

1990 - 99

ISO 9001: Meeting new quality standards.

In the early 1990s, the United States economy continued to shift away from manufacturing towards more service and information-based endeavors. Measures were taken to prepare the Company for the prestigious ISO 9001 designation, an essential component when seeking business with international companies. By 1995, the Company achieved this designation, laying the ground work for international expansion.

While transitioning to more international sales, the Company also transitioned to new leadership. James C. Gorman, current Chairman of the Board, arranged for an orderly corporate succession, turning over his chief executive duties to John A. Walter. After John's retirement, Jeffrey S. Gorman was then named President and Chief Executive Officer in April of 1998, a position that he has held for a decade.

With new leadership and a renewed international focus in place, the Company continued to grow. Later that year, the Company established Patterson Pump Ireland Limited for assembly of fire protection pumps for sale throughout Europe. In 1999, a distribution center was opened in Europe and planning started for another distribution center in Asia.

As the Company moved into the 21st century, 19% of total revenues came from international sales.



Annual Sales

1999 **\$182,239,000**