

THE VERTICAL VIEW

NEWS PERFORMANCE CULTURE

SUMMER 2025

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HYDRAULIC INSTITUTE UPDATES 2025

— KENRIC FREIWALD

You have probably heard the name Hydraulic Institute (HI), whether referenced in a customer's email, specifications, or in our Engineering Catalog. However, you may not be aware of what HI is besides a fun acronym. In short, the Hydraulic Institute is not just the largest association of pump manufacturers in North America, but it also includes: system integrators, pump component suppliers, engineering firms, consulting firms, municipalities, operators, academic, and industry experts.

So what does that mean for us? National Pump Company is proud to be an active participant in HI by helping develop industry standards and training. This helps advance the industry via collaboration and promote the continued success of pumps and their systems.

In wake of the trends in the industry with decades of pump knowledge reaching retirement the HI has increased its focus on training and certifications. The most recent culmination of these efforts is the creation of a certification for the fluid handling industry, called Pump System Certification (PSC).

PSC is designed for anyone in the fluid handling industry — engineers, technicians, or salespeople — who want to show they understand pumps, systems, and components. The certification is made to encompass a body of knowledge that was reviewed and agreed upon by HI members. This body of knowledge is not just pumps, but systems and pump components as well. Currently a level

one certification is available, with level two planned for release soon.



Image courtesy of the Hydraulic Institute (pumps.org). Used with attribution.

Anyone who has worked in the industry for 6 months can obtain the certification; training for the body of knowledge is available on demand. More information can be found here: pumps.org/psc.

In addition to the training and certification, NPC participates in the creation and revision of Industry Standards, Guidebooks, and Tools. Currently we participate in 19 of the committees writing these documents. Industry Standards allow the pumping industry to agree on minimum requirements for pumping equipment as well as guidance on various critical aspects.

Below is a brief update on some of these committees and documents. For any specific updates or questions, please feel free to contact us.

The most notable is the Hydraulic Institute's Data Tool. This fantastic resource is available for

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LEADING INSIGHTS From Andrew Dewar



With the first quarter behind us, National Pump Company is sharpening its focus for the rest of 2025: delivering an exceptional customer experience and driving sustainable growth.

We've made strong progress on key operational goals. Inventory levels are on track — geared to increasing efficiency. Decisive actions by our global supply chain team has stabilized product flow from foundries and overseas partners. Early supply chain disruptions are now under control.

Sales momentum is building across every market. Our OEM business is leading the way, exceeding annual goal by 50%. We're fueling additional growth in agriculture with two new sales managers on the West Coast and in Mississippi.

Strengthening our foundation, we

completed a major restaffing initiative — refreshing leadership at all levels across all locations. This investment ensures stronger execution, faster decision-making, and better support for our valued customers. We know there's more work ahead in reacting quickly to our customers' needs, today the right plans are in place.

Innovation remains at the heart of our strategy. New product development is closing critical hydraulic gaps, and our production rationalization efforts will improve lead times and cost efficiencies. Meanwhile, our Revolution configuration platform is advancing rapidly, with exciting new features — including wear rings, special bearings, low NPSH first-stage, and flanged column designs — with a planned second quarter release.

Quoting activity remains strong, and our healthy backlog signals continued strength. With a clear strategy and energized team, National Pump Company is ready to meet the challenges ahead and seize new opportunities.

Cover article continued...

free online at datatool.pumps.org, and has information on flange dimensions, unit conversions, pump types, fluid properties, definitions, and more.

Recently Revised/Released Documents:

- 9.6.1 - Rotodynamic Pumps Guideline for NPSH Margin
- 9.6.3 - Rotodynamic Pumps – Guideline for Operating Regions
- 9.8 - Rotodynamic Pumps for Pump Intake Design
- 14.1 – 14.2 - Rotodynamic Pumps for Nomenclature and Definitions
- 14.3 - Rotodynamic Pumps for Design and Application
- Mechanical Seals for the Pump Industry Selection, Installation, Maintenance, and Troubleshooting - Second Edition
- HI Data Tool - Knowledge, References and Calculators for Pump Systems
- Water Booster Pumping Stations Pump Application Guidebook

New Documents in Progress:

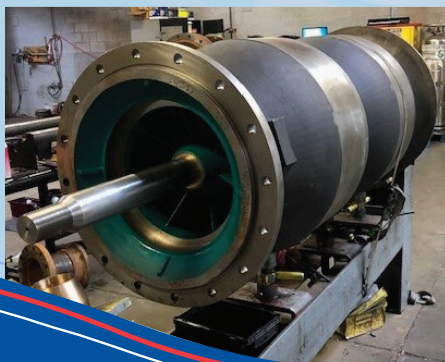
- 9.7.4 Guideline for Vibration Troubleshooting and Corrective Actions
- 14.5.1 - Foundation Design
- 14.5.2 - Installation and Start-Up
- 14.7 - Guideline for Hydraulic Performance Field Testing

ANOTHER NATIONAL PUMP COMPANY SUCCESS!

Our most recent addition to our wide offering of hydraulics, the H28MC and the H28LC are now ready for future orders. Both pumps bowls and impellers are in stock and ready to be built to meet your needs.

The H28MC pictured recently shipped to Wyoming to join three others from a few weeks prior! This powerhouse is pushing an impressive 10,500 GPM and operated by a 500HP motor.

H28 in assembly



The pumps were all designed, engineered, manufactured, and performance-tested at our NSF 61 ISO 9001 certified facility in Glendale, AZ.

The model H28 pump fills the gap in our product offering between the H24 and H30 models. It was designed using CFD flow simulation for high efficiencies and FEA for optimal strength to weight ratio. A perfect fit for industrial, municipal and petroleum markets.

H28's after completion of testing



The designed performance of the pumps are:

H28MC BEP @1180 rpm: 14750 gpm @ 143 ft/stage (87% Efficient)
 H28LC BEP @ 1180 rpm: 13250 gpm @ 131 ft/stage (87% Efficient)
 Specific Speed: 3600-3800
 Max Power: 2000 hp
 Max Head: 1500 ft
 Max Stages:7

We will soon have installation photos. Stay tuned as our sales team will be sharing them soon!

RTIC COOLER WINNER!



Congratulations to Eric Ortiz, Construction Inspector I from Oro Valley Water Utility in the town of Oro Valley!

Eric's card was drawn at the Arizona water show and won a 52-quart RTIC cooler, similar to the one shown below. Our next show will be in Denver for the AWWA ACE Conference. Stop by our booth (#1504) and drop off your card! You could be the next winner.

THE THIRTY YEAR CLUB

The National Pump Company, which recognizes and values experience, would like to specifically recognize three of our longest term employees, who between them, have a total of 98 years working at our Lubbock facility.

Left to right tare:

Harvey De Los Santos	34
Pete Villareal	32
Brandon Young	32

To each of you; Harvey, Pete, Brandon, National Pump thanks you and appreciates your years of service.



TECHNICAL ASPECTS OF PRODUCT RATIONALIZATION: NATIONAL PUMP COMPANY'S STRATEGIC MOVE STREAMLINING PRODUCT LINES AND CREATING A BETTER STRATEGY

Introduction

National Pump Company (NPC) has embarked on a strategic initiative to streamline its product offerings, eliminate redundancies, and focus on what drives the most significant results. This move is aimed at improving operational efficiency, reducing costs, and creating synergies across its product lines. This document delves into the technical aspects of product rationalization and outlines NPC's approach to achieving these objectives.

Streamlining Product Lines

To initiate the rationalization process, NPC conducted a comprehensive analysis of its existing product portfolio. This analysis aimed to identify redundancies, inefficiencies, and under-performing products. By scrutinizing each product's performance, demand, and contribution to the company's goals, NPC was able to pinpoint which products should be eliminated or consolidated. By doing so, NPC optimized its product lines and focused its resources on core offerings that deliver the most value to customers. This entailed moving some product to legacy status where customers can still buy the product but may not be readily available. NPC can then focus on its core product to achieve more standardized and efficient manufacturing operations that lead to cost saving and improved lead times.

A Better Product Strategy

In addition to the synergy developed between the combined product lines, NPC was able to capture the expertise and the ingenuity that made each company exceptional. By leveraging shared



resources, knowledge, and capabilities - NPC aims to create a more unified and better product strategy that maximizes efficiency and performance.

Focus on Core Competencies Enhancing Product Quality and Innovation

A key component of NPC's rationalization strategy is to focus on its core competencies. By streamlining operations and consolidating products, NPC can concentrate its efforts on delivering high-quality vertical turbine pumps that meets customer requirements and expectations. With a sharpened focus on core competencies, NPC can direct its resources towards enhancing product quality and driving innovation.

Conclusion

National Pump Company's strategic move to eliminate redundancy and streamline product lines is a forward-thinking approach aimed at improving efficiency, reducing costs, and creating synergy. By conducting extensive analysis, consolidating legacy products, and leveraging shared resources, NPC is well-positioned to deliver exceptional value to its customers. The focus on core competencies ensures that NPC remains a leader in the industry, known for its high-quality vertical turbine pumps.

SEE US AT THESE TRADESHOWS:

ARWA Gulf Coast Technical Training Conference

May 20-22 | Orange Beach, AL

AWWA ACE 25 | June 9-11 | Denver, CO

GAWP Annual Conference | July 13-16 | Savannah, GA

WPC25 | July 27-30 | Knoxville, TN

LUCAS JONES DIRECTOR OF ENGINEERING

As National Pump Company (NPC) bids farewell to one leader, we see the rise of another. NPC is thrilled to announce that Lucas Jones has been named to be the Director of Engineering. Lucas, a graduate of Washington State School of Engineering has been with NPC for 12 years, with the past six years spent as leader of our New Product Development team which he has led, through his vision and leadership. In addition, Lucas has received specialized training in Advanced Rotor dynamics and Vibration Analysis.

Under Lucas's guidance NPC developed several new bowl hydraulics, low NPSH impellers, and test lab upgrades all while fostering collaboration and excellence. Lucas' contributions beyond engineering include playing critical role in supporting supply chain, operations, quality, and various departmental reporting. His dedication, expertise, and leadership have prepared him well for this opportunity. NPC is confident he will continue to make a significant impact.

Please join me in congratulating both Gary on his retirement and Lucas on this well-earned promotion.



Left to right: Lucas Jones, Andrew Dewar, Gary Brooks

ANNIVERSARIES

FIVE YEAR

Emily Issac	Alan Hummer
Andreano Juarez	Randy Torres
Johnny Johnson	Kenric Friewald
Thien Phan	Joe Martinez
Jose Garcia	

TEN YEAR

Andrew Dewar

TWENTY YEAR

Breezie Hernadez
Albert Garcia
Rodney Sport

TWENTY FIVE

Ralton Albitton

GARY BROOKS RETIRES AFTER 17 YEARS

In 2008, Gary Brooks joined National Pump Company as a Project Engineer, after 17 years working in the pump industry. Gary, a proud LSU alumnus, was soon promoted to Senior Project. Gary has been an integral part of our leadership team, including as our Director of Engineering.

As Director he established engineering performance metrics, reduced lead-times, and standardized preliminary BOM processes for engineered projects. Additionally, in the last two years we have made tremendous progress on product rationalization and the implementation process. His contributions to NPC success and his impact on NPC cannot be overstated.

Gary and his wife, Mary Kathryn, will be relocating to Arkansas to have more elbowroom and be closer to their families.

National Pump Company wishes them all the best in their retirement. And wishes to thank Gary for his work over the years.

Proud member of American Petroleum Institute
and these organizations:



*Creating Quality Pump Systems
and Satisfied Customers*

MEET THE TEAM IN MISSISSIPPI

In 2002 NPC acquired Golf Course Irrigation Services (GCIS) located in Olive Branch, MS to enter into the golf course packaged pump station and industrial markets. Over the years the business evolved into a full-service facility for the building and repair of vertical turbine pumps. The Olive Branch team is ready to help meet your pumping requirements.

nationalpumpcompany.com/locations/mississippi



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