



# Corporate Capabilities

*Solutions for the Life of Your Boiler & Pump Systems*



**R.F. MacDonald Co.**

*hydronic, steam & pumping solutions*

*~ sales/service since 1956*

AN EMPLOYEE OWNED COMPANY

# A Culture of Safety

At R.F. MacDonald Co., the safety and well-being of our employees, customers, and partners is our highest priority. We are proud to foster a safety-first culture guided by our *Mission Zero* objective — striving for zero incidents through proactive measures and continuous improvement.

Our robust safety program includes:

- A comprehensive Safety Observation Program
- Industry-leading safety training
- Telematics technology to monitor and improve driver performance
- An extensive inspection regiment

These initiatives have consistently delivered exceptional results. Over the past five years, our Total Recordable Incident Rate (TRIR) has averaged **1.1**, significantly outperforming the industry average of **3.3** (NAICS 238220). Additionally, our current **Experience Modification Rate (EMR) of 0.75** reflects our strong safety performance and low-risk profile.

We are proud to be a **RAVS Plus** participant in **ISNetwork**, **Avetta Premier Partner**, and **Veriforce**, further demonstrating our dedication to best-in-class safety standards. In recognition of our efforts, we were honored with the **Avetta Operational Excellence Leader Award in 2025**.

When you choose R.F. MacDonald Co., you're selecting a partner that values safety as much as you do. Thank you for considering us as your trusted provider of hydronic and boiler services.





# An Employee-Owned Company

We are proud to announce an ownership transition to our newly formed 100% Employee Stock Ownership Plan. The adoption of our ESOP plan went into effect **Jan. 1, 2024**.

This celebratory announcement reflects our strong and growing company of 284 employees working in service, sales and administration. We view this transition in ownership as the next step to ensure a sustainable future for RFMCO, while also providing a valuable financial benefit to people who have contributed to our success.

We have created a special company, where our employees passionately engage in problem-solving, innovation, collaboration and respect. Securing our independence through an ESOP allows us to further strengthen our culture.

Our “Hire-2-Retire” motto is further emphasized in this ownership-transition. Our ESOP structure is also complimented by our long-held belief in a cultivated company culture and trusting employees to “Do the Right Thing,” another long-established company motto.

A major highlight: Employee-owned shares typically create 3-7 times more value at retirement compared to a traditional 401(k) plan alone. RFMCO retained its 401(k) plan and 50% company match program.

## RFMCO ANNOUNCES EMPLOYEE STOCK OWNERSHIP PLAN!





# Boilers



- We represent high-quality boiler equipment manufacturers to ensure we apply the right product for your application
- Our full range of services include:
  - Installation
  - Commissioning
  - Training
  - Maintenance and Repairs
- Our experienced technical sales staff will carefully evaluate your boiler needs

*Custom Equipment Solutions*

*with Reliability and Process*

*Improvement in Mind*



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# Pumps



- We have the “Best in Industry” pump solutions in a huge array of types, mountings, speed and applications
- Our divisions represent distinctive centrifugal and positive displacement pump manufacturers for many different applications
- Our experienced technical sales staff will carefully evaluate your pumping needs

**Taco Comfort Solutions**  
A Taco Family Company

**GRUNDFOS**

**GOULDS**  
WATER TECHNOLOGY  
a xylem brand

*Custom Equipment Solutions  
with the Unique Needs of Your Specific Application in Mind*

**R.F. MacDonald Co.**  
hydraulic, steam & pumping solutions  
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# Key Products & Services

- **Boiler & Pump Products**

- We have **exclusive contracts** with many industry leading boiler and pump manufacturers for commercial and industrial customers in California and Nevada

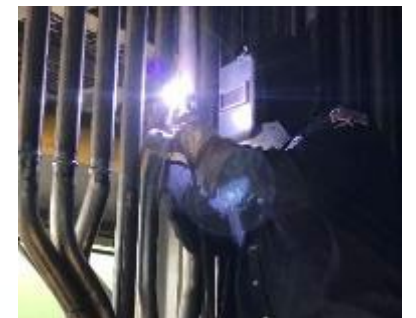
- **Boiler & Pump Services**

- Pump Repair & Systems Fabrication Facilities
- Boiler & Pump Field Services
- Design, Engineering, Fabrication, Certified Welding & Installation
- Inspection & Preventive Maintenance
- Instrumentation & Controls
- Startup & Training
- Parts Sales and Service Agreements
- Rental & Sale of Used Equipment

# Service & Repair

## 24 Hours a Day – 7 Days a Week

TROUBLESHOOTING • REPAIR • INSTALLATION





# In-House Pump Services



- We have in-house services that encompass a wide range of specialty services including:
  - Expert Calibration
  - Analyze Problem Areas
  - Restoration of Seals and Fittings
  - Rework/Reengineering of Broken Parts
- Our services help maintain the reliability of your pumping equipment
- We can save you the full replacement cost of a new pump



# Training



- We value the safety of our customers and their staff
- We fully support staff training on the equipment in operation at your facility
- We have an excellent array of boiler and pump training courses
- Our classes are CWEA and AFE certified



- We offer customized onsite training programs for your specific needs



# Rental and Mobile Systems



- Rental boilers are primarily used when operations cannot endure downtime, there is planned offline maintenance event or if extra capacity is needed for a short period of time
- Our fleet of transportable equipment includes:
  - Steam and Hot Water Boilers
  - Deaerators
  - Feed Systems
  - Ancillary Equipment

*Our Rental Equipment and  
Mobile Steam Plants  
Could be Your Answer*

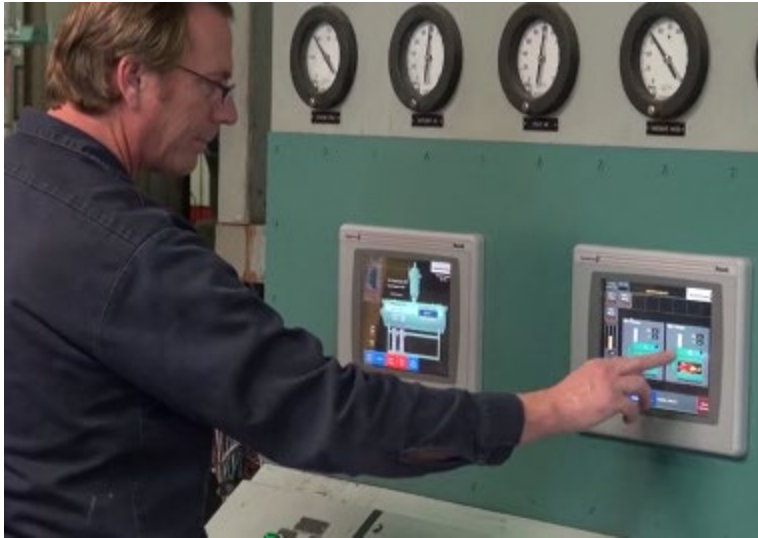


# Parts



- We offer prompt reliable availability for many of the most common parts from a wide array of manufacturers
- Over \$5 million in parts inventory at multiple locations, ensuring fast reliable service when needed
- Our stock includes:
  - Critical Boiler and Pump Parts
  - Additional Access to Many Other Manufacturers' Warehouses
  - Previously Owned and Reconditioned Boilers, Pumps and Accessory Equipment

# Instrumentation & Controls



- Accurate instrumentation reduces energy costs, provides better control of system processes and conserves manpower
- We have a dedicated in-house control systems group specialized in designing and developing:
  - Complex Interfaces
  - Drives and Measurement
  - Control Systems





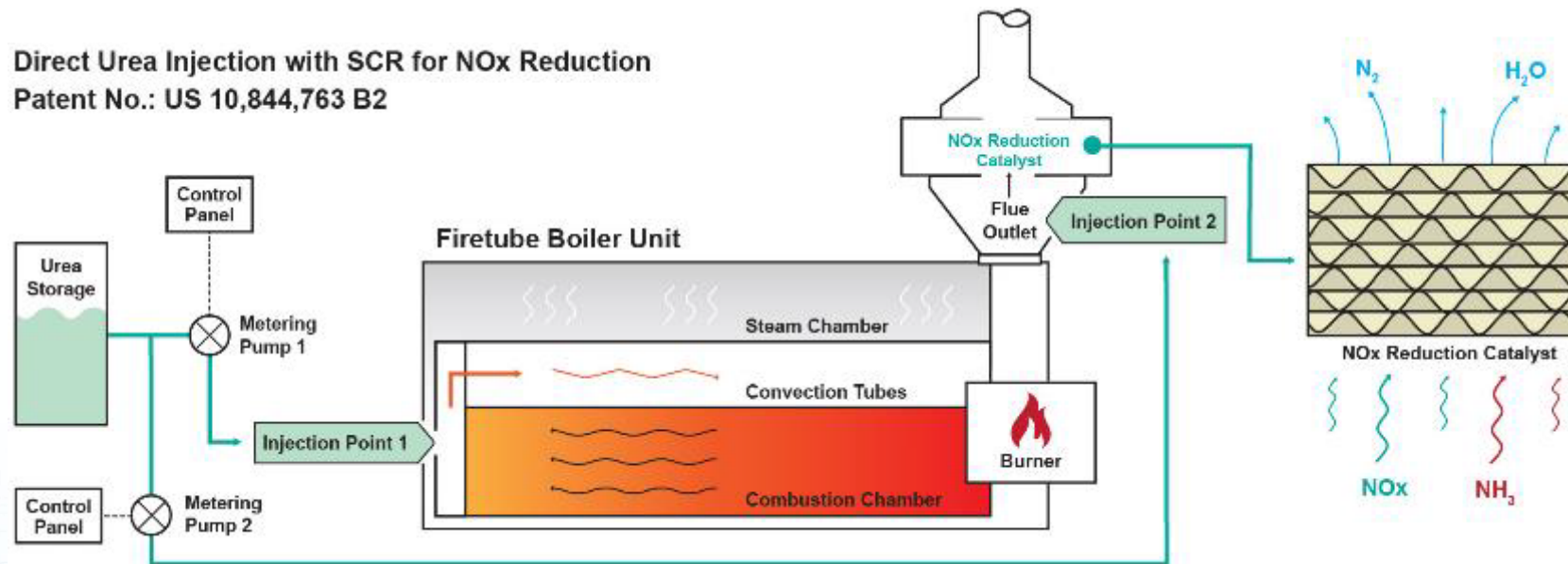
# History

- R.F. MacDonald Co. was founded in 1956
- 65 years in business
- We serve California and Nevada
- We have 256 employees in 10 locations
- We have a longstanding reputation as a leader in the supply and service of boilers, pumps and accessories for industrial and commercial customers



# Recent Accomplishment

- Patent issued to R.F. MacDonald Co. for safest NOx emissions reduction technology with SCR
- Granted by the U.S. Patent and Trademark Office on Nov. 24, 2020



*Urea is injected at each Injection Point into the boiler. As NOx and urea pass through the NOx Reduction Catalyst, NOx is separated into two non-harmful elements Nitrogen ( $\text{N}_2$ ) and water ( $\text{H}_2\text{O}$ )*



# Coverage

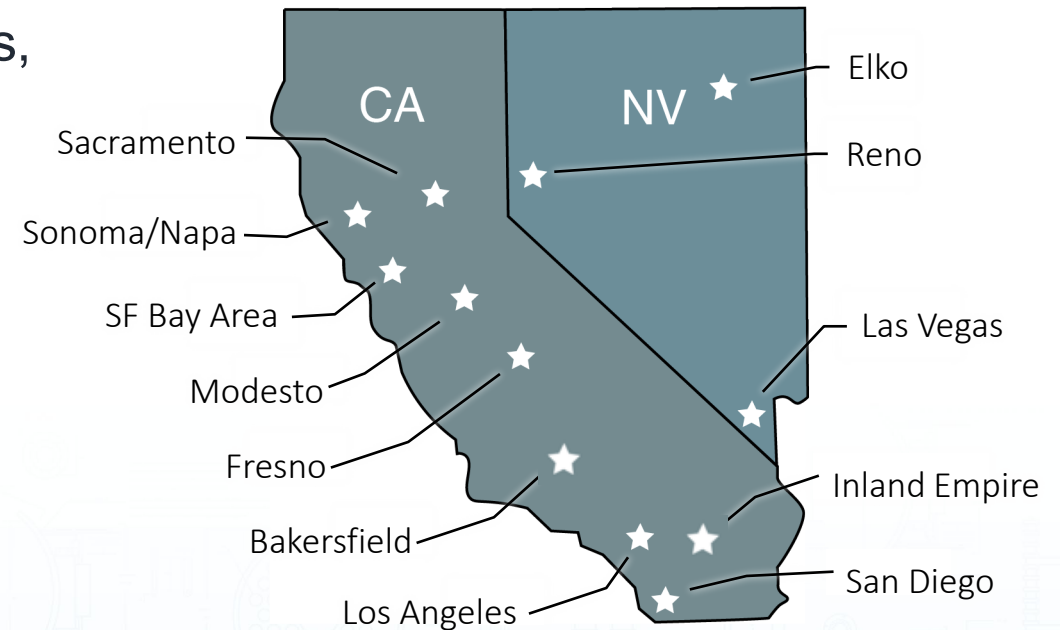
**12 locations:** Hayward, Rohnert Park, Modesto, Sacramento, Fresno, Bakersfield, Santa Fe Springs, Fontana, San Diego, Reno, Elko & Las Vegas

Employees: 270

Sales: 48

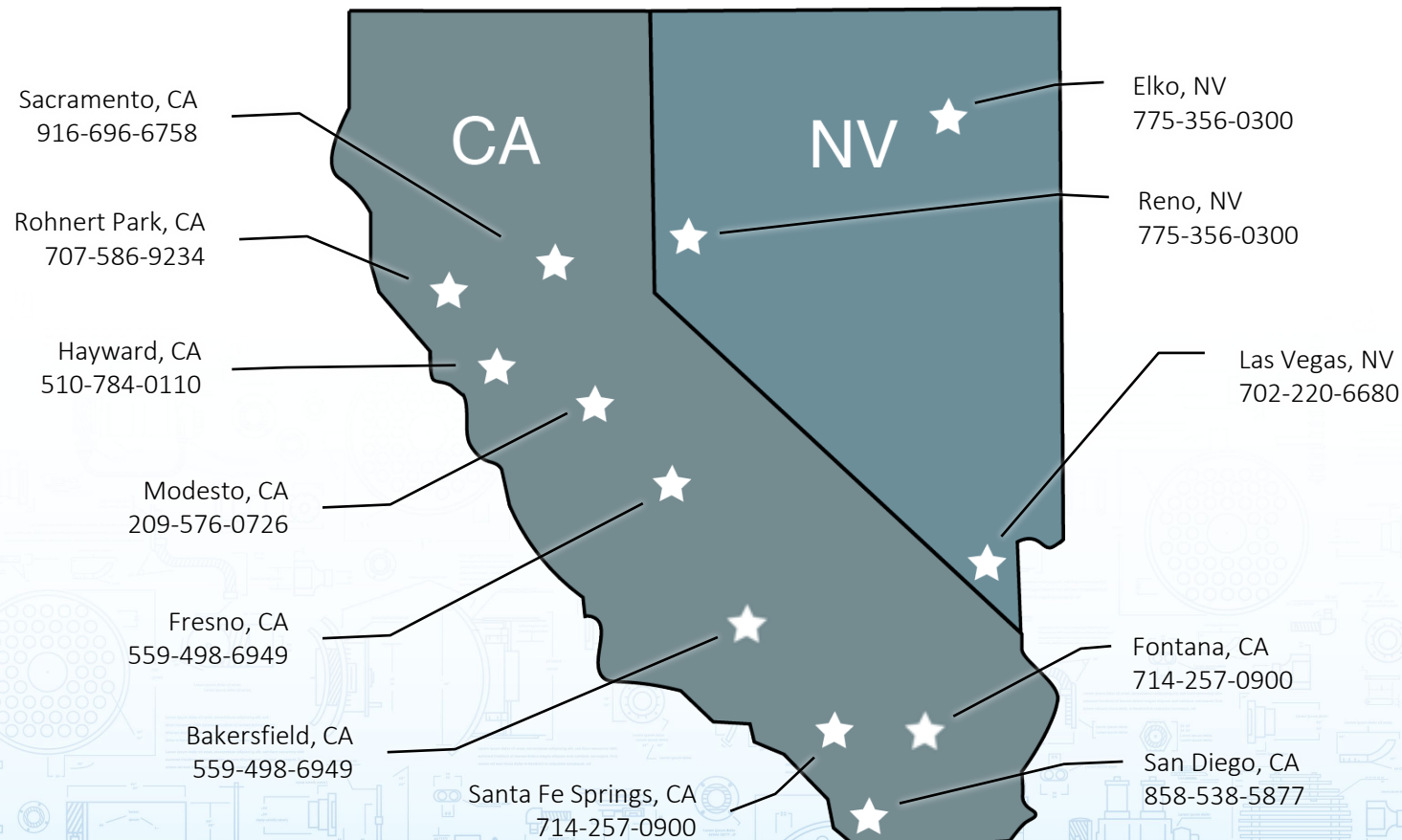
Service: 144

Over 160 employees in our parts and field service business with 125 service trucks on the road and 10 graduate mechanical engineers



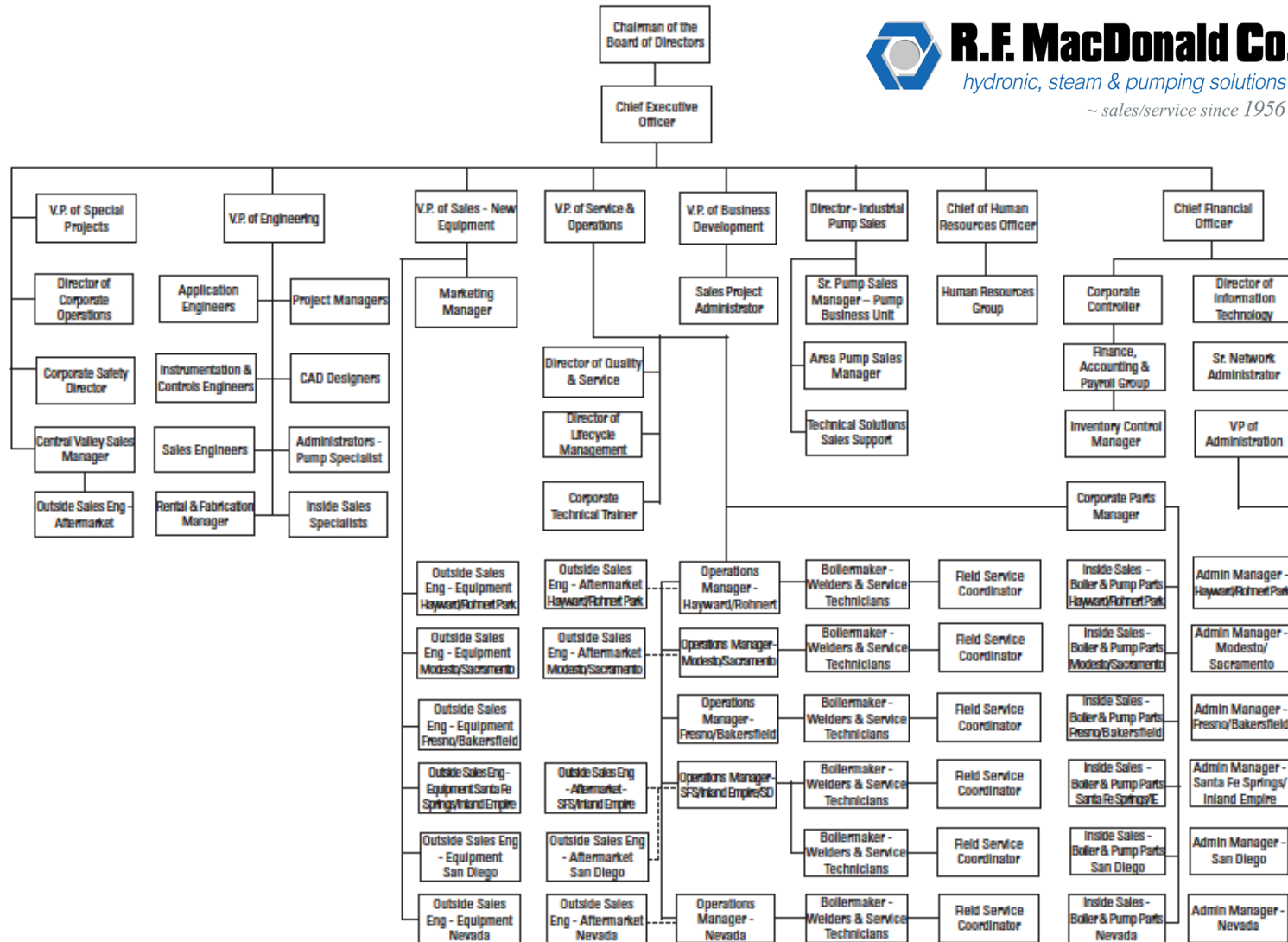
# Regional Locations

SALES • SERVICE • PARTS • TRAINING





# Organizational Structure



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*hydronic, steam & pumping solutions*

*~ sales/service since 1956*



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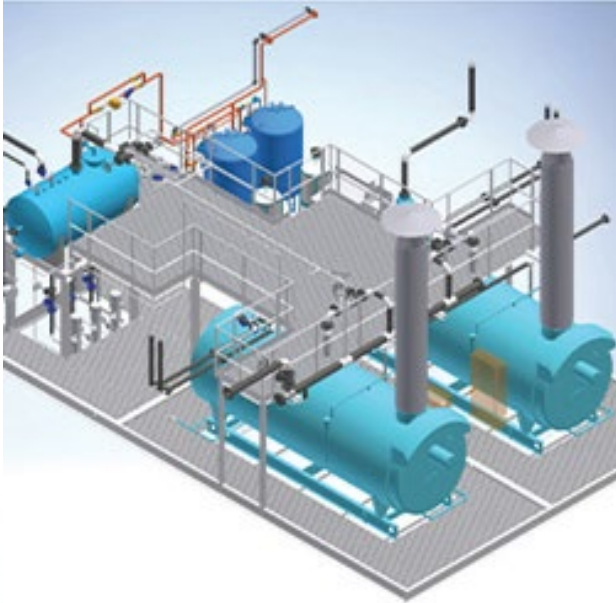
# Management

- Employee Owned
- Leadership Team
  - Chairman of the Board
  - Chief Executive Officer
  - Chief Financial Officer
  - Chief of Human Resources
- Boiler & Pump Group VPs
  - Operations Managers
  - Sales Managers
  - Admin Managers
- Director of Engineering





# Central Engineering



- The central engineering group supports our project pipeline
- Central engineering improves communication with our principals
- Central engineering helps outside sales personnel spend more time with customers
- The central engineering group's priorities are to:
  - Provide timely responses on quotes and application questions
  - Standardize quotes and product offerings
  - Provide training for new outside sales personnel

# Staffing by Office

## Northern CA

- Hayward and Rohnert Park
  - 14 Sales / 25 Service
- Modesto and Sacramento
  - 12 Sales / 35 Service
- Fresno
  - 3 Sales / 23 Service

## Southern CA

- Santa Fe Springs
  - 11 Sales / 43 Service
  - 12 Central Engineers
- San Diego
  - 6 Sales / 11 Service

## Nevada

- Reno and Elko
  - 3 Sales / 12 Service
- Las Vegas
  - 3 Sales / 5 Service





# Current Market Strengths & Opportunities

- Healthcare
- General Industry
- Food & Beverage
- Wine
- Education, Universities
- Commercial
- Biotech
- Hi-Tech
- Engineers/Contractors
- Low Emissions & Carbon Tax

**BOILER CASE STUDY**

**LOMA LINDA UNIVERSITY HEALTH  
USES NEWLY PATENTED  
DIRECT UREA INJECTION  
WITH SCR TECHNOLOGY**

Loma Linda University Health  
Loma Linda, CA  
Seismic Retrofit, SCR Upgrade

**Customer Application**

Loma Linda University Health includes Loma Linda University's eight professional schools, Loma Linda University Medical Center's six hospitals and more than 800 faculty physicians located in the Inland Empire of Southern California. The main campus hospital requires hot water for use throughout the building and steam for sanitation, humidification and clean steam production.

**Key Challenges**

As part of the Loma Linda University Campus Transformation project, two new hospital towers were added to the Denton and Carol Trosch Medical Campus. The new towers include new hospital rooms, surgical and operating rooms and more. The additional facilities also required additional steam, which was provided by higher capacity boilers. R.F. MacDonald Co. was selected for this project to provide total integration services, including:

- Engineering and installation support
- Supplying the boilers with our newly patented Direct Urea Injection with SCR technology to meet emissions regulations
- Complete startup and loading services

**The R.F. MacDonald Co. Analysis & Solution**

R.F. MacDonald Co. supplied three Cleaver-Brooks CB3X Dite 1400HP vertical steam boilers to the Loma Linda University Central Utility Plant. Each boiler can produce up to 40,330 pounds of saturated steam per hour.

The larger packaged boilers were carefully rigged through the Central Utility Plant roof with eight electronic air-lifts. Once successfully inside the building, the boilers were skillfully placed into their pre-determined, limited footprint. Finally, our newly patented Direct Urea Injection with Selective Catalytic Reduction technology was installed to complete the installation process.

At approximately 50 MMBtu/hr, the larger boilers are required to meet state 5 PPM Low NOx regulations set by the South Coast Air Quality Management District.

**Consistent Boiler with SCR Installation**

**Larger Boiler with Higher Capacity Installed into Existing Footprint**

**R.F. MacDonald Co.**  
your boiler & pump solution provider

**BOILERS | PLANS | RENTAL | SYSTEMS | SERVICE | PARTS**

# All Markets

## Commercial/Institutional

- Hospitals
- Colleges/Universities
- Office Buildings
- Hotels
- Sports Arenas
- Prisons
- Government
- Military Bases
- Engineers/Contractors

## Municipal & Wastewater

- Sewage
- Water Treatment

## Industrial

- Food & Beverage
- Wineries & Breweries
- Tomato Processing
- Meat Processing
- Pharmaceutical / Biotech
- Steel
- Pulp & Paper
- Power
- Semi Conductor
- Chemical
- Biofuels
- Feed & Grain
- OEMs

**PUMP CASE STUDY**

**R.F. MACDONALD CO. PROVIDES TURNKEY, PERMANENT PUMP SYSTEM FOR MOVING POND WATER IN GREEN WASTE DECOMPOSITION PROCESS**

**Solid Waste Site**  
Bay Area, CA  
Pump System Design & Installation

**Customer Application**

In Northern CA, a solid waste site creates an organic compost product by using green waste collected from curbside bins that have been ground to < 1.5-inch pieces using a Covered Aerated Static Pile (CASP) process for decomposition and pathogen reduction. Liquid management is critical to the process and involves water in contact with green waste in a closed-loop system.

The CASP process encourages organic decomposition and requires an initial addition of water containing common bacteria and fungi.

First, control water is applied to inoculate the freshly ground material, which kick-starts the decomposition process. Excess control water, that is not absorbed by the material, is then captured and allowed to flow back into the control water pond where it is stored. Finally, the control water is pumped back to the CASP located at an elevation of 90 feet above the pond and the process repeats.

**The R.F. MacDonald Co. Analysis & Solution**

The solid waste site had been using rental diesel pumps, which utilized prime assist with foot valves, but large amounts of fine organic solids caused the foot valves to clog and fail. The foot valves were necessary to keep the suction lines flooded during shutdowns.

Additionally, the lack of circulation allowed the pond water to become stagnant, producing unwanted odors.

After excessive pump maintenance and downtime, the pumps were deemed too expensive and unreliable. An economic and permanent solution was required with the ability to use the site's self-generated electrical power.

Based on a history of success with the customer, R.F. MacDonald Co. was asked to develop a permanent, turnkey pumping solution with full system reliability.

**Full-Service Capability**

- **sizing:** Experienced technicians installed 280 feet of 4-inch high density polyethylene pipe (HDPE).
- **Electrical:** Certified controls experts replaced the existing VFD with a new control panel on a newly poured 8-inch concrete pad.
- **Fabrication:** Skilled pump specialists designed and built stainless steel custom pump stands to easily move the pumps and withstand a corrosive environment.

**Boilers | Pumps | Rental | Systems | Service | Parts**

**Toyco Heavy Duty Submersible Slurry Pump with Custom Stand**

**Pump Positioning and Installation**

**R.F. MacDonald Co.**  
HYDRAULIC PUMPING & CONTROL SYSTEMS  
SINCE 1956





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*Thank you,*  
**Questions?**

**R.F. MacDonald Co.**

*your boiler & pump solutions team*