329,807    | 19,551,395    |
|   | \$ 29,872,676 | \$ 26,103,960 |
| Less: Treasury stock, 208,226 shares for 2005 and<br>178,065 shares for 2004, at cost .....                                   | 3,770,201     | 2,675,846     |
| Deferred compensation.....  | 150,944       | 361,066       |
| Accumulated other comprehensive loss .....  | 4,502,218     | 6,066,675     |
|   | \$ 21,449,313 | \$ 17,000,373 |
|   | \$ 55,171,497 | \$ 57,082,627 |

The accompanying notes are an integral part of these consolidated statements.

## Consolidated Statements of Shareholders' Investment For the Years Ended December 31, 2005, 2004, and 2003

|  | Common<br>Stock     | Paid-in<br>Surplus  | Retained<br>Earnings | Treasury<br>Stock    | Deferred<br>Compen-<br>sation | Accumulated<br>Other Com-<br>prehensive<br>Loss | Total               |
|--|---------------------|---------------------|----------------------|----------------------|-------------------------------|---|---------------------|
| <b>Balance – 12-31-2002..</b>                    | \$ 1,360,775        | \$ 4,858,290        | \$31,860,372         | \$(2,593,447)        | \$ (322,229)                  | \$(6,147,013)                                   | \$29,016,748        |
| <b>Add (Deduct):</b>                             |                     |                     |                      |                      |                               |   |                     |
| Net income .....                                 | –                   | –                   | 2,018,553            | –                    | –                             | –   | 2,018,553           |
| Other comprehensive<br>income, net of tax:       |                     |                     |                      |                      |                               |   |                     |
| Foreign currency trans-<br>lation adjustment.... | –                   | –                   | –                    | –                    | –                             | (37,506)  | (37,506)            |
| Change in minimum<br>pension liability.....      | –                   | –                   | –                    | –                    | –                             | 962,794   | 962,794             |
| Comprehensive income.                            | –                   | –                   | –                    | –                    | –                             | –   | \$ 2,943,841        |
| Dividends, \$2.40<br>per common share ....       | –                   | –                   | (2,859,830)          | –                    | –                             | –   | (2,859,830)         |
| Restricted stock issued .                        | 8,700               | 295,800             | –                    | –                    | (304,500)                     | –   | –                   |
| Amortization .....                               | –                   | –                   | –                    | –                    | 146,737                       | –   | 146,737             |
| <b>Balance – 12-31-2003..</b>                    | <u>\$ 1,369,475</u> | <u>\$ 5,154,090</u> | <u>\$31,019,095</u>  | <u>\$(2,593,447)</u> | <u>\$ (479,992)</u>           | <u>\$(5,221,725)</u>                            | <u>\$29,247,496</u> |
| <b>Add (Deduct):</b>                             |                     |                     |                      |                      |                               |   |                     |
| Net (loss) .....                                 | –                   | –                   | (8,604,883)          | –                    | –                             | –   | (8,604,883)         |
| Other comprehensive<br>loss, net of tax:         |                     |                     |                      |                      |                               |   |                     |
| Foreign currency trans-<br>lation adjustment.... | –                   | –                   | –                    | –                    | –                             | 8,656   | 8,656               |
| Change in minimum<br>pension liability.....      | –                   | –                   | –                    | –                    | –                             | (853,606)                                       | (853,606)           |
| Comprehensive (loss)...                          | –                   | –                   | –                    | –                    | –                             | –   | \$(9,449,833)       |
| Dividends, \$2.40<br>per common share ....       | –                   | –                   | (2,862,817)          | –                    | –                             | –   | (2,862,817)         |
| Restricted stock issued .                        | 1,000               | 28,000              | –                    | –                    | (29,000)                      | –   | –                   |
| Treasury stock<br>acquisition.....               | –                   | –                   | –                    | (82,399)             | –                             | –   | (82,399)            |
| Amortization .....                               | –                   | –                   | –                    | –                    | 147,926                       | –   | 147,926             |
| <b>Balance – 12-31-2004..</b>                    | <u>\$ 1,370,475</u> | <u>\$ 5,182,090</u> | <u>\$19,551,395</u>  | <u>\$(2,675,846)</u> | <u>\$ (361,066)</u>           | <u>\$(6,066,675)</u>                            | <u>\$17,000,373</u> |
| <b>Add (Deduct):</b>                             |                     |                     |                      |                      |                               |   |                     |
| Net income .....                                 | –                   | –                   | 6,617,176            | –                    | –                             | –   | 6,617,176           |
| Other comprehensive<br>income, net of tax:       |                     |                     |                      |                      |                               |   |                     |
| Foreign currency trans-<br>lation adjustment.... | –                   | –                   | –                    | –                    | –                             | 32,928  | 32,928              |
| Change in minimum<br>pension liability.....      | –                   | –                   | –                    | –                    | –                             | 1,531,529                                       | 1,531,529           |
| Comprehensive income.                            | –                   | –                   | –                    | –                    | –                             | –   | \$ 8,181,633        |
| Dividends, \$2.40<br>per common share ....       | –                   | –                   | (2,838,764)          | –                    | –                             | –   | (2,838,764)         |
| Restricted stock<br>forfeiture .....             | –                   | (9,696)             | –                    | (67,860)             | 77,556                        | –   | –                   |
| Treasury stock<br>acquisition.....               | –                   | –                   | –                    | (1,026,495)          | –                             | –   | (1,026,495)         |
| Amortization .....                               | –                   | –                   | –                    | –                    | 132,566                       | –   | 132,566             |
| <b>Balance – 12-31-2005..</b>                    | <u>\$ 1,370,475</u> | <u>\$ 5,172,394</u> | <u>\$23,329,807</u>  | <u>\$(3,770,201)</u> | <u>\$ (150,944)</u>           | <u>\$(4,502,218)</u>                            | <u>\$21,449,313</u> |

The accompanying notes are an integral part of these consolidated statements.

## Consolidated Statements of Cash Flows

### For the Years Ended December 31, 2005, 2004, and 2003

|   | 2005                | 2004                | 2003                |
|---|---------------------|---------------------|---------------------|
| <b>Cash Flows from Operating Activities:</b>  |                     |                     |                     |
| Net income (loss).....  | \$ 6,617,176        | \$ (8,604,883)      | \$ 2,018,553        |
| Adjustments to reconcile net income (loss) to<br>net cash provided by operating activities: |                     |                     |                     |
| Equity in loss (income) of joint venture .....  | 9,026               | 83,703              | (8,956)             |
| Bad debt (recovery) expense .....   | (24,382)            | (163,540)           | 246,026             |
| Depreciation and amortization .....   | 3,102,417           | 3,548,876           | 4,037,461           |
| Loss (gain) on sales of equipment.....  | 4,763               | 12,145              | (18,514)            |
| Valuation allowance – change .....  | (2,980,800)         | 6,192,969           | –                   |
| Changes in assets and liabilities –   |                     |                     |                     |
| (Increase) decrease in accounts and<br>notes receivable .....                               | (1,651,721)         | (3,351,996)         | 5,602,123           |
| (Increase) decrease in costs in excess<br>of estimated earnings and billings.....           | (864,410)           | 1,895,026           | 818,797             |
| Decrease (increase) in inventories .....  | 4,183,865           | 7,065,842           | (4,969,609)         |
| Decrease (increase) in prepayments.....   | 230,508             | (198,529)           | (351,864)           |
| (Increase) in other assets .....  | (40,771)            | (14,139)            | (181,079)           |
| Decrease (increase) in deferred taxes .....   | 1,780,800           | (1,146,227)         | (220,891)           |
| (Decrease) increase in accounts payable .....   | (1,422,456)         | 2,438,759           | (2,761,321)         |
| Increase (decrease) in accrued expenses .....   | 6,113,115           | (5,065,195)         | 3,404,484           |
| (Decrease) increase in advance billings.....  | (2,155,749)         | (6,377,690)         | 6,475,469           |
| (Decrease) increase in billings in excess<br>of costs and estimated earnings .....          | (4,936,597)         | 6,686,726           | 435,970             |
| (Decrease) increase in other long-term liabilities.....                                     | (2,089,950)         | 2,758,280           | (2,149,280)         |
| Net Cash Provided by Operating Activities .....   | \$ 5,874,834        | \$ 5,760,127        | \$ 12,377,369       |
| <b>Cash Flows (Requirements) from Investing Activities:</b>                                 |                     |                     |                     |
| Proceeds from sales of equipment.....   | \$ 200              | \$ –                | \$ 42,350           |
| Additions to property, plant, and equipment.....  | (1,953,921)         | (1,280,340)         | (2,774,369)         |
| Treasury stock acquisitions .....   | (1,026,495)         | (82,399)            | –                   |
| Net Cash (Required) by Investing Activities....   | \$ (2,980,216)      | \$ (1,362,739)      | \$ (2,732,019)      |
| <b>Cash Flow (Requirements) Provisions<br/>from Financing Activities:</b>                   |                     |                     |                     |
| Repayment of short-term borrowings .....  | \$ –                | \$ –                | \$ (4,183,155)      |
| Long-term debt proceeds .....   | 200,505             | –                   | –                   |
| Repayment of long-term debt.....  | (330,318)           | (417,000)           | (417,000)           |
| Dividends paid .....  | (2,838,764)         | (2,862,817)         | (2,859,830)         |
| Net Cash (Required) by Financing Activities ....  | \$ (2,968,577)      | \$ (3,279,817)      | \$ (7,459,985)      |
| <b>Net (Decrease) Increase in Cash and Cash Equivalents .....</b>                           | <b>\$ (73,959)</b>  | <b>\$ 1,117,571</b> | <b>\$ 2,185,365</b> |
| <b>Cash and Cash Equivalents at Beginning of Year .....</b>                                 | <b>4,005,042</b>    | <b>2,887,471</b>    | <b>702,106</b>      |
| <b>Cash and Cash Equivalents at End of Year .....</b>                                       | <b>\$ 3,931,083</b> | <b>\$ 4,005,042</b> | <b>\$ 2,887,471</b> |

The accompanying notes are an integral part of these consolidated statements.

## Notes to Consolidated Financial Statements December 31, 2005, 2004, and 2003

### (1) Summary of Accounting Policies:

**Principles of Consolidation and Lines of Business** – The financial statements include the accounts of Paul Mueller Company ("Company") and its wholly owned subsidiaries: Mueller Transportation, Inc.; Mueller Field Operations, Inc.; and Mueller Latin America Limitada, a 99.99%-owned Chilean LLC ("Companies"). The Company is a global process-solution provider of manufactured equipment and components and integrated process systems for the food, dairy, beverage, chemical, pharmaceutical, biotechnological, and other process industries, as well as the dairy farm market. The Companies also offer expanded-scope construction encompassing large field-erected vessels, equipment installation, retrofit and/or repair of process systems, process piping, and turnkey design and construction of complete processing plants.

**Use of Estimates** – The preparation of financial statements, in conformity with generally accepted accounting principles, requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

**Joint Venture** – The Company has 50% interest in Mueller Montaña de México, S.A. de C.V. ("Mueller Montaña"), a Mexican fabricator of industrial equipment. The investment is accounted for under the equity method and is included in other assets on the Consolidated Balance Sheets.

**Revenue Recognition and Retainages** – Revenue from sales of fabricated products is recognized upon passage of title to the customer. Passage of title may occur at the time of shipment from the Company's dock, at the time of delivery to the customer's location, or when projects are completed in the field and accepted by the customer. For large multi-unit projects that are fabricated in the plant, revenue is recognized under the units-of-delivery method, which is a modification of the percentage-of-completion method of accounting for contracts. The units-of-delivery method recognizes as revenue the contract price of units completed and shipped or delivered to the customer (as determined by the contract) or completed and accepted by the customer for field-fabrication projects. The applicable manufacturing cost of each unit is identified and charged to cost of sales as revenue is recognized.

Revenues from long-term contracts that involve only a few deliverables and that meet the requirements of Statement of Position 81-1 – "Accounting for Performance of Construction-Type and Certain Production-Type Contracts" are recognized under the percentage-of-completion method of accounting. For plant-fabricated projects, percentage of completion is determined by comparing total manufacturing hours incurred to date for each project to estimated total manufacturing hours for each project. For field-fabricated projects, percentage of completion is determined by comparing costs incurred to date for each contract to the estimated total costs for each contract at completion. Estimates of total manufacturing hours and total contract costs for relevant contracts are reviewed continually and, if necessary, updated to properly state the estimates. Provisions for estimated losses on uncompleted contracts are made in the period in which such losses are determined. Costs and estimated earnings in excess of billings on uncompleted contracts arise when costs have been incurred and revenues have been recorded, but the amounts are not yet billable under the terms of the contracts. Such amounts are recoverable from customers upon various measures of performance, including achievement of certain milestones, completion of specified units, or completion of the contracts. Billings in excess of costs and estimated earnings on uncompleted contracts arise as a result of advance and progress billings on contracts. Costs and estimated earnings on uncompleted contracts and related amounts billed as of

December 31, 2005 and 2004, were as follows:

|   | <u>2005</u>           | <u>2004</u>           |
|---|-----------------------|-----------------------|
| Costs incurred on uncompleted contracts ..... | \$ 15,101,859         | \$ 19,084,672         |
| Estimated earnings .....                      | <u>3,695,764</u>      | <u>7,201,086</u>      |
|   | \$ 18,797,623         | \$ 26,285,758         |
| Less: Billings to date.....                   | <u>19,863,203</u>     | <u>33,152,345</u>     |
|   | <u>\$ (1,065,580)</u> | <u>\$ (6,866,587)</u> |

Amounts included in the accompanying Consolidated Balance Sheets at December 31, 2005 and 2004, under the following captions were:

|   | <u>2005</u>           | <u>2004</u>           |
|---|-----------------------|-----------------------|
| Costs and estimated earnings in excess of billings on uncompleted contracts.....  | \$ 1,145,519          | \$ 281,109            |
| Billings in excess of costs and estimated earnings on uncompleted contracts ..... | <u>(2,211,099)</u>    | <u>(7,147,696)</u>    |
|   | <u>\$ (1,065,580)</u> | <u>\$ (6,866,587)</u> |

Costs and estimated earnings in excess of billings and billings in excess of costs and estimated earnings relate to contracts in progress and are included in the accompanying Consolidated Balance Sheets as current assets and current liabilities, respectively, as they will be liquidated in the normal course of contract completion, although completion may require more than one year.

Contracts with some customers provide for a portion of the sales amount to be retained by the customer for a period of time after completion of the contract. Retainages included in accounts receivable were \$1,178,000 at December 31, 2005, and \$558,000 at December 31, 2004.

**Inventories** – The Company's inventories are recorded at the lower of cost on a last-in, first-out ("LIFO") basis or market. Cost of subsidiary inventories is determined on a first-in, first-out ("FIFO") method; and they are not significant to the Consolidated Financial Statements. Cost includes material, labor, and manufacturing burden required in the production of products. Statement of Financial Accounting Standards ("SFAS") No. 151 – "Inventory Costs," issued November 2004, will be adopted effective for the Company's 2006 calendar year. It is not expected to have a material effect on the Company's financial position or results of operations.

Under the FIFO method of accounting, which approximates current cost, Company inventories would have been \$9,286,500, \$9,964,900, and \$7,298,400 higher than those reported at December 31, 2005, 2004, and 2003, respectively. A reduction in inventory quantities during 2005 resulted in liquidation of LIFO quantities recorded at lower costs prevailing in prior years compared with the cost of 2004 purchases. The effect was to increase cost of sales, which decreased the net income by \$2,200.

**Research and Development** – Research and development expenses are charged to expense as incurred and were \$672,900 during 2005, \$842,900 during 2004, and \$1,024,800 during 2003.

**Depreciation Policies** – The Companies provide for depreciation expense using principally the double-declining-balance method for new items and the straight-line method for used items. The economic useful lives for the more significant items within each property classification are as follows:

|  | <u>Years</u> |
|--|--------------|
| Buildings .....                                  | 40           |
| Land improvements.....                           | 10 – 20      |
| Fabrication equipment.....                       | 5 – 10       |
| Transportation, office, and other equipment..... | 3 – 10       |

Maintenance and repairs are charged to expense as incurred. The cost and accumulated depreciation of assets retired are removed from the accounts, and any resulting gains or losses are reflected in net income currently.

**Impairment of Plant and Equipment** – If facts and circumstances indicate that the carrying value of identifiable plant and equipment may be impaired, the Company would perform an evaluation of recoverability. If an evaluation was required, the Company would compare the estimated future undiscounted cash flows associated with the asset to the asset's carrying amount to determine if a write-down is required.

**Earnings per Common Share** – The following table sets forth the computation of basic and diluted earnings per common share:

|  | <u>2005</u>      | <u>2004</u>      | <u>2003</u>      |
|--|------------------|------------------|------------------|
| Net income (loss) .....  | \$ 6,617,176     | \$ (8,604,883)   | \$ 2,018,553     |
| Shares for basic earnings per common share – Weighted-average shares outstanding.....            | 1,165,416        | 1,169,925        | 1,168,021        |
| Dilutive effect of restricted stock and stock options .....                                      | <u>7,062</u>     | <u>–</u>         | <u>12,130</u>    |
| Shares for diluted earnings per common share – Adjusted weighted-average shares outstanding..... | <u>1,172,478</u> | <u>1,169,925</u> | <u>1,180,151</u> |
| Earnings (loss) per common share:  |                  |                  |                  |
| Basic .....  | \$ 5.68          | \$(7.36)         | \$ 1.73          |
| Diluted .....  | \$ 5.64          | \$(7.36)         | \$ 1.71          |

**Stock-Based Compensation** – As of December 31, 2005, the Company had two stock-based compensation plans for employees and non-employee directors, which are described more fully in Note (8). The Company accounts for those plans under the recognition and measurement principles of Accounting Principles Board ("APB") Opinion No. 25 – "Accounting for Stock Issued to Employees" and related interpretations. No stock-based compensation cost has been reflected in net income (loss), as all options granted under those plans had an exercise price equal to or greater than the market value of the underlying common stock on the date of the grants. The following table illustrates the effect on net income (loss) and earnings (loss) per share if the Company had applied the fair value recognition provisions of Statement of Financial Accounting Standards ("SFAS") No. 123 – "Accounting for Stock-Based Compensation" to stock-based employee and non-employee director compensation.

|  | <u>Year Ended December 31</u> |                       |                     |
|--|-------------------------------|-----------------------|---------------------|
|  | <u>2005</u>                   | <u>2004</u>           | <u>2003</u>         |
| Net income (loss), as reported .....   | \$ 6,617,176                  | \$ (8,604,883)        | \$ 2,018,553        |
| Less: Stock-based compensation expense determined under fair-value-based method for all awards, net of related tax ..... | 35,056                        | 59,217                | 66,455              |
| Pro forma net income (loss) .....  | <u>\$ 6,582,120</u>           | <u>\$ (8,664,100)</u> | <u>\$ 1,952,098</u> |
| Earnings (loss) per common share:  |                               |                       |                     |
| Basic – as reported .....  | \$ 5.68                       | \$(7.36)              | \$ 1.73             |
| Basic – pro forma .....  | \$ 5.65                       | \$(7.41)              | \$ 1.67             |
| Diluted – as reported .....  | \$ 5.64                       | \$(7.36)              | \$ 1.71             |
| Diluted – pro forma .....  | \$ 5.61                       | \$(7.41)              | \$ 1.65             |

**Comprehensive Income** – The components of comprehensive income (loss) for the years ended December 31, 2005, 2004, and 2003, were as follows:

|  | 2005                | 2004                | 2003              |
|--|---------------------|---------------------|-------------------|
| Foreign currency translation adjustment.....                 | \$ 32,928           | \$ 4,480            | \$ (59,533)       |
| Tax (benefit).....   | –                   | (4,176)             | (22,027)          |
| Foreign currency translation adjustment,<br>net of tax ..... | \$ 32,928           | \$ 8,656            | \$ (37,506)       |
| Change in minimum pension liability .....                    | \$ 1,531,529        | \$ (853,606)        | \$ 1,528,244      |
| Tax provision .....  | –                   | –                   | 565,450           |
| Change in minimum pension liability, net of tax.....         | \$ 1,531,529        | \$ (853,606)        | \$ 962,794        |
| Other comprehensive income (loss).....                       | <u>\$ 1,564,457</u> | <u>\$ (844,950)</u> | <u>\$ 925,288</u> |

**Statements of Cash Flows** – For purposes of the Consolidated Statements of Cash Flows, the Company considers investments with a maturity of three months or less to be cash equivalents.

Interest and income tax payments for each of the three years during the period ended December 31, 2005, were as follows:

|                           | 2005         | 2004       | 2003         |
|---------------------------|--------------|------------|--------------|
| Interest payments .....   | \$ 23,600    | \$ 34,400  | \$ 80,000    |
| Income tax payments ..... | \$ 1,538,300 | \$ 161,000 | \$ 1,868,000 |

**Shareholders' Investment** – The following table sets forth the analysis of common stock issued and held as treasury stock:

|                                   | Shares                    |                   |
|-----------------------------------|---------------------------|-------------------|
|                                   | Common<br>Stock<br>Issued | Treasury<br>Stock |
| Balance, December 31, 2002 .....  | 1,360,775                 | 175,704           |
| Restricted stock issued .....     | 8,700                     | –                 |
| Balance, December 31, 2003 .....  | 1,369,475                 | 175,704           |
| Restricted stock issued .....     | 1,000                     | –                 |
| Treasury stock acquisition.....   | –                         | 2,361             |
| Balance, December 31, 2004 .....  | 1,370,475                 | 178,065           |
| Treasury stock acquisition.....   | –                         | 27,821            |
| Restricted stock forfeiture ..... | –                         | 2,340             |
| Balance, December 31, 2005 .....  | <u>1,370,475</u>          | <u>208,226</u>    |

**(2) Retirement Plans:**

The Company has a Profit Sharing and Retirement Savings Plan [401(k) plan] in which substantially all employees are eligible to participate. The plan provides for a match of employees' contributions up to a specified limit. The plan also has a profit-sharing feature whereby an additional match is made if net income reaches predetermined levels established annually by the Board of Directors. The assets of the plan are deposited with a trustee and are invested at the employee's option in one or more investment funds. Total Company contributions to the plan were \$589,400 for 2005, \$370,000 for 2004, and \$382,000 for 2003.

The Company has pension plans covering substantially all employees. Benefits under the plans are based either on final average pay or a flat benefit formula.

Total pension expense under the plans was \$2,960,100 for 2005, \$2,874,600 for 2004, and \$2,337,900 for 2003. Management's policy is to fund pension contributions that are currently deductible for tax purposes. A contribution of \$5,388,600 will be made during 2006, and the amount has been included in accrued expenses on the accompanying Consolidated Balance Sheets. The Company uses a December 31 measurement date for its plans.

The following table sets forth the required disclosures for the pension plans at December 31:

|  | <u>2005</u>            | <u>2004</u>            |
|--|------------------------|------------------------|
| Change in Benefit Obligation –                       |                        |                        |
| Benefit obligation at beginning of year .....        | \$ 59,640,300          | \$ 53,470,700          |
| Service cost .....                                   | 1,635,500              | 1,896,200              |
| Interest cost .....                                  | 3,468,400              | 3,276,600              |
| Actuarial (gain) loss .....                          | (496,800)              | 2,912,500              |
| Benefits paid and expenses .....                     | (2,016,800)            | (1,915,700)            |
| Benefit obligation at end of year .....              | <u>\$ 62,230,600</u>   | <u>\$ 59,640,300</u>   |
| Change in Plan Assets –                              |                        |                        |
| Fair value of plan assets at beginning of year ..... | \$ 43,652,000          | \$ 38,349,900          |
| Actual return on plan assets .....                   | 2,370,700              | 4,236,800              |
| Employer contribution .....                          | 1,400,200              | 2,981,000              |
| Benefits paid and expenses .....                     | (2,016,800)            | (1,915,700)            |
| Fair value of plan assets at end of year .....       | <u>\$ 45,406,100</u>   | <u>\$ 43,652,000</u>   |
| Reconciliation –                                     |                        |                        |
| Funded status .....                                  | \$ (16,824,500)        | \$ (15,988,300)        |
| Unrecognized net actuarial loss .....                | 13,935,500             | 14,445,000             |
| Unrecognized prior service cost .....                | 458,500                | 672,800                |
| Minimum liability adjustment .....                   | (7,858,900)            | (9,597,500)            |
| (Accrued) benefit cost .....                         | <u>\$ (10,289,400)</u> | <u>\$ (10,468,000)</u> |

Amounts recognized in the Consolidated Balance Sheets at December 31 were as follows:

|   | <u>2005</u>            | <u>2004</u>            |
|---|------------------------|------------------------|
| Balance Sheet Reconciliation –                      |                        |                        |
| (Accrued) benefit cost .....                        | \$ (10,289,400)        | \$ (10,468,000)        |
| Minimum pension liability .....                     | (7,858,900)            | (9,597,500)            |
| Intangible asset .....                              | 415,200                | 622,300                |
| Accumulated other comprehensive loss (pretax) ..... | 7,443,700              | 8,975,200              |
| (Accrued) benefit cost .....                        | <u>\$ (10,289,400)</u> | <u>\$ (10,468,000)</u> |

Components of pension expense for the three years were:

|  | <u>2005</u>         | <u>2004</u>         | <u>2003</u>         |
|--|---------------------|---------------------|---------------------|
| Service cost .....                       | \$ 1,635,500        | \$ 1,896,200        | \$ 1,564,600        |
| Interest cost .....                      | 3,468,400           | 3,276,600           | 3,123,500           |
| Expected return on plan assets .....     | (3,354,200)         | (3,226,800)         | (2,943,200)         |
| Amortization of prior service cost ..... | 213,100             | 214,300             | 217,000             |
| Recognized net actuarial loss .....      | 997,300             | 714,300             | 376,000             |
| Pension expense .....                    | <u>\$ 2,960,100</u> | <u>\$ 2,874,600</u> | <u>\$ 2,337,900</u> |

Accumulated benefit obligations of the pension plans exceeded plan assets at December 31 as follows:

|                                       | <u>2005</u>   | <u>2004</u>   |
|---------------------------------------|---------------|---------------|
| Projected benefit obligations .....   | \$ 62,230,600 | \$ 59,640,300 |
| Accumulated benefit obligations ..... | \$ 55,612,500 | \$ 53,995,300 |
| Fair value of plan assets .....       | \$ 45,406,100 | \$ 43,652,000 |

The increase (decrease) in minimum liability included in other comprehensive income/loss for each year was as follows:

|  | <u>2005</u>    | <u>2004</u> |
|--|----------------|-------------|
| (Decrease) increase in minimum liability ..... | \$ (1,531,500) | \$ 853,600  |

Weighted-average assumptions used to determine benefit obligations at December 31 were as follows:

|                                    | <u>2005</u> | <u>2004</u> |
|------------------------------------|-------------|-------------|
| Discount rate .....                | 5.80%       | 5.75%       |
| Rate of compensation increase..... | 3.00%       | 3.00%       |

Weighted-average assumptions used to determine net periodic pension expense for the years ended December 31 were as follows:

|  | <u>2005</u> | <u>2004</u> | <u>2003</u> |
|--|-------------|-------------|-------------|
| Discount rate .....                            | 5.75%       | 6.00%       | 6.50%       |
| Expected long-term return on plan assets ..... | 8.50%       | 8.50%       | 8.00%       |
| Rate of compensation increase.....             | 3.00%       | 4.25%       | 4.25%       |

Pension expense is calculated based upon a number of actuarial assumptions established on January 1 of the applicable year, detailed in the table above, including the weighted-average discount rate, rate of increase in future compensation levels for the applicable plan, and the expected long-term rate of return on plan assets. The discount rate used by the Company for valuing pension liabilities is based on review of high quality corporate bond yields with maturities approximating the remaining life of the projected benefit obligations. The discount rate used to determine pension expense was reduced from 6.0% for 2004 to 5.75% for 2005. The effect of the rate reduction was to increase pension expense by \$268,900 for 2005. In developing the expected long-term rate of return assumption for plan assets (which consist mainly of U.S. equity and fixed income securities), input was considered from the actuaries and the investment advisors. The rate is intended to reflect the average rate of earnings expected to be earned on the funds invested or to be invested to provide plan benefits. In determining the rate, appropriate consideration was given to historical performance of the major asset classes held or anticipated to be held by the plans and the forecast for future rates of return for those asset classes. The long-term rate of return assumption was 8.5% for 2004 and 2005.

The weighted-average asset allocations of the pension benefit plans at December 31 were as follows:

|                    | <u>2005</u> | <u>2004</u> |
|--------------------|-------------|-------------|
| Asset Category:    |             |             |
| Fixed income ..... | 40%         | 30%         |
| Equities .....     | 57%         | 67%         |
| Other.....         | 3%          | 3%          |
|                    | <u>100%</u> | <u>100%</u> |

The long-term asset allocation on average will approximate 60% in equities, with 40% in fixed income securities. The objective, on a long-term basis, is to achieve an excess return over the actuarial assumption for the expected long-term rate of return on plan assets. The investment strategy employed is a long-term risk control approach using diversified investment options with no exposure to volatile investment options, such as financial futures, derivatives, etc. The plans use a diversified allocation of equity and fixed income securities that is customized to each plan's cash flow benefit needs.

Pension benefits expected to be paid over the next ten years are as follows:

|                        |                      |
|------------------------|----------------------|
| 2006.....              | \$ 2,150,200         |
| 2007 .....             | 2,503,800            |
| 2008.....              | 2,747,300            |
| 2009.....              | 2,945,700            |
| 2010.....              | 3,223,000            |
| 2011 through 2015..... | 19,605,700           |
|                        | <u>\$ 33,175,700</u> |

### (3) Income Taxes:

The provision for taxes on income (loss) from operations included:

|                                    | 2005              | 2004                | 2003              |
|------------------------------------|-------------------|---------------------|-------------------|
| Current tax expense (benefit)..... | \$ 1,720,000      | \$ (1,880,200)      | \$ 1,415,600      |
| Deferred, net.....                 | 1,780,800         | (2,071,800)         | (751,600)         |
| Valuation allowance – change.....  | (2,980,800)       | 6,193,000           | –                 |
|                                    | <u>\$ 520,000</u> | <u>\$ 2,241,000</u> | <u>\$ 664,000</u> |

A non-cash credit of \$1,200,000 was recorded during the fourth quarter of 2005 to reduce a portion of the valuation allowance established during 2004 for all of the Company's net deferred tax assets. The valuation allowance was reduced due to the improved performance of the Company during 2005. The non-cash credit increased net income for 2005 by \$1,200,000 and has been included in the tax provision in the accompanying Consolidated Statements of Income for the year.

During 2004, the Company determined that a valuation allowance was necessary. A non-cash charge of \$6,193,000 was recorded during 2004 to establish a valuation allowance for all of the Company's net deferred tax assets. The charge was included in the tax provision in the accompanying Consolidated Statements of Income for the year. A consolidated cumulative loss before tax was incurred for the three-year period ended December 31, 2004. A cumulative three-year loss was deemed sufficient objective evidence to preclude the assertion that the ultimate realization of the net deferred tax assets is more likely than not; and a full valuation allowance was required under the provisions of Statement of Financial Accounting Standards (SFAS) No. 109 – "Accounting for Income Taxes."

Deferred tax assets and liabilities arise from differences between financial reporting and tax reporting of assets and liabilities that most often result from differences in the timing of income and expense recognition. As previously mentioned, the Company incurred a cumulative loss before taxes for the past three years ended December 31, 2004; and a full valuation allowance was required for all net deferred tax assets. The valuation allowance will be increased or decreased based on future changes in the Company's net deferred tax assets. The detail of the deferred tax assets and liabilities as of December 31, 2005 and 2004, is shown below.

| Deferred Tax Assets:          | 2005                | 2004                |
|-------------------------------|---------------------|---------------------|
| Workers compensation .....    | \$ 219,400          | \$ 166,700          |
| Vacation .....                | 963,300             | 1,007,300           |
| Warranty.....                 | 101,900             | 197,400             |
| Doubtful accounts .....       | 94,800              | 273,000             |
| Pensions .....                | 2,872,900           | 3,715,100           |
| Healthcare benefits .....     | 244,300             | 232,200             |
| Inventory .....               | 179,800             | 329,200             |
| Other .....                   | 536,600             | 302,200             |
| Tax credit carryforwards..... | 1,017,000           | 1,860,500           |
|                               | <u>\$ 6,230,000</u> | <u>\$ 8,083,600</u> |

|                               | <u>2005</u>         | <u>2004</u>         |
|-------------------------------|---------------------|---------------------|
| Deferred Tax Liabilities:     |                     |                     |
| Depreciation .....            | 1,817,800           | 1,890,600           |
| Net .....                     | <u>\$ 4,412,200</u> | <u>\$ 6,193,000</u> |
| Valuation allowance .....     | 3,212,200           | 6,193,000           |
| Net Deferred Tax Assets ..... | <u>\$ 1,200,000</u> | <u>\$ -</u>         |

As of December 31, 2005, net current deferred tax assets were \$2,791,100 and net non-current deferred tax assets were \$1,621,100 and were offset by a valuation allowance of \$3,212,200. Current deferred tax assets of \$1,200,000 at December 31, 2005, are included in prepayments on the accompanying Consolidated Balance Sheets.

At December 31, 2005, the Company had tax credit carryforwards. AMT credit carryforwards total \$123,000 and may be carried forward indefinitely. General business credits total \$894,000 and may be carried forward twenty years. The years of expiration and related amounts are as follows:

|            |            |
|------------|------------|
| 2023 ..... | \$ 256,900 |
| 2024 ..... | \$ 303,000 |
| 2025 ..... | \$ 334,100 |

A valuation allowance totaling \$6,193,000 was established to offset net current deferred tax assets of \$3,847,700 and net non-current deferred tax assets of \$2,345,300 as of December 31, 2004.

A reconciliation between the expected income tax expense at the statutory federal income tax rate (34%) and the reported income tax expense for each of the three years during the period ended December 31, 2005, follows:

|  | <u>2005</u>       | <u>2004</u>         | <u>2003</u>       |
|--|-------------------|---------------------|-------------------|
| Statutory federal income tax expense (benefit) ... | \$ 2,429,700      | \$ (2,135,400)      | \$ 909,000        |
| Increase (decrease) in taxes resulting from:       |                   |                     |                   |
| Tax credits .....                                  | (905,100)         | (1,167,700)         | (332,200)         |
| Net operating loss .....                           | (468,500)         | -                   | -                 |
| State tax, net of federal benefit .....            | 217,900           | (632,900)           | 88,100            |
| Effect of deferred tax assets .....                | 484,900           | -                   | -                 |
| Other, net .....                                   | (38,900)          | (16,000)            | (900)             |
| Valuation allowance .....                          | (1,200,000)       | 6,193,000           | -                 |
|  | <u>\$ 520,000</u> | <u>\$ 2,241,000</u> | <u>\$ 664,000</u> |

#### **(4) Borrowings:**

The Company has a \$3,000,000 bank borrowing facility that expires on May 31, 2006, which management intends to renew. Borrowings under the facility incur interest at the 30-day LIBOR Daily Floating Rate plus 1.75%. At December 31, 2005, there were no outstanding borrowings under the facility. The Company was in compliance with all borrowing facility covenants at December 31, 2005 and 2004.

At December 31, 2005, the Company had a loan balance due of \$88,300. The original loan of \$100,000, dated May 16, 2005, was used for plant expansion in Iowa and is interest free and requires equal monthly principal payments for five years. Additionally, the Company had a note payable of approximately \$94,600 at December 31, 2005. The original note of \$100,505 is secured by transportation equipment and has a variable interest rate at the Overnight LIBOR Daily Floating Rate plus 1.6% and is repayable monthly over five years.

**(5) Guarantees:**

The Company has a \$7,000,000 standby letter-of-credit facility; and as of December 31, 2005, there were standby letters of credit totaling \$1,131,298 issued under the facility and all will expire within one year.

The Company's provisions for warranty expense have historically been a relatively consistent percentage of sales. Warranty claims tend to occur shortly after product delivery, as a significant portion of the Company's sales are custom-fabricated products built to customer specifications. Warranty claims are reviewed monthly and reserves are adjusted to properly reflect the remaining estimated cost to complete the repair or replacement.

The following is a reconciliation of changes in the warranty reserve for the years ended December 31, 2005 and 2004:

|   | <u>2005</u>       | <u>2004</u>       |
|---|-------------------|-------------------|
| Beginning balance .....                         | \$ 901,871        | \$ 1,326,838      |
| Costs incurred to satisfy warranty claims ..... | (889,108)         | (1,349,654)       |
| Aggregate warranty reserves made.....           | 742,221           | 639,387           |
| Aggregate changes to warranty reserves .....    | (193,996)         | 285,300           |
| Ending balance .....                            | <u>\$ 560,988</u> | <u>\$ 901,871</u> |

**(6) Contingencies:**

A lawsuit was filed in May 2002 against the Company alleging breach of contract/breach of express warranty in connection with the sale of a heat exchanger in October 2000. The plaintiff alleged in the suit that it had suffered direct, consequential, and incidental damages in excess of \$3,100,000. On March 5, 2004, the parties reached an out-of-court settlement of the lawsuit. Under the settlement, the plaintiff received \$600,000. The Company paid \$300,000 of the settlement, and the balance was covered by the Company's product liability carrier. The Company's liability of \$300,000 was reflected in the results for 2003. The effect on 2003 results was to reduce net income by \$189,000, or \$0.16 per share on a diluted basis.

The Company and its subsidiaries are involved in other legal proceedings incident to the conduct of their business. It is management's opinion that none of these matters will have a material adverse effect on the consolidated financial position, results of operations, or cash flows.

The Company has operating leases with total aggregate future minimum payments of \$485,700 and terms exceeding one year. It is expected that leases will be renewed or replaced as they expire. The future minimum lease payments for each of the years subsequent to December 31, 2005, will be:

|            |                   |
|------------|-------------------|
| 2006 ..... | \$ 243,900        |
| 2007 ..... | 148,800           |
| 2008 ..... | 69,500            |
| 2009 ..... | 23,500            |
|            | <u>\$ 485,700</u> |

**(7) Segment Data:**

The Company has four reportable segments: Industrial Equipment, Dairy Farm Equipment, Field Fabrication, and Transportation. The Industrial Equipment segment includes sales of the following products

directly to industrial customers: food, beverage, chemical, and industrial processing equipment; industrial heat transfer equipment; biopharmaceutical equipment; pure-water equipment; thermal-energy storage equipment; and commercial refrigeration equipment. Dairy Farm Equipment segment sales are made to independent dealers for resale and include milk-cooling and storage equipment and accessories, refrigeration units, and heat-recovery equipment for use on dairy farms. The Field Fabrication segment includes sales of very large, field-fabricated tanks and vessels that cannot be built and shipped from the plant. Typical projects are large stainless steel storage tanks for sanitary and industrial process applications. The Transportation segment delivers products to customers and backhauls materials and components. The segment also transports components for the Field Fabrication segment and performs contract carriage for third parties.

Management evaluates performance and allocates resources based on income or loss before income taxes. The accounting policies of the reportable segments are the same as those described in Summary of Accounting Policies [Note (1)] to these Consolidated Financial Statements.

Reportable segments are managed separately because they offer different products and serve different markets. Industrial Equipment products have been aggregated because they are designed and built to a customer's specifications and they use common processes and resources in the Springfield, Missouri, manufacturing facility. Similar economic conditions affect the long-term financial performance of the product lines included in the Industrial Equipment segment. The Dairy Farm Equipment segment includes standard products that are built to stock in the Osceola, Iowa, manufacturing facility and are available for sale from inventory. The demand for Dairy Farm Equipment products is affected by the economic factors that influence the profitability of dairy farmers. The Field Fabrication segment uses different skills and fabrication methods and requires different technology and expertise than other segments. The Transportation segment is a trucking operation.

Net sales include revenues from sales to unaffiliated and affiliated customers before elimination of intersegment sales. Intersegment eliminations are primarily sales from the Industrial Equipment segment and Transportation segment to the Field Fabrication segment.

The Other/Corporate classification includes other revenues, unallocated corporate assets and expenses, and corporate other income (expense).

|  | 2005                    |                         |                      |                     |                      |                              |               |
|--|-------------------------|-------------------------|----------------------|---------------------|----------------------|------------------------------|---------------|
|  | Dairy Farm<br>Equipment | Industrial<br>Equipment | Field<br>Fabrication | Transpor-<br>tation | Other /<br>Corporate | Intersegment<br>Eliminations | Consolidated  |
| Net sales.....                                       | \$27,246,888            | \$92,423,561            | \$18,462,042         | \$4,081,699         | \$1,684,759          | \$ (5,765,495)               | \$138,133,454 |
| Depreciation &<br>amortization<br>expense .....      | \$ 239,877              | \$ 1,955,619            | \$ 396,153           | \$ 220,965          | \$ 289,803           | \$ -                         | \$ 3,102,417  |
| Income before<br>income tax .....                    | \$ 4,513,292            | \$ 550,247              | \$ 1,359,546         | \$ 168,009          | \$ 555,108           | \$ -                         | \$ 7,146,202  |
| Assets .....   | \$ 9,087,342            | \$31,046,042            | \$ 3,977,779         | \$ 2,455,537        | \$ 8,604,797         | \$ -                         | \$ 55,171,497 |
| Additions to<br>property, plant<br>& equipment ..... | \$ 401,188              | \$ 1,270,926            | \$ 68,599            | \$ 118,516          | \$ 94,692            | \$ -                         | \$ 1,953,921  |

|  | 2004                    |                         |                      |                     |                      |                              |                |
|--|-------------------------|-------------------------|----------------------|---------------------|----------------------|------------------------------|----------------|
|  | Dairy Farm<br>Equipment | Industrial<br>Equipment | Field<br>Fabrication | Transpor-<br>tation | Other /<br>Corporate | Intersegment<br>Eliminations | Consolidated   |
| Net sales.....                                       | \$ 20,548,996           | \$ 81,154,456           | \$ 9,975,683         | \$ 3,154,814        | \$ 1,045,293         | \$ (2,950,800)               | \$ 112,928,442 |
| Depreciation &<br>amortization<br>expense .....      | \$ 266,847              | \$ 2,194,000            | \$ 536,526           | \$ 170,520          | \$ 380,983           | \$ -                         | \$ 3,548,876   |
| Income (loss)<br>before income<br>tax .....          | \$ 1,881,911            | \$ (8,968,734)          | \$ 128,273           | \$ 31,500           | \$ 646,870           | \$ -                         | \$ (6,280,180) |
| Assets .....   | \$ 8,316,704            | \$ 34,269,880           | \$ 3,191,340         | \$ 2,511,756        | \$ 8,792,947         | \$ -                         | \$ 57,082,627  |
| Additions to<br>property, plant<br>& equipment ..... | \$ 231,314              | \$ 1,012,697            | \$ 18,402            | \$ 15,151           | \$ 2,776             | \$ -                         | \$ 1,280,340   |

|  | 2003                    |                         |                      |                     |                      |                              |                |
|--|-------------------------|-------------------------|----------------------|---------------------|----------------------|------------------------------|----------------|
|  | Dairy Farm<br>Equipment | Industrial<br>Equipment | Field<br>Fabrication | Transpor-<br>tation | Other /<br>Corporate | Intersegment<br>Eliminations | Consolidated   |
| Net sales.....                                       | \$ 14,306,860           | \$ 91,379,067           | \$ 8,299,941         | \$ 3,918,474        | \$ 594,564           | \$ (1,732,888)               | \$ 116,766,018 |
| Depreciation &<br>amortization<br>expense .....      | \$ 298,145              | \$ 2,373,233            | \$ 754,283           | \$ 152,232          | \$ 459,568           | \$ -                         | \$ 4,037,461   |
| Income (loss)<br>before income<br>tax .....          | \$ 435,469              | \$ 1,347,191            | \$ (225,163)         | \$ 454,419          | \$ 661,681           | \$ -                         | \$ 2,673,597   |
| Assets .....   | \$ 7,610,101            | \$ 42,742,818           | \$ 3,569,769         | \$ 2,639,220        | \$ 11,092,952        | \$ -                         | \$ 67,654,860  |
| Additions to<br>property, plant<br>& equipment ..... | \$ 9,599                | \$ 2,038,914            | \$ 89,670            | \$ 289,340          | \$ 346,846           | \$ -                         | \$ 2,774,369   |

Revenues from external customers by product category for the three years ended December 31, 2005, were:

|  | 2005                 | 2004                 | 2003                 |
|--|----------------------|----------------------|----------------------|
| Milk-cooling and storage equipment ..... | \$ 24,849,312        | \$ 18,915,382        | \$ 12,950,878        |
| Process vessels and tanks.....           | 60,928,234           | 47,830,835           | 45,314,532           |
| Other industrial equipment .....         | 52,355,908           | 46,182,225           | 58,500,608           |
|  | <u>\$138,133,454</u> | <u>\$112,928,442</u> | <u>\$116,766,018</u> |

Revenues from external customers by geographic location are attributed to countries based on the location of the customer and for the three years ended December 31, 2005, were:

|   | 2005                 | 2004                 | 2003                 |
|---|----------------------|----------------------|----------------------|
| United States.....                      | \$105,902,082        | \$ 93,593,998        | \$103,650,529        |
| North America (excluding the U.S.)..... | 12,894,644           | 9,913,248            | 7,183,100            |
| Asia and the Far East .....             | 4,364,850            | 4,180,296            | 3,378,499            |
| Europe .....                            | 11,984,453           | 3,993,742            | 1,474,634            |
| Other areas .....                       | 2,987,425            | 1,247,158            | 1,079,256            |
|   | <u>\$138,133,454</u> | <u>\$112,928,442</u> | <u>\$116,766,018</u> |

During the years presented, export sales to any one country were not in excess of 10% of consolidated sales.

All long-lived assets owned by the Company and its subsidiaries are located in the United States.

During 2005 and 2004, sales to any one customer were not in excess of 10% of consolidated sales. During 2003, sales of \$13,045,000 for Industrial Equipment to an individual U.S. customer exceeded 10% of consolidated sales.

**(8) Long-Term Incentive Plans:**

The Company has two stock compensation plans: the 1999 Long-Term Incentive Plan (the "Employee Plan") and the Non-Employee Director Stock Option and Restricted Stock Plan (the "Director Plan").

The Employee Plan provides for two types of awards for executives and key employees: restricted stock and non-qualified stock options. An aggregate of 180,000 shares of common stock can be issued under the Employee Plan, with 55,000 shares being the aggregate maximum number of shares that may be granted as restricted stock.

Under the Director Plan, non-employee directors can receive restricted stock and non-qualified stock options. An aggregate of 60,000 shares can be issued under the Director Plan in either restricted stock or non-qualified options.

The exercise price of each option under both Plans must equal or exceed the closing market price of the Company's common stock on the day before the effective date of grant. The options vest and are exercisable five years after the date of grant, and they must be exercised no later than ten years from the date of grant.

Under the Plans, restricted shares of stock vest five years after the effective date of grant. Compensation expense was computed by multiplying the number of shares granted by the fair market value of the common stock on the date of grant. The expense is being recognized ratably over the vesting period. Compensation expense recognized for the restricted shares was \$132,566, \$147,926, and \$146,737 for the years ended December 31, 2005, 2004, and 2003, respectively. At December 31, 2005, 13,750 shares of restricted stock were outstanding under the Plans.

A summary of activity in the Company's stock option plans is as follows:

|                                       | Number<br>of<br>Shares | Weighted<br>Average<br>Exercise<br>Price |
|---------------------------------------|------------------------|--|
| Outstanding at December 31, 2002..... | 58,200                 | \$ 35.76                                 |
| Granted.....                          | <u>23,300</u>          | 35.00                                    |
| Outstanding at December 31, 2003..... | 81,500                 | \$ 35.54                                 |
| Granted.....                          | <u>2,800</u>           | 29.13                                    |
| Outstanding at December 31, 2004..... | 84,300                 | \$ 35.33                                 |
| Forfeited.....                        | <u>(28,000)</u>        | 35.75                                    |
| Outstanding at December 31, 2005..... | <u>56,300</u>          | <u>\$ 35.12</u>                          |

The following table summarizes information about stock options outstanding as of December 31, 2005:

| Range of<br>Exercise Prices | Options Outstanding    |  |                              |
|-----------------------------|------------------------|--|------------------------------|
|                             | Number<br>of<br>Shares | Weighted-Average<br>Remaining<br>Contractual Years | Average<br>Exercise<br>Price |
| \$29.13 – \$36.00           | 56,300                 | 5.97   | \$ 35.12                     |

Options outstanding as of December 31, 2005, included 13,700 shares exercisable at \$36.00 per share and 2,000 shares exercisable at \$35.00 per share.

The Company applies APB No. 25 – "Accounting for Stock Issued to Employees" to account for employee stock options. Accordingly, no compensation expense has been recognized for non-qualified stock options.

Pro forma net income and earnings-per-share information (as required by SFAS No. 123 – "Accounting for Stock-Based Compensation") has been determined as if the Company had accounted for all stock options under the fair-value method described by SFAS No. 123.

The fair values for options were estimated at the date of grant using the Black-Scholes Option Pricing Model, with the following weighted-average assumptions:

|                              | Stock Option Grants |                 |                  |                 |                  |                 |
|------------------------------|---------------------|-----------------|------------------|-----------------|------------------|-----------------|
|                              | October 1,<br>2004  | May 16,<br>2003 | July 25,<br>2002 | May 20,<br>2002 | March 1,<br>2001 | May 13,<br>1999 |
| Interest rate.....           | 3.70%               | 3.40%           | 4.80%            | 4.80%           | 4.90%            | 5.80%           |
| Expected life in years.....  | 7.5                 | 7.5             | 7.5              | 7.5             | 7.5              | 7.5             |
| Expected volatility .....    | 27.40%              | 30.20%          | 36.10%           | 38.80%          | 64.20%           | 53.40%          |
| Expected dividend yield .... | 8.24%               | 8.17%           | 8.00%            | 7.50%           | 9.00%            | 7.40%           |
| Value per option .....       | \$ 2.88             | \$ 4.94         | \$ 5.05          | \$ 6.35         | \$ 8.58          | \$ 8.60         |

The Black-Scholes Option Pricing Model was developed for use in estimating the fair value of traded options that have no vesting restrictions and that are fully transferable. In addition, option pricing models require the input of subjective assumptions, including the expected stock price volatility. Because the Company's options have characteristics different from those of traded options, the model, in the opinion of management, does not necessarily provide a reliable single measure of the fair value of its options.

For purposes of pro forma disclosures, the estimated fair value of the options is being amortized to expense ratably over the vesting period. The pro forma disclosures required by SFAS No. 123 are not likely to be representative of the effects on reported net income or losses for future years. The pro forma information follows:

|   | 2005                | 2004                  | 2003                |
|---|---------------------|-----------------------|---------------------|
| Pro forma net income (loss) .....           | <u>\$ 6,582,120</u> | <u>\$ (8,664,100)</u> | <u>\$ 1,952,098</u> |
| Pro forma earnings (loss) per common share: |                     |                       |                     |
| Basic .....                                 | \$ 5.65             | \$(7.41)              | \$ 1.67             |
| Diluted.....                                | \$ 5.61             | \$(7.41)              | \$ 1.65             |

Statement of Financial Accounting Standards ("SFAS") No. 123 (revised 2004) – "Accounting for Share-Based Payment," issued December 2004, will be adopted effective for the Company's 2006 calendar year. It is not expected to have a material effect on the Company's financial position or results of operations.

**(9) Shareholder Rights Plan:**

On January 26, 2001, the Board of Directors of the Company adopted an Amended and Restated Rights Agreement ("Rights Agreement") and declared a dividend distribution of one Common Share Purchase Right ("Right") for each share of the Company's common stock outstanding on February 15, 2001.

The Rights will be exercisable only if a person or group acquires 15% or more of the Company's common stock (an "Acquiring Person") or announces a tender offer that would result in ownership of 15% or more of the Company's common stock. Initially, each Right will entitle shareholders to buy one share of the Company's common stock at an exercise price of \$117.25.

If the Company is acquired in a merger or other business combination and its common stock is changed or exchanged, or if 50% or more of its consolidated assets or earning power is sold, each Right will entitle its holder to purchase, at the Right's then-current exercise price, shares of the acquiring company's common stock having a market value of twice the exercise price. Also, if an Acquiring Person acquires 15% or more of the Company's outstanding common stock, each Right will entitle its holder to purchase, at the Right's then-current exercise price, common stock of the Company having a market value of twice the exercise price. Under either situation, Rights owned by an Acquiring Person will become null and void.

Prior to acquisition by an Acquiring Person of 15% or more of the Company's common stock, the Rights are redeemable at the option of the independent members (as defined in the Rights Agreement) of the Board of Directors at \$0.01 per Right. The Rights will expire on January 29, 2011.

Until a Right is exercised, the holder thereof, as such, has no rights as a shareholder of the Company, including the right to vote or to receive dividends. The issuance of the Rights alone has no dilutive effect and does not affect reported earnings per share.

## Independent Auditors' Report

Board of Directors  
Paul Mueller Company  
Springfield, Missouri

We have audited the accompanying consolidated balance sheet of PAUL MUELLER COMPANY (a Missouri corporation) AND SUBSIDIARIES as of December 31, 2005, and the related statements of income, shareholders' investment, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of Paul Mueller Company and Subsidiaries as of December 31, 2004, and for the years ended December 31, 2004 and 2003, were audited by other accountants whose report dated February 11, 2005, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the 2005 financial statements referred to above present fairly, in all material respects, the financial position of Paul Mueller Company and Subsidiaries as of December 31, 2005, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

February 17, 2006

*BKD, LLP*

## Selected Financial Data – Five-Year Summary and Market and Dividend Information by Quarter For the Years 2005 and 2004

### Selected Financial Data – Five-Year Summary

|  | <u>2005</u>    | <u>2004</u>    | <u>2003</u>    | <u>2002</u>    | <u>2001</u>    |
|--|----------------|----------------|----------------|----------------|----------------|
| Net sales .....  | \$ 138,133,454 | \$ 112,928,442 | \$ 116,766,018 | \$ 114,149,434 | \$ 94,288,219  |
| Net income (loss) .....                                  | \$ 6,617,176   | \$ (8,604,883) | \$ 2,018,553   | \$ 1,889,158   | \$ (1,359,840) |
| Earnings (loss) per<br>common share:                     |                |                |                |                |                |
| Basic.....   | \$ 5.68        | \$ (7.36)      | \$ 1.73        | \$ 1.62        | \$ (1.16)      |
| Diluted .....  | \$ 5.64        | \$ (7.36)      | \$ 1.71        | \$ 1.61        | \$ (1.16)      |
| Common shares outstanding ...                            | 1,162,249      | 1,192,410      | 1,193,771      | 1,185,071      | 1,179,721      |
| Dividends declared<br>per common share .....             | \$ 2.40        | \$ 2.40        | \$ 2.40        | \$ 2.40        | \$ 2.40        |
| Total assets .....                                       | \$ 55,171,497  | \$ 57,082,627  | \$ 67,654,860  | \$ 68,330,756  | \$ 55,910,473  |
| Long-term obligation, net<br>of current maturities ..... | \$ 708,420     | \$ 728,876     | \$ 992,208     | \$ 1,604,566   | \$ 947,189     |
| Shareholders' investment.....                            | \$ 21,449,313  | \$ 17,000,373  | \$ 29,247,496  | \$ 29,016,748  | \$ 35,963,324  |
| Working capital.....                                     | \$ 7,704,895   | \$ 5,826,016   | \$ 10,723,341  | \$ 13,304,896  | \$ 13,910,555  |
| Book value per<br>common share .....                     | \$ 18.46       | \$ 14.26       | \$ 24.50       | \$ 24.49       | \$ 30.48       |
| Average number<br>of employees.....                      | 816            | 843            | 1,007          | 968            | 876            |

### Market and Dividend Information by Quarter

|                              | <u>2005</u>          |                |                 |                | <u>2004</u>          |                |                 |                |
|------------------------------|----------------------|----------------|-----------------|----------------|----------------------|----------------|-----------------|----------------|
|                              | <u>Quarter Ended</u> |                |                 |                | <u>Quarter Ended</u> |                |                 |                |
|                              | <u>Mar. 31</u>       | <u>June 30</u> | <u>Sept. 30</u> | <u>Dec. 31</u> | <u>Mar. 31</u>       | <u>June 30</u> | <u>Sept. 30</u> | <u>Dec. 31</u> |
| <b>Market Price of Stock</b> |                      |                |                 |                |                      |                |                 |                |
| High .....                   | \$ 28.00             | \$ 31.90       | \$ 34.70        | \$ 32.00       | \$ 41.79             | \$ 41.58       | \$ 31.70        | \$ 31.23       |
| Low .....                    | \$ 21.50             | \$ 25.00       | \$ 28.50        | \$ 27.00       | \$ 40.00             | \$ 31.00       | \$ 26.83        | \$ 29.00       |
| <b>Cash Dividends</b>        |                      |                |                 |                |                      |                |                 |                |
| Declared per share ...       | \$ 0.60              | \$ 0.60        | \$ 0.60         | \$ 0.60        | \$ 0.60              | \$ 0.60        | \$ 0.60         | \$ 0.60        |

The Company's common stock is traded over-the-counter based on quotes obtained by market makers from the pink sheets. The market price data was obtained from Pink Sheets LLC.

## Financial Highlights by Quarter (Unaudited) For the Years 2005 and 2004

(In Thousands, Except Per Share Data)

|                                      | Quarter Ended |            |           |            |              |            |             |           |
|--------------------------------------|---------------|------------|-----------|------------|--------------|------------|-------------|-----------|
|                                      | March 31      |            | June 30   |            | September 30 |            | December 31 |           |
|                                      | 2005          | 2004       | 2005      | 2004       | 2005         | 2004       | 2005        | 2004      |
|                                      |               |            |           |            | (c)          | (a)(b)     | (d)(e)      |           |
| Net sales .....                      | \$ 32,783     | \$ 18,311  | \$ 34,516 | \$ 25,390  | \$ 31,322    | \$ 33,948  | \$ 39,512   | \$ 35,279 |
| Gross profit.....                    | \$ 7,630      | \$ 1,465   | \$ 6,545  | \$ 2,171   | \$ 5,469     | \$ 3,813   | \$ 8,506    | \$ 5,218  |
| Net income (loss)...                 | \$ 2,025      | \$ (2,371) | \$ 345    | \$ (1,725) | \$ 418       | \$ (5,324) | \$ 3,829    | \$ 815    |
| Earnings (loss) per<br>common share: |               |            |           |            |              |            |             |           |
| Basic.....                           | \$ 1.73       | \$ (2.03)  | \$ 0.29   | \$ (1.48)  | \$ 0.36      | \$ (4.55)  | \$ 3.33     | \$ 0.70   |
| Diluted.....                         | \$ 1.72       | \$ (2.03)  | \$ 0.29   | \$ (1.48)  | \$ 0.36      | \$ (4.55)  | \$ 3.31     | \$ 0.69   |

- (a) Fourth quarter 2005 results were favorably affected by an adjustment to the LIFO reserve, which increased net income by \$1,085,000, or \$0.94 per share on a basic and diluted basis.
- (b) A non-cash credit of \$1,200,000 was recorded during the fourth quarter of 2005 to reduce a portion of the valuation allowance established during 2004 for all of the Company's net deferred tax assets. The non-cash credit increased net income by \$1,200,000 for the fourth quarter of 2005.
- (c) A non-cash charge of \$5,047,000 was recorded during the third quarter of 2004 to establish a valuation allowance for all of the Company's net deferred tax assets. As of September 30, 2004, the Company was in a cumulative loss-before-tax position for the prior three years; and this was sufficient objective evidence to preclude the assertion that the ultimate realization of the net deferred tax assets is more likely than not, and a full valuation allowance is required under the provisions of Statement of Financial Accounting Standards No. 109 – "Accounting for Income Taxes."
- (d) Fourth quarter 2004 results were unfavorably affected by an adjustment to the LIFO reserve, which decreased net income by \$192,000, or \$0.16 per share on a basic and diluted basis.
- (e) An additional \$1,146,000 was recorded as a valuation allowance for the increase in net deferred tax assets during the fourth quarter of 2004.

## PAUL MUELLER COMPANY

### DIRECTORS

- \* **MATTHEW T. DETELICH**  
President and CEO
  
- WILLIAM L. FUERST**  
Dean and Henry D. Price Professor  
of Business – University of Kansas
  
- \* **DONALD E. GOLIK**  
Chairman of the Board  
Executive Vice President and CFO
  
- \*\* **W. CURTIS GRAFF**  
President – W. J. Graff & Assoc.
  
- DAVID T. MOORE**  
Vice President and Secretary
  
- \*\*\* **WILLIAM R. PATTERSON**  
Member – Stonecreek  
Management L.L.C.
  
- \*\*\* **MELVIN J. VOLMERT**  
Managing Partner –  
Arden Capital L.L.C.
  
- \* Executive Committee Member
- \*\* Audit Committee Member
- \*\*\* Executive & Audit Committee Member

### CHAIRMAN EMERITUS

**PAUL MUELLER**

### EXECUTIVE OFFICERS

**MATTHEW T. DETELICH**  
President and CEO

**DONALD E. GOLIK**  
Chairman of the Board  
Executive Vice President and CFO

**DAVID T. MOORE**  
Vice President and Secretary

## WHOLLY OWNED SUBSIDIARIES

### MUELLER TRANSPORTATION, INC.

#### DIRECTORS

**MATTHEW T. DETELICH** – Chairman  
**DONALD E. GOLIK**  
**AARON L. OWEN**

#### OFFICERS

**AARON L. OWEN** – President  
**DONALD E. GOLIK** – Secretary  
**GERALD S. MILLER** – Treasurer  
**RONALD W. GIELOW** – Controller

### MUELLER FIELD OPERATIONS, INC.

#### DIRECTORS

**MATTHEW T. DETELICH** – Chairman  
**WILLIAM F. ALLISON**  
**DONALD E. GOLIK**

#### OFFICERS

**WILLIAM F. ALLISON** – President  
**DONALD E. GOLIK** – Secretary  
**GERALD S. MILLER** – Treasurer  
**RONALD W. GIELOW** – Controller

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