



Member Benefits Overview

Put the Resources of the Hydraulic Institute to Work for You



The Hydraulic Institute: Who We Are

The Global Authority on Pumps and Pumping Systems

As the developer of the universally acclaimed ANSI/HI Pump Standards, a key reference for pump knowledge and end-user specifications, the Hydraulic Institute (HI) provides its members with timely and essential resources for the advancement of their pump industry businesses. HI is also an indispensable asset for business intelligence, professional development, and pump industry leadership and advocacy, serving as the unequivocal voice of the North American pump industry since its inception in 1917.

The Institute has become the industry resource for cutting-edge educational programs, critical industry reports, business-enhancing services, and a myriad of opportunities for information exchange and networking, all of which are member benefits designed specifically to meet both member organizations' and individual members' missions and goals. Those who become members of HI and participate in its programs, committees, and events find it to be an invaluable business resource.

A Strong Membership, Diverse and Engaged

Hydraulic Institute members represent a number of different sectors that support the pump industry: pump manufacturers and supplier OEMs of motors, seals, bearings, instrumentation and controls, housings, systems integrators, and pump-specific software, as well as engineering consulting firms and pump users who participate in the Institute as standards partners. The active involvement of members representing these various sectors in the industry adds strength and vitality to the organization and the many volunteer committees that drive the initiatives of the Institute.

A Provider of Business-Critical Assists

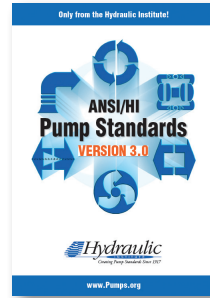
As the authoritative resource in the North American pump industry, HI provides its members with the very latest information on emerging industry trends and market data. HI members are thus among the most thoroughly informed and successful in the pump industry. To support the needs of its members, HI has concentrated its services in these five strategic areas:

- Standards and Education
- Peer Networking
- Business Intelligence
- Government Affairs
- Corporate Marketing

Members are encouraged to engage extensively to take full advantage of the entire range of services, programs, and opportunities that HI membership offers. While some members choose to participate selectively according to their individual business interests, full engagement with HI is strongly recommended to maximize the value of membership.

The Hydraulic Institute: What We Do

Standards and Education



- **Industry Standards**

HI members play an active and influential role in the development of ANSI and ISO-approved pump and pump system standards. Qualified technical representatives from member companies serve on HI standards-writing committees and participate in the ANSI/HI canvass approval process. Members choose to participate on the committees most relevant to their organizations' product scope and strategic positions.

Currently HI maintains a library of standards that are highly regarded by the user community and referenced by API, ANSI B.73, PIP, SWPA, and other associations. HI members play a critical role in keeping these documents current and advancing standards leadership in new areas such as electronic data exchange (EDE) — a transformational standard that is having a major impact on the way business is being conducted in the industry.

Members also participate in ISO TC-115, representing the U.S. on global pump standards, and may vote on ISO standards through the U.S. Technical Advisory Group (TAG) on international pump standards.

- **Industry Guidebooks**

HI members and Pump Systems Matter (PSM) sponsors jointly wrote a seminal guidebook on pump systems optimization. This guide moves the pump industry and the user community toward more energy-efficient and economic pumping systems, while it helps members identify new business and market transformation opportunities. New committee work will result in a series of guidebooks for specific pumping applications like power plants, water and wastewater, and more.

- **Education and Training**

PSM is an educational subsidiary of the Hydraulic Institute and a key resource for the pump industry. PSM delivers high-quality, high-value pump education, including e-learning courses, webinars, conferences, jointly sponsored programs that feature recognized industry experts, and more. PSM also offers interested members and standards partners the opportunity to gain industry-wide exposure and recognition for their companies — and themselves — through the development and presentation of PSM educational courses. Participants in PSM educational programs earn Professional Development Hour (PDH) credits.

Peer Networking

- **Networking in North America**

One of the primary benefits of membership in HI is the opportunity to develop vital business relationships with peers in the pump industry. HI's meetings and events provide just the right opportunities to forge these invaluable business connections with a variety of pump industry professionals. CEOs and senior management can gain unique industry insights from one another that cannot be gained elsewhere, while young engineers can interact with and learn from experienced industry experts, thereby gaining significant career-development opportunities. The Institute's regularly scheduled meetings and Market Outlook Workshop provide similar networking opportunities for sales and marketing professionals, supply chain managers, engineers, business analysts, and other senior managers.

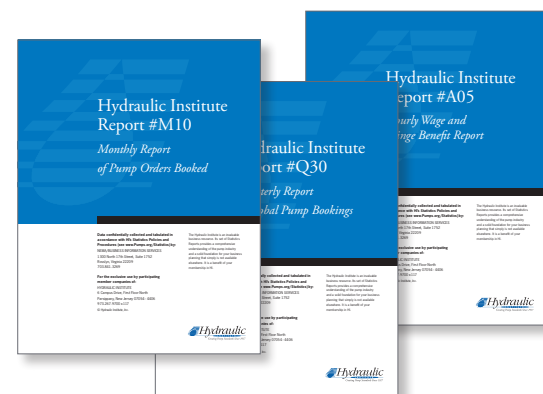
- **Global Business Networking**

Exchanges with the Europump organization provide even more peer networking opportunities, where members can gain a vital international perspective on the pump industry. Pump companies may attend Europump meetings and participate in joint HI/Europump projects that have included the development of *Pump Life Cycle Costs*, *Variable Speed Pumping*, and pump systems efficiency strategies. HI's technical advocacy role in this regard has been a significant benefit to the pump industry.

Business Intelligence

- **Statistics Reports**

Members may participate in or subscribe to industry statistical surveys that provide valuable strategic planning and business insights, and do so at no cost to participants. Distributed monthly, HI's pump bookings report provides timely information on current U.S. market trends; HI's quarterly global pump bookings report allows participants to track bookings trends globally; HI's annual wages and benefits reports allow companies to benchmark their compensation and benefits against other similarly sized and similarly located companies; and finally, the annual financial and operating ratio report guides participating member companies in the effective allocation of resources.



- **Economic Forecasts**

Partnering with the Institute for Trend Research (ITR), HI also has developed indispensable economic forecasting reports and econometric tools for subscribing members. These forecasts enhance overall planning ability and provide economic insights that enable more effective budget planning, sales forecasting, and identification of potential growth markets. The forecasts are also helpful for organizations making capital investment decisions, spotting competitive pressure opportunities, forecasting future sales trends, and much more.

In addition, all HI members receive European Industrial Forecasting's highly-regarded *World Pump Market Report*, a 500+-page document that provides macroeconomic forecasts and summary results by country and world region; forecasts for over 63 countries are categorized by pump type, end-use, industry, and pump application. An updated, mid-year *Europump Market Report* is also made available to members at no cost.

- **Market Outlook Workshops**

The Institute partners with the Valve Manufacturers Association (VMA) to present an annual Market Outlook Workshop, a unique program featuring a dozen dynamic industry and economic speakers covering a range of markets. Eagerly anticipated by HI members, the workshop provides an invaluable opportunity to receive comprehensive market data and insights on the pump and valve industries.

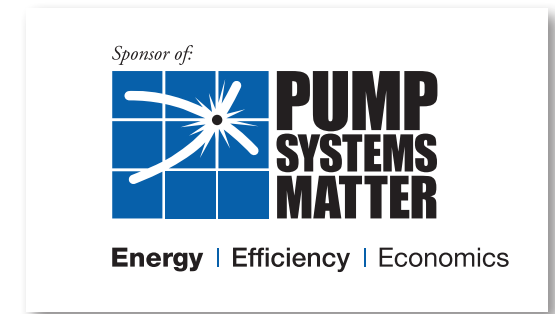
Corporate Marketing

- **Online Marketing Resources**

Affiliation with HI provides members with a number of unique marketing and business development opportunities that enhance exposure in the marketplace: The online Virtual Tradeshow and the "Find a Supplier" tool enable interested parties to find members' organizations quickly and efficiently online. Providing multiple ways to locate members and their product lines, these online capabilities drive an average of over 450 qualified leads per year to HI member company websites.

- **Pump Systems Matter Sponsorship**

HI members are also sponsors of Pump Systems Matter, an educational subsidiary of HI focusing on energy savings, efficiency, and economic opportunities associated with optimizing pumping systems. Sponsors are exploring new business service opportunities in the pump industry, and are positioning their staff as trained, qualified specialists or instructors on pump systems energy-savings and optimization projects. PSM also works closely with utilities, energy-efficiency NGOs, and the U.S. Department of Energy, focusing primarily on pump systems education, outreach, and end-user energy savings.



- **Use of Logos**

Members may display the widely recognized "Member of HI" and "Sponsor of PSM" logos — symbols of integrity and value — on their websites and literature, recognizing their affiliation with the internationally respected Hydraulic Institute and attesting to their organizations' support for HI standards and guidelines to the pump user community. Member companies that qualify as "Standards VIPs" may make use of this logo as well to promote their exemplary leadership in the development of pump industry standards, guidelines, and education.

- **Interactive, Online Job Board**

HI's "Career HQ" is an interactive job board targeting pump and pump systems professionals. It gives members the opportunity to post available jobs in their organizations at a special, lower rate, as well as search resumes from HI's database of qualified candidates.

- **Additional Marketing Opportunities**

HI members and standards partners may take advantage of additional marketing opportunities that include tabletop displays at annual meetings, presentations at HI meetings and educational events, standards awards recognition programs, and co-branding opportunities for standards and education.

Government Affairs

- **Strategic Influence in Key Government Organizations**

By maintaining a strategic perspective on government affairs and a strong presence in Washington, D.C., HI interacts on behalf of members with a number of key, influential organizations, including the National Association of Manufacturers (NAM), U.S. Department of Energy (DOE), U.S. Department of Commerce, and others. The Institute utilizes this authority to provide input on initiatives such as education, training, certification, and international trade matters, as well as broader public policy issues. To further its role as an effective advocate, HI makes periodic visits to Washington and actively participates in the NAM Council of Manufacturing Associations, a consortium of over 225 manufacturing trade associations with allied public policy interests.

To further benefit members, HI has also developed a number of strategic relationships with key industry organizations, including ANSI, ISO, National Fire Protection Association (NFPA), Europump, National Electrical Manufacturers Association (NEMA), Fluid Sealing Association (FSA), Submersible Wastewater Pump Association (SWPA), and many more.

- **International Trade Task Force**

The Hydraulic Institute organized the HI/VMA International Trade Task Force (ITTF) in 2005 so that members could better understand, influence and comply with increasingly complex international trade regulations. ITTF has become the primary point of contact for the pump industry as it engages with the U.S. Department of Commerce Bureau of Industry and Security, the U.S. DOE, the Nuclear Regulatory Commission, and other agencies.

Contact the Hydraulic Institute Today

To take advantage of these numerous and significant benefits, please contact Mary Silver, Director of Marketing and Membership, at msilver@Pumps.org or 973.267.9700, ext. 117.

VISION

To be a global authority on pumps and pumping systems

MISSION

To be a value-adding resource for member companies and pump users worldwide by:

- Developing and delivering comprehensive industry standards
- Expanding knowledge by providing education and tools for the effective application, testing, installation, operation and maintenance of pumps and pumping systems
- Serving as a forum for the exchange of industry information

Endorsements from HI Members

“You cannot be a major player in the pump industry without being part of the standards organization, and HI has historically been the leader in standards-setting in the pump industry throughout the world.”

— Al Huber, President and CEO, Patterson Pump

“Flowserve is a member of the Hydraulic Institute because we find tremendous benefits in the relationships we develop, in the educational opportunities for our people, and in the ability to participate in standards setting as a major player in the industry.”

— Tom Ferguson, Senior Vice President, Flowserve

“If you sell to the pump industry, and you have the opportunity to join HI as an associate member, you’d be crazy not to do it!”

— David C. Brockway, President, Intelliquip, LLC

Respond today to enjoy these important benefits of your Hydraulic Institute membership

**The Hydraulic Institute,
an invaluable business resource**