



The Pump People®

**Fluid Pumps for the
Original Equipment Market**





Welcome to Gorman-Rupp Industries!

Welcome and thank you for considering Gorman-Rupp Industries! We hope that you find our website welcoming and informative.

The Pump People. Here at GRI, we proudly proclaim that we are "The Pump People!" We make this claim because you will not find a better team of individuals working together to satisfy your pumping opportunities. Since 1953, over 65 years, GRI has served the international OEM community with engineered pumps designed to meet our customer's specific requirements.

Made in America! With all design and manufacturing taking place in Bellville, Ohio and with 97% of our suppliers from the U.S., we can proudly claim, "Made in the USA!"

As you travel our website, and have questions (or don't have questions and just want to share), please call us! **We do answer the phone!** You can also reach us via email or our online form.

- **Call!:** 419-886-3001
- **Email:** grisales@gripumps.com
- **Online Form:** www.GRIpumps.com/contact-us/general-inquiries/

Again, thank you for considering Gorman-Rupp Industries. We look forward to serving you!

Sincerely,

Jody J. Hastings

Jody Hastings
General Manager
Gorman-Rupp Industries



The Pump People®

PROUDLY MADE IN THE USA

Located in Bellville, Ohio, USA. Approximately ten miles south of our parent company, Gorman-Rupp Company.

All engineering and manufacturing takes place in our 98,000 square foot facility (2.2 acres under roof).



GRI History

The Gorman-Rupp Company began in 1933 during the Great Depression. Two unemployed workers happen to meet on a street corner in Mansfield Ohio. One gentleman, Herb Rupp, said that he had an idea for a construction sight pump that would not clog with rocks and sticks. The other gentleman, J.C. Gorman, said, "Any pump you can build, I can sell." The Gorman-Rupp Company soon started in Herb Rupp's barn.

Move ahead to 1950 when Edward M. Smith designed a small non-corrosive centrifugal pump while employed at Barnes Manufacturing in Mansfield, Ohio. Ed believed this new pump fit a need in the appliance industry for dishwasher and washing machine drain pump applications. Increasingly stronger detergents were destroying the die-cast zinc pumps presently being used at the market. Ed's pump design was revolutionary for the time as it was manufactured completely of plastic and rubber materials that were inert to chemical attack of the detergents. Although Barnes rejected his idea, across town, Gorman and Rupp liked it well enough to invest in the new pump and give Ed a small place to develop the pump in their factory.



In 1953, Gorman found a small piece of land between the Clearfork River and B & O Railroad in Bellville, Ohio, about ten miles South of Mansfield. This would be the sight of the new manufacturing facility. The original building was a Quonset hut measuring 160 x 60 feet, housing factory, office and warehouse facilities. While the building was being constructed, Gorman-Rupp incorporated Gorman-Rupp Industries as the first division of The Gorman-Rupp Company.



Today, GRI continues to operate engineering, manufacturing, sales and warehousing on the same grounds scoped out by J.C. Gorman over sixty years ago. However, much has changed in that time. Through several renovations, the structure has been expanded from its original 9,600 square foot facility to approximately 98,000 square feet or 2.2 acres under roof.



The Pump People.

FINANCIAL HIGHLIGHTS

CASH
DIVIDENDS

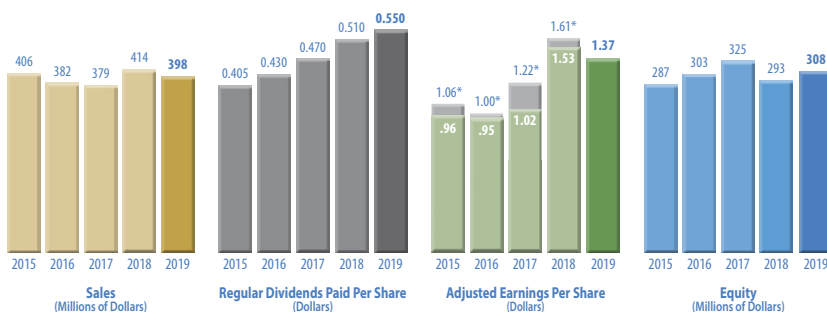
280

Consecutive Quarters

47

Years of Increases

FIVE-YEAR PERFORMANCE



Year ended December 31,
(Thousands of dollars, except per share amounts)

Operating Results

	2019	2018	% Change
Net sales	\$398,179	\$414,334	(3.9%)
Net income	35,815	39,979	(10.4%)
Return on net sales	9.0%	9.6%	

Financial Position

	2019	2018	% Change
Total assets	\$382,760	\$368,282	3.9%
Equity	307,878	293,132	5.0%
Working Capital	182,170	160,221	13.7%
Current Ratio	5.0	4.3	

Shareholder Information

	2019	2018	% Change
Earnings per share, as adjusted*	\$1.37	\$1.61	(14.9%)
Regular Dividends paid per share	0.55	0.51	7.8%
Return on average equity	11.9%	12.9%	



Technology Based Vertical Integration

Through technology and offshore manufacturing, competition in the OEM pump market has become more and more competitive. GRI's business plan has been and will continue to become more vertically integrated. To do so, millions of dollars has been invested in new technology. Through these investments GRI has been able to perform more in-house manufacturing of parts instead of relying on outside vendors and suppliers to provide parts. Technology-Based Vertical Integration has proven to reduce costs, reduce lead-time (product to customers), provide more flexibility of human resources, and increase GRI's control of quality.

Injection Molding has allowed GRI to manufacture more parts in-house. In years past, GRI relied on outside vendors to supply molded parts for the construction of pumps. Relying on outside vendors to supply parts inherently causes delays in product to customer and increases quality issues.



Lights Out Operation allows the manufacturing of parts during off hours by utilizing robotic technology. This decreases labor costs by utilizing costly machinery during unstaffed shifts. Machines are setup the day before and parts are ready for inspection the following morning.

CAPABILITIES

In-house Motor Manufacturing

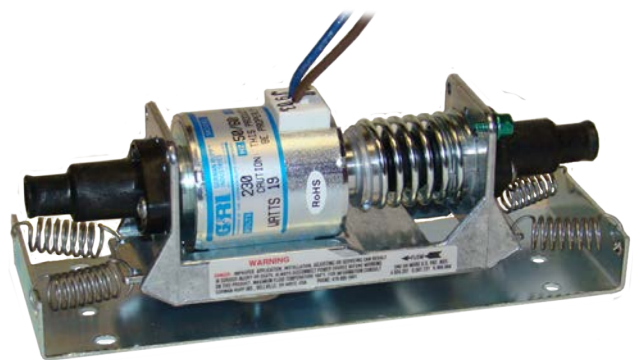
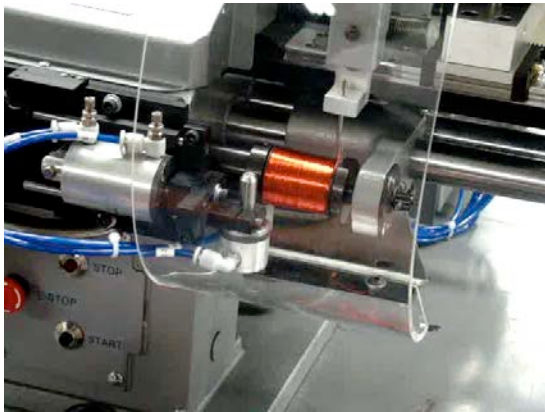


In-house Motors: The manufacturing of motors in-house started with the design of the Integrity Series Magnetic Drive Pump. Motors, especially custom motors, have been increasingly more difficult to procure since many of the more reliable motor manufacturers are outside the U.S. Manufacturing motors in-house has provided faster lead times for our customers and increased quality.



In-house Coil Winding

Coil Winder: This equipment has allowed GRI to manufacture in-house coils for its line of oscillating pumps. The project to develop in-house coil manufacturing preceded a notification from GRI's coil vendor of a price increase of 300%. This is a good example of GRI being proactive in finding ways of making our manufacturing more vertically integrated and independent of vendors.



CAPABILITIES

Rapid Prototyping



Rapid Prototyping has substantially reduced costs that were once associated with the production of prototype parts through GRI's model shop. What used to take days in manpower and CNC machining now takes only hours with the aid of a 3D Printer. 3D printing provides the ability to prototype fully functional, customized parts for sample pumps that are quickly shipped to our customers for evaluation and testing. Benefits include the reduction of labor cost, material cost, the reallocation of labor to other needed processes, and the quick turn-around of sample pumps to our customers.



Product Life and Quality Testing

Product Life and Quality Testing: Life testing of all new pump designs and systems are performed in GRI's Product Test Lab. GRI performs quality tests on each newly manufactured pump before packaging and shipping.

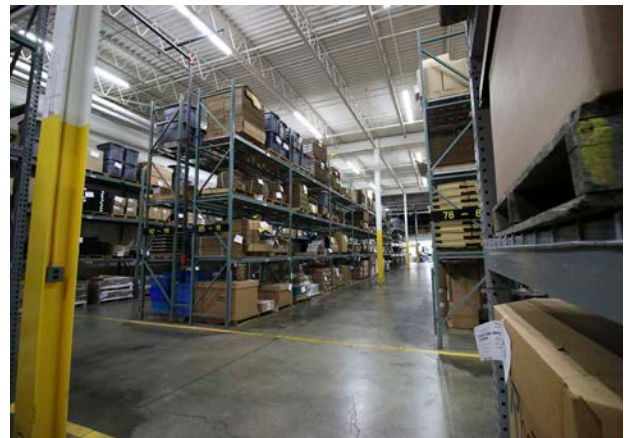


CAPABILITIES

Fulfillment



Fulfillment: Just as we manufacture many of our parts and components in-house, we perform all pump and system assembly within the walls of our Bellville, Ohio facility. GRI offers our OEM customers a variety of warehousing and fulfillment options from blanket orders to Kanban.



ISO Quality & Environmental Standards

Quality

- Complete traceability from material receipt to product shipment.
- Electronic and historical quality assurance data throughout all processes.
- Real-time electronic documentation throughout shop.

ISO 9001:2015



The International Standard is based on eight quality management principles:

- | | |
|----------------------------------|---|
| 1. Customer Focused Organization | 5. System Approach to Management |
| 2. Leadership | 6. Continual Improvement |
| 3. Involvement of People | 7. Factual Approach to Decision Making |
| 4. Process Approach | 8. Mutually Beneficial Supplier Relationships |

Quality Statement

Gorman-Rupp Industries specializes in the design and manufacture of pumps and pumping systems for the Original Equipment Market. We continually strive to provide the highest quality products to meet the needs of our customers and to improve our quality and service. Gorman-Rupp Industries provides an environment that attracts and retains qualified, productive employees. Customer satisfaction is the final measure of how well we do our jobs.

Environmental: ISO 14001:2015



The International Standard is based on seven environmental management system elements:

- | | |
|--------------------------------|---------------------------|
| 1. Context of the organization | 5. Operation |
| 2. Leadership | 6. Performance evaluation |
| 3. Planning | 7. Improvement |
| 4. Support | |

Environmental Statement

Gorman-Rupp Industries promotes environmental awareness and stewardship through the use of best management practices, technological advances and employee awareness. We strive for continuous improvement through our environmental management system.

Our goal is to meet or exceed all applicable environmental legislation and other requirements as they relate to the company.


We are committed to investigating alternative options for the reduction, reuse and/or recycling of materials thus reducing the amount of waste and pollution generated.

Gorman-Rupp Industries is committed to minimizing the impact of the company's activities in environmental issues therefore preserving natural resources and reducing pollution for current and future generations.

GRI Customer Rating

If we do not service our customers, someone else will. GRI pays close attention to what our customers think of us.

831320	4000	THE GORMAN-RUPP COMPANY			
831320	GI Lots Received	15.000	11.000	3.000	1.000
831320	GI Pieceparts Received	1,232.000	1,010.000	182.000	40.000
831320	GI Pieceparts Rejected	9.000	7.000	2.000	0.000
831320	GI Pieceparts % Rejected	0.731	0.693	1.099	0.000
831320	Vendor Quality Rating %	99.269	99.307	98.901	100.000
831320	Vendor Quality Rating % 12 Mon	99.575	0.000	0.000	0.000

 SANMINA	
Supplier: GORMAN RUPP INDUSTRIES	
Responsiveness Score	100%
Supplier Rank	Above Average
Overall Score	Excellent

Agency Approvals

- NSF 61: Potable Water
- UL778: Motor-operated Water Pumps
- NSF 372: Lead Content
- NSF 169: Special Purpose Food Equipment & Devices

Compliances

- RoHS 2
- REACH
- Conflict Minerals

As indicated in the maps below, GRI utilizes many U.S. and Ohio based suppliers. Yearly vendor performance reviews are completed in order to ensure quality product and exceptional customer service.



- **92%** of GRI's suppliers are **U.S.** companies.
- **47%** are from GRI's home state of **Ohio**.



CURRENT PARTNERS



Siemens Healthcare
Diagnostics



SENSING THE DIFFERENCE





OEM Global Markets Served



Alternative Energy

Prepared for the technological challenges with energy efficient pumping solutions.



Appliances

Long lasting, highly efficient, chemically resistant fluid circulation and metering pumps.



Chillers & Coolers

Leak-free, long-life, quiet operation and low power consumption.



Food & Beverage

Efficient, quiet, long-lasting, compact, NSF and FDA compliant pumps and components.



General Industrial

Designed to handle harsh fluids and chemicals in demanding high-pressure applications.



HVAC

Compact, quiet, leak-free, and energy efficient designs.



Transportation

Compact, lightweight, long-lasting, hydraulically efficient OEM pumps.



Medical

Custom OEM pumps with accurate, chemically resistant, contamination-free designs.



Printing & Image Reproduction

Long lasting, leak-free, and accurate metering capabilities.



Server & Electronics Cooling

Leak-free, long-lasting, efficient pumps trusted around the world to safely pump fluid in critical applications.



Laboratory & Analytical Instrumentation

Accurate, leak-free, chemically resistant OEM pumps.

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