

THE VERTICAL VIEW

NEWS PERFORMANCE CULTURE

FALL 2025

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THE **REVOLUTION**^{PC}

It is hard to believe that it has been ten years since National Pump Company began an ambitious project, one that became known as **REVOLUTION**.

The use of computer technology for development of products and other technological achievements has now been around many years. However, using computers in other manners within the pump industry was a later development, one which National Pump Company wanted to utilize to improve customer service.

The original goal was to produce a professional quote configurator which was quicker, more consistent, while also being capable of generating drawings for customer reference. Traditionally the business of producing engineered-to-order products, delays were inherent in the process. The solution was, National Pump Company's in-house developed configure, price, and quoting software.

REVOLUTION helps users select the ideal pump for their application using features, that run in the background to automatically use a myriad of calculations, taking into consideration, flow velocity, internal losses, dynamic and static head, efficiencies of the pump and motor and more. The generated output includes GA drawings, data sheets, Parts list, performance curves, and comments to the specification requirements.

After several years of development **REVOLUTION** was launched to a select group of National Pump Company partners to allow them to make their own quotes in rapid fashion to quickly price and

design custom pumps. As of 2025, this group of partners has reached six partners.

Last year, Kenric Freiwald, a veteran of our engineering team, was assigned programming responsibilities, as well as to make additions to this powerful software tool.

NPC is happy to announce that five crucial additions were launched on August 5th. These include Low NPSH Hydraulics (such as the L8 and L10 pump models), flanged column pipe, wear rings, special bowl bearing materials, and special bowl shaft materials. With these additions, we can cover custom 6" thru 20" pumps in the agricultural, industrial, and municipal markets.

Continued development will incorporate several additions: BJ15, a complete new model, as well as redesigns of the DH 16, BM 16, LM14 and EH 14. Additionally, in the future, highly engineered motors, suction cans, and our rationalized product offerings will all be part of the configurator.



LEADING INSIGHTS

From Andrew Dewar



Another quarter is in the books, and it's hard to believe we are already approaching the fourth quarter. Our focus remains on reducing total inventory levels; commodity products are trending downward while our core casting products are increasing, which strengthens alignment with customer demand.

Sales momentum is strong in both municipal and industrial markets, where we remain ahead of budget at this point in the year. Agriculture continues to play an important role for NPC, even as our primary market focus shifts toward municipal opportunities. Leadership growth, engineering initiatives, and manufacturing footprint adjustments are already showing benefits; positioning us to respond more quickly, reduce delays, and better serve our customers.

As Kenric discussed in the first page article, our CPQ Revolution platform had its most significant update this quarter. Long-awaited additions such as flanged column, wear rings, and bearings are now live, with more enhancements to come. Regular updates based on customer feedback are helping us provide greater value to our partners.

Quoting activity remains strong, and it will be up to our inside and outside sales teams to guide us successfully through the challenges and opportunities that lie ahead.

Our entire team is excited for the remainder of the year 2025 and looking forward to a brighter future.

ANOTHER NATIONAL PUMP COMPANY SUCCESS!

Often times the small wins can have large rewards. This new installation was targeted for a win by Jeff Elliott, west cost regional manger. Not only did Jeff pursue this one, but his assistance at start-up was much appreciated by the customer, a small water district in southern California. The K10HC seven stage pump performed well within expectations. Hitting all 3 set points and vibration was measured to between .02 to .06 RMS (HI limit .20 RMS)



Southern California Municipal start-up

MEET EDWINA ROMO OUR NEW OPERATIONS MANAGER



National Pump would like to shine a spotlight on Edwina Romo, who was recently promoted to Operations Manager. Many of you may already know Edwina for her energy, determination, and the steady leadership she brings to every project she touches.

Edwina has built a career full of hands-on experience across so many areas that keep a business running. From supply chain management and logistics to production planning, inventory management, customer service, and operations, she's done it all — and done it exceptionally well. Her wide-ranging background gives her the ability to see how all the moving parts connect, which makes her an incredible asset to our team and our customers.

What really sets Edwina apart is her results-oriented mindset. She doesn't shy away from ambitious goals or challenging assignments. Instead, she embraces them head-on, finding ways to create solutions, improve processes, and deliver success. Since stepping into her new role earlier this year, Edwina has already proven herself to be a highly effective leader who inspires confidence and collaboration.

But beyond her impressive skills, Edwina is also someone who believes in teamwork and lifting others up. She's quick to celebrate successes, encourage new ideas, and roll up her sleeves to work alongside her colleagues.

Outside of the office Edwina loves to go hiking and camping with family and friends. Additionally, having two pups in her household definitely keeps her busy.

We couldn't be prouder to have Edwina leading our operations, and we're excited to see the positive impact she'll continue to make.

RTIC COOLER WINNERS!



Katlyn from Terra Testing Inc in Washington, PA. - South Atlantic Jubilee with her new cooler courtesy of NPC

National Pump Company has been very busy at trade shows from Las Vegas to Ohio to Florida and points in between. Recent recipients of the 52 quart RTIC coolers have been:

- Brian Shelton - Water Works and Sanitary Sewer Board Montgomery, Alabama AWWA ACE Denver
- Brett Walters – Dept. of Environment and Conservation KY/TN Water Professionals Conference
- Graham Sizemore - Project Engineer Goodwin Mills Caywood – GAWP
- Katlyn Goodyear from Terra Testing Inc in Washington, PA. - South Atlantic Jubilee

Be sure to see us at the next opportunity to get a chance to win a cooler.



NATIONAL PUMP COMPANY EXPANDS NSF-CERTIFIED MATERIAL OPTIONS

ADDITION OF 19 CERTIFIED MATERIALS ENHANCES FLEXIBILITY FOR CUSTOMERS

National Pump Company, a recognized market leader in vertical turbine pumps, is expanding its NSF 61-certified product catalog with a substantial range of new material options, giving customers more flexibility than ever before in meeting specific project requirements.

This latest update marks the most significant advancement to date. With the addition of 19 materials, the total number of NSF-certified choices has increased from 36 to 55 across 13 certified components. This expansion raises the number of potential component and material combinations to more than 199 million, giving engineers and end users an unmatched level of flexibility when specifying pumps.

These extensive NSF material additions include new mechanical seal options, expanded wear ring choices such as 17-4PH for bowls and impellers, and carbon steel alternatives for bowl components supporting both fabrication and machining from round stock. National Pump Company has also substantially broadened its supplier base for many of these options. More suppliers have been qualified for key components like coated column pipe, mechanical seals, tube assemblies, and marine bearings, ensuring greater availability, procurement flexibility, and responsiveness to customer preferences. Enhanced supplier variety also applies to packing materials, valves, fittings, tubing (including PVC), and fastening methods such as rivet nuts and pop rivets for securing submersible

screens. These changes allow customers expanded selection based on material performance, cost and availability considerations, while preserving full NSF 61 certification integrity.

"Expanding our NSF-certified material catalog allows us to provide customers with more choices and more ways to achieve their performance objectives," said Andrew Dewar, Vice President at National Pump Company. "Every expansion reflects our commitment to engineering excellence, continuous improvement, and meeting the evolving needs of the markets we serve."

For more information on NSF-certified products and expanded material options, visit <https://www.nationalpumpcompany.com/products/nsf-certified-products>.



Components of a Model J11HC 11 Stage NSF certified pump ready to go to assembly. This one of several pumps, now on order, destined for a water distribution booster station located in Salt Lake City, Utah.

SEE US AT THESE TRADESHOWS:

GAGwP Well Show 2025 | September 19-20 | Savannah, GA

WEFTEC | September 29 - October 1 | Booth 1831 | Chicago, IL

North Carolina One Water Conference
November 3-6 | Raleigh, NC

NGWA | December 9-11 | New Orleans, LA

MEET THE ENGINEERING TEAM



Back Row: Hondo, Lucas, Frank, Kenric, Front Row: Miles, Caitlin, Zac, Missing: Ryan Meyer

The National Pump Company engineering team, seen above, has been extremely busy with a myriad of projects, many of which have been completed, either in full or in phases: New product development, Low NPSH impellers, product rationalization, and NSF materials added to the portfolio. National Pump Company's continuous improvements would not be possible with the Engineering team. A special thanks to all!



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Anniversary CELEBRATION

5+ CLUB

Thien Phan • Kenric O. Freiwald
Steven Reyes • Jeffrey E. Wilson
Brenda L. Solis

10+ CLUB

Minhchau D. Nguyen
Alexander Lopez • Evan Jimenez
Michael Baird

15+ CLUB

Jesse Luna
Miguel A. Hernandez

20+ CLUB

Gustavo Cacheux

50+ CLUB

Pete Villarreal

NPC likes to honor long time employees. The thirteen employees named above have a combined total of 175 years of service!

We thank all of you for a job well done!

WHY THE PURPLE SHIRTS?



Mike Consentino (third from the right), stands with a group of customers at a large OEM in the Southeast. Mike presented the purple shirts to the team in recognition of a major success for both National Pump and the OEM. In this case the end-user was a university located in the Midwest, whose colors happen to be the purple you see in the picture.

The pumps will be part of a revamp and an upgrade to the University's irrigation system.

Teamwork and persistence have paid off for both companies. NPC always likes to recognize success on special projects. The shirts were just our way of showing our appreciation. Congratulations to all!!

Proud member of American Petroleum Institute and these organizations:



Creating Quality Pump Systems and Satisfied Customers

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