

PUMPS

FOR EVERY SERVICE

1956 - RFMCO represents
PACO Pump

1968 - RFMCO begins strong
push into the pump market as
Blackmer pumps distributor



1978 - RFMCO represents
Warren Rupp



1989 - Pump operations begin
in southern California

1990 - RFMCO represents
Seepex

1995 - RFMCO represents
Goulds Pumps

2012 - RFMCO receives Goulds
National Recognition Award

2013 - RFMCO represents
Viking Pump

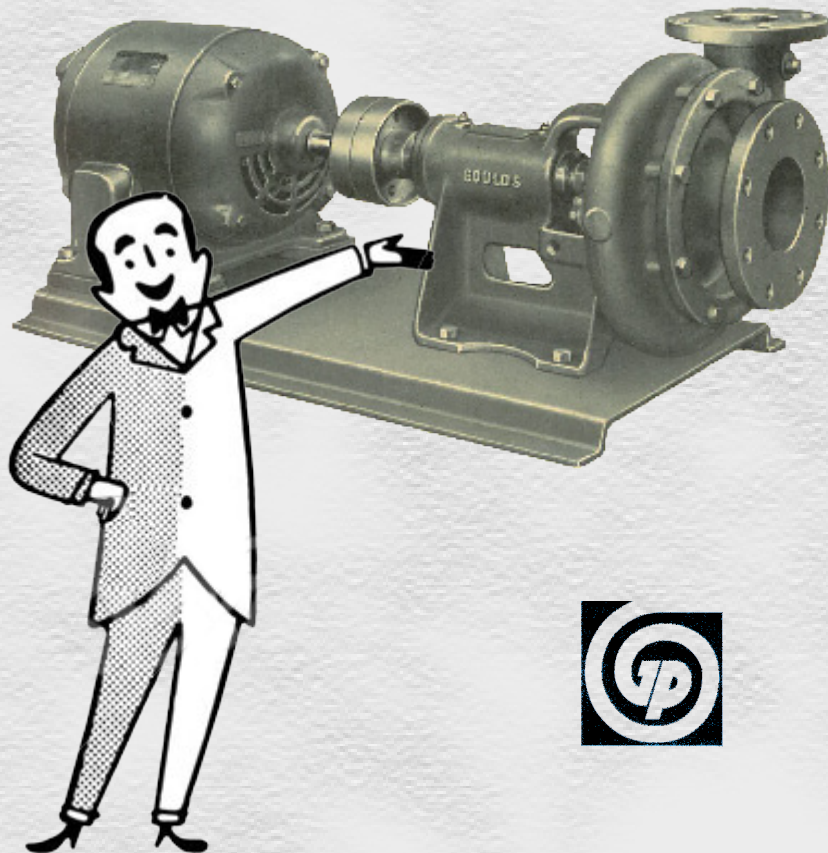
It's New!

Tomorrow's water service today

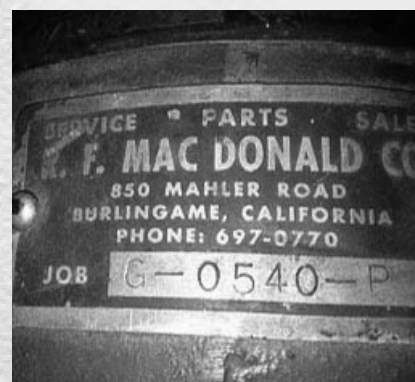
Benefits that go right to the bottom line

With the latest condition monitoring technology to transform
your Predictive Maintenance program into a Profitability program

It's a GOULDS



Kuwait Oil Field Restoration,
Kuwait According to the global
industrial company Bechtel
who hired RFMCO and H&H
Pump in 1991 to assist in oil
recovery after the Gulf War,
the restoration was the "most
successful oil recovery in
history, recovering 13 percent
of the original 11 million barrels
spilled, compared with 8 or
9 percent recovered in most
operations of this type."



REVOLUTIONARY!

PERSISTENCE ALLOWS LARGEST
BOILER AND PUMP COMPANY
IN CALIFORNIA AND NEVADA
TO SERVICE WHAT THEY SELL

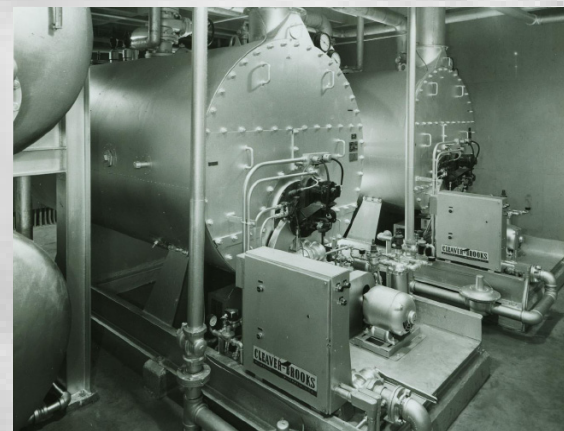


R.F. MacDonald Co.

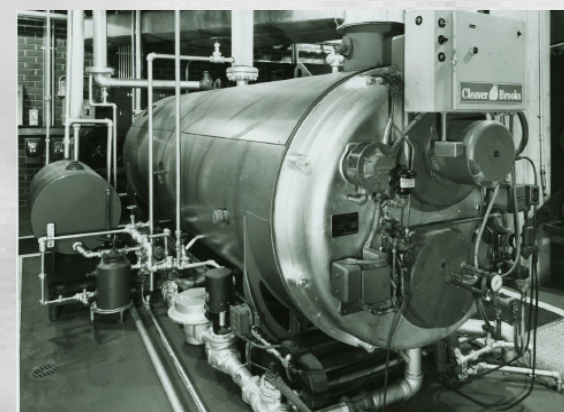
your boiler & pump solutions team
~ since 1956

The first and finest
of their class

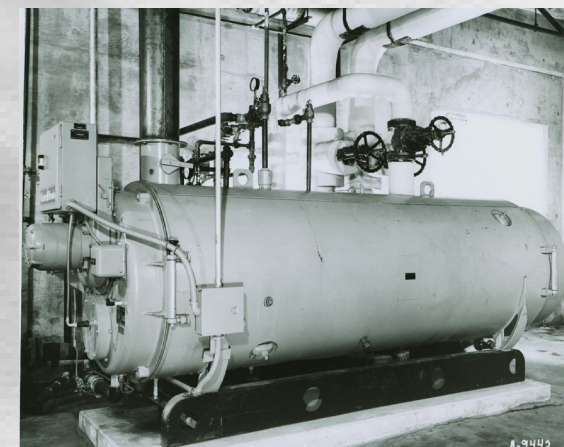
YOUR SINGLE SOURCE BOILER AND PUMP SOLUTIONS TEAM



1950s - FORD MOTOR CO - Fremont, California.
Two combustion boilers with 250 HP supply high-
pressure steam for car manufacturing facility.



1956 - QUEEN OF THE VALLEY HOSPITAL - Napa,
California. Two combustion boilers with 250 HP supply
high-pressure steam throughout the hospital.



1961 - HARRAH'S - Stateline, Nevada. One 400 HP
C-B boiler provides hot water needs for restaurant
and hotel services.



1972 January - April quota breakers. First Row: Les Turner, Turco Engineering, Inc.; Neal
Smith, Delval Equipment Corp.; Bob Schoenberger, Mason Equipment Co.; Jack Blake, Power
Equipment Co.; Benton Mallory, Power Equipment Co.; Bob MacDonald, R.F. MacDonald Co.
Second Row: Harry Cockerman, Turco Engineering, Inc.; Bob Doyle, Applied Engineering Co.;
John Nash, Applied Engineering Co.; Jay Jennings, Intermountain Boiler Co.; Pat Houston,
C.H.E., Inc.; Eddie Lunn, Boiler Supply Co. Third Row: Joe Burrows, Lorenzo Burrows &
Assoc., Inc.; Bruce Mayer, Delval Equipment Corp.; Roger Anderson, Anderson Brothers
Engrg. Co.; Bob Duncan, R.A. Duncan & Assoc., Inc.; Gary McDonald, Intermountain Boiler Co.



Bob MacDonald, with an agreement
to sell Cleaver-Brooks boilers in
northern California, founded R. F.
MacDonald Co. on March 8, 1956

possible if it weren't for our founder, Bob
MacDonald.

There are many adjectives to describe
Bob but perhaps none better than
persistence. From Bob's personal home
office to our now growing company of
nine offices, persistence was his constant
theme. In his remembrance, we have
adopted "Persistence" by Calvin Coolidge
as our company culture:

Nothing in the world
can take the place of persistence.
Talent will not;
nothing is more common
than unsuccessful men with talent.
Genius will not; unrewarded genius
is almost a proverb. Education will not;
The world is full of educated derelicts
Persistence and determination alone
are omnipotent. The slogan
'Press On' has solved and always
will solve the problems
of the human race.

In memory of Bob MacDonald, we hope
these words bring inspiration to you.

Legacy, Locations & Major Projects

Pre-1950s

Cleaver-Brooks, Fulton Boiler Works, Grundfos, ITT Goulds and many R.F. MacDonald Co. distributors had already begun industrial innovations before Robert F. MacDonald began his legacy with R.F. MacDonald Company. Cleaver-Brooks was founded in 1929. Fulton's founder invented the vertical tubeless boiler in 1949. Grundfos began in 1944 and Goulds created their first wooden pump, banded with iron, in 1848. After World War II, American industry was booming. Bob MacDonald would be ready to represent the industry sector.



Cleaver-Brooks - 1939

1950s

Bob MacDonald, a registered mechanical engineer with eight kids ranging from 1-12 years old, begins R.F. MacDonald Co. in 1956. With commission advances from Cleaver-Brooks and a loan from his father, he opens his first office in San Francisco, CA. By the end of the 1950s, RFMCO has three employees.



San Francisco - 1956

- 1956 - Queen of the Valley Hospital, Napa CA
- 1956 - Memorial South Hospital, Ceres CA
- 1959 - Sierra Nevada Cheese, Orland CA

1960s

Certified Public Accountant James MacKenzie is hired as one of the first employees and is the first controller for RFMCO. MacKenzie convinces Bob to open a separate bank account for the business. In 1963, RFMCO moves to Burlingame, CA. By the end of the 1960s, RFMCO has 12 employees.



Burlingame - 1963

- 1960 - Merritt Hospital, Oakland CA
- 1961 - Harrah's, Stateline NV
- 1962 - Campbell Soup, Modesto CA
- 1965 - U.S. Steel Co, Pittsburg CA

1970s

Pacific Gas & Electric Co. teams up with RFMCO to put the C-B boiler house on the road. Sales take off. Jim and Mike MacDonald join RFMCO. Revenue hits \$1 million. In 1978, RFMCO begins low NOx boiler applications. By the end of the 1970s, RFMCO has 18 employees and three service technicians.



Foster City - 1973

- 1970 - U.S. Navy and Air Force, Japan Naval Base
- 1971 - Pacific Gas & Electric Co, San Luis Obispo, CA
- 1978 - Genentech, San Francisco CA
- 1979 - IBM, San Jose CA

1980s

Offices in Modesto and Reno open. RFMCO begins major entry into the food processing industry beginning with multiple Morning Star projects. Revenue hits \$5 million. RFMCO begins offering pressure vessel repairs and pre-fabricated systems. In 1988, RFMCO celebrates C-B's 50th anniversary after receiving an award as No. 2 in Overall Sales from C-B. By the end of the 1980s, RFMCO has 63 employees.



Modesto - 1988



Reno - 1988

- 1986 - San Quentin State Prison, San Quentin CA
- 1988 - Apple Co, Cupertino CA
- 1989 - Campbell Soup, Modesto CA

1990s

RFMCO moves its headquarters from San Francisco, CA to Hayward, CA. New offices open in Fresno, Brea, Las Vegas and San Diego. In 1994, RFMCO receives the Lifetime Achievement award from C-B. In May 1996, founder Bob MacDonald passes away. Revenue soars from \$10 million in 1990 to \$38 million in 1999. By the end of the 1990s, RFMCO has 129 employees.



Hayward - 1995



Brea & Las Vegas - 1998

- 1993 - Decentralized Heating Plants, Khabarovsk Russia
- 1996 - J. Paul Getty Museum, Los Angeles CA
- 1999 - Camp Pendleton USMC, San Diego CA

2000s

RFMCO begins pump training classes, which show immediate success. Rohnert Park office opens. Revenue hits \$50 million. RFMCO is named one of the fastest growing 100 private companies in the Bay Area by San Francisco Business Times. RFMCO receives prestigious Grundfos President's award. By the end of the 2000s, RFMCO has 160 employees.



Rohnert Park - 2005

- 2002 - Pomona Paper Co, Pomona CA
- 2005 - Saguaro Power Plant, Las Vegas NV
- 2006 - Clement Pappas, Ontario CA
- 2007 - Gas Recovery Systems, Irvine CA

2010s

RFMCO supplies over 15,000 boilers since 1956 — 1,000 of them are low NOx boilers, which has helped the California market meet the most stringent emissions standards in the country. Kaiser Permanente becomes RFMCO's biggest customer. In 2016, RFMCO has over 250 employees. The future of R.F. MacDonald Co. is bright.



Santa Fe Springs - 2011



San Diego & Fresno - 2015

- 2010 - Barrick Cortez Gold Mines, Carson City NV
- 2011 - University Southern California, Los Angeles CA
- 2014 - Merritt Hospital, Oakland CA
- 2015 - Stanford University, Palo Alto CA