2025-26

MIDTERM REPORT

National Fluid Power Association

Midterm Report

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NATIONAL FLUID POWER ASSOCIATION
NFPA

www.nfpa.com

Strengthening the Fluid Power Industry Through Connection and Innovation

We are halfway through the 2025–26 membership year, and NFPA is making strong progress across all four of our strategic initiatives. This midterm report reflects that momentum and the important work our members continue to drive.

Through our **Effective Forum**, we are bringing more companies and more people into the conversation. Membership is growing, participation is increasing, and our events, from the Industry and Economic Outlook Conference to the upcoming 2026 Annual Conference, continue to create meaningful spaces for connection and collaboration.

Our **Business Intelligence and Economic Statistics** work remains a core strength of NFPA membership. This year we expanded participation in our statistical reporting programs and enhanced the dashboards, forecasts, and economic indicators that help members plan strategically. Shipment trends, market size and segmentation, technology adoption insights, and global trade data now give NFPA members a clearer and more reliable view of the forces shaping their businesses and the broader industry.

Under **Promote Fluid Power**, we are raising awareness of fluid power in the markets that matter most. Our presence at iVT EXPO, the planned Advanced Hydraulics Conference at CONEXPO 2026, and the continued growth of the Fluid Power Forum all demonstrate the reach of our technology storytelling. The publication of the 2025 Industrial Technology Roadmap and two targeted technology webinars further support this initiative by helping OEMs and engineers understand the advances and possibilities within modern fluid power.

Through **Educated Workforce**, we are strengthening the pipeline our industry depends on. Fast Track hubs and Power Partner universities continue to expand, the Fluid Power Vehicle Challenge is entering its largest year yet, and support from the Pascal Society and the Tom Wanke Legacy Fund is helping more students gain hands-on experience and connect with NFPA member companies. These programs remain essential to preparing the next generation of fluid power professionals.

Thank you for being part of this work. Your engagement keeps NFPA strong, growing, and focused on the future. I encourage you to explore the programs highlighted in this report and take advantage of the many opportunities to get involved.

David Price, Vice President of Sales and Marketing, QCC
2025-26 NFPA Board Chair

Effective Forum

BUILDING MEANINGFUL CONNECTIONS

NFPA brings members together year-round through a strong mix of in-person convening and virtual education designed to support business growth and peer connection across the supply chain.

The 2025 **Industry and Economic Outlook Conference (IEOC)** took place in August, continuing NFPA's tradition of delivering timely economic insight. Members are also encouraged to plan ahead for the 2026 **Annual Conference**, February 17-19 in New Orleans, where the industry will once again connect around strategy, trends, and opportunities.

"The quality of speakers and the networking with colleagues at the NFPA Annual Conference are **second to none**, and every year I walk away with **at least one or two tidbits** of information that help guide our company in the following year."

- John Falcon, President of ROSS Controls

SCAN THE QR CODE TO LEARN MORE AND REGISTER TODAY

VIRTUAL OPPORTUNITIES

So far this fiscal year, members have engaged in virtual sessions that helped them stay connected and informed, including:

- Sandler Sales Training
- MSOE FPIC Technology Conference on noise, vibration, and harshness
- Workforce Recruitment Survey Results Webinar
- Fall Economic Update with Jim Meil
- Energy Efficiency Gains from Electrified Hydraulics
- Best Practices in Leak Prevention

GROWING NFPA MEMBERSHIP AND EXPANDING ENGAGEMENT

NFPA's Controls, IoT, and Data membership category continues to gain traction, now reaching 18 member companies. This growth reflects the expanding role of electronics, sensors, and data-driven systems within the fluid power industry, as well as NFPA's commitment to evolving with member needs.

Overall membership engagement is also rising. Every employee at an NFPA member company has access to Market Information, education, and NFPA events, making it easier for sales, engineering, leadership, and operations teams to connect with the association's resources.

Membership has further expanded through new companies and trial memberships, giving organizations the opportunity to explore NFPA benefits before fully joining. If you know a company that should be part of NFPA, refer them for membership and receive a free conference registration when they join. Contact Denise Husenica at dhusenica@nfpa.com to learn more.

"Getting involved in the Leadership Network, Supplier Council, and now the Board has opened doors I never expected. None of it would've happened if I hadn't decided to dive in."

- Ben Wallis, Enterprise Account Executive at eShipping

DEVELOPING THE NEXT GENERATION OF INDUSTRY LEADERS

The fourth cohort of the **NFPA Executive Leadership Program** launches in January 2026 in partnership with the Kellogg School of Management at Northwestern University. The program develops emerging leaders through four in-depth sessions focused on executive foundations, culture and values, communication, and leading under pressure.

Participants complete a leadership competency assessment, are paired with learning partners, and apply tools between sessions to drive real impact at their companies and within the fluid power industry. Members interested in future cohorts are encouraged to contact Eric Lanke at elanke@nfpa.com to learn more.

The **NFPA Leadership Network** connects established and emerging leaders who want to grow professionally and help shape the future of the fluid power industry. Members engage through peer-driven discussions, seminars, and strategy sessions focused on leadership impact and industry advancement.
The Network will convene next at the 2026 NFPA Annual Conference, and NFPA is always looking to welcome new participants. Members interested in joining are encouraged to contact Denise Husenica at dhusenica@nfpa.com.

EXECUTIVE LEADERSHIP PROGRAM:

LEADERSHIP NETWORK:

Want to join our Leadership Network? Contact our Membership Manager, Denise Husenica, at dhusenica@nfpa.com.

ADVANCING GLOBAL FLUID POWER STANDARDS

Through **ISO/TC 131**, NFPA members help shape the international standards that guide fluid power design, performance, and safety. In October, TC 131 subcommittees and working groups met in Paris, bringing together more than 60 engineers from across Europe, Asia, and North America to work on topics such as accumulators, contamination control, sealing devices, testing, and hydraulic control products.

TC 131 is responsible for 240 published ISO standards, with 31 active projects in various stages of development. NFPA supports this work by managing balloting, procedures, and project coordination for the technical experts who drive these standards forward.

NFPA is seeking additional technical experts from OEMs and machine builders to participate in US and international working groups. To learn more or get involved, contact Ben Brown at bbrown@nfpa.com.

Business Intelligence & Statistics

NAVIGATING THE FLUID POWER MARKETPLACE

Our Weekly Stats articles in the NFPA eNewsletter bring you high-priority reports and updated market data right at your fingertips.
Recent features include:

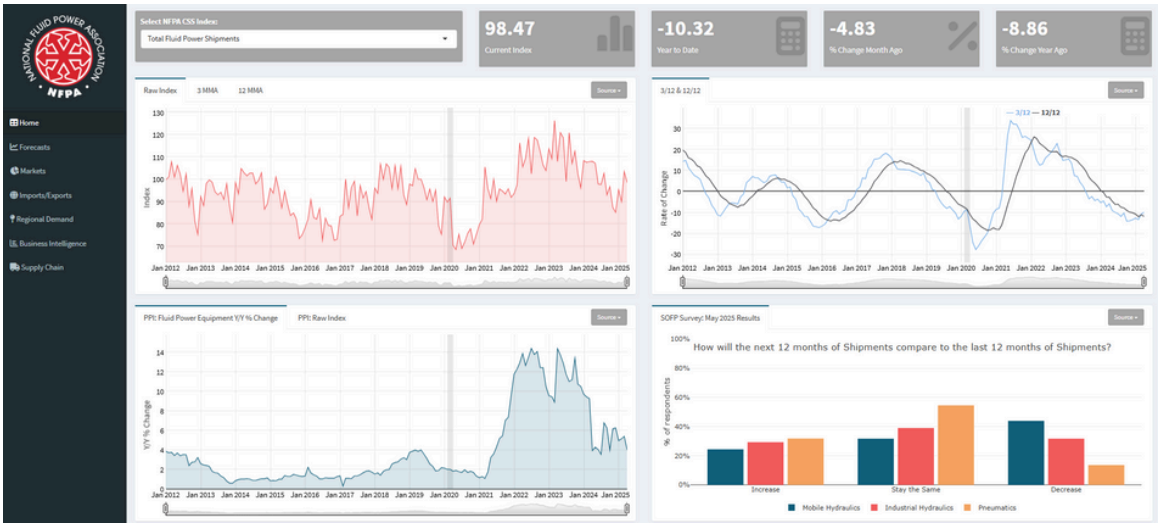
- Key takeaways from the Oxford Economics NFPA
- Highlights from ITR Economics Market Quarterly Forecasts
- The latest market drivers and trends in Econ and Market Indicators report

Additionally, for quick access to the latest updates, we provide direct links to all newly revised reports directly on the eNews page—ensuring you're notified immediately.

"There really aren't many industries that have the amount of data we have in fluid power. NFPA's statistics give me the confidence to discuss economic and market trends using solid quantitative data."

- Douglas Lacina, President of Milwaukee Cylinder

SCAN THE QR CODE TO WATCH THE FULL TESTIMONIAL



ENHANCING INSIGHTS WITH INTERACTIVE DASHBOARDS

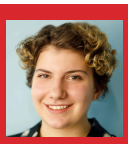
The **Stats Dashboard** highlights data from NFPA's wide variety of market reports. This interactive tool includes high level CSS trends, producer price indexes for customer markets, import/export data, and much more! Source reports are linked throughout the dashboard to easily access more information on any graph/table.

The Stats Dashboard is updated on a monthly basis and is a great place to start when exploring NFPA's market information.

Dashboard highlights include:

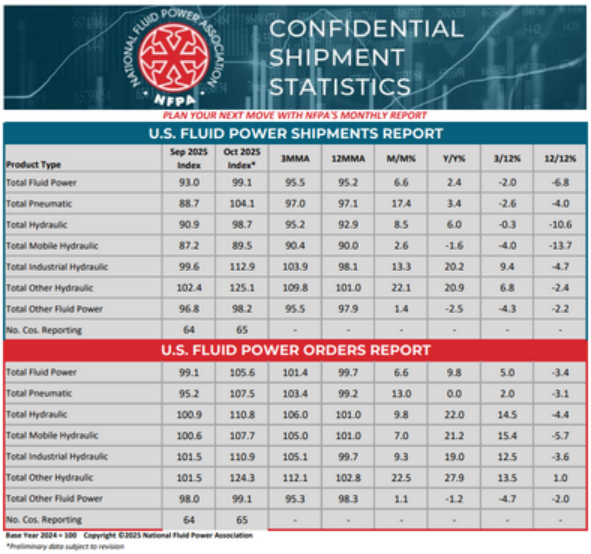
- *High-Level CCS Trends*
- *Regional Demand Summary*
- *Customer Market Trends*
- *Fluid Power Imports & Exports*
- *Forecasts*

Questions? Contact our Economic & Statistics Manager, Cecilia Bart at cbart@nfpa.com.



Participation-based Programs:

Participation in these programs is needed to receive these reports.



CONFIDENTIAL SHIPMENT STATISTICS

PLAN YOUR NEXT MOVE WITH NFPA'S MONTHLY REPORT

U.S. FLUID POWER SHIPMENTS REPORT

Product Type	Sep 2025 Index	Oct 2025 Index*	3MMA	12MMA	M/M%	Y/Y%	3/12%	12/12%
Total Fluid Power	93.0	99.1	95.5	95.2	6.6	2.4	-2.0	-6.8
Total Pneumatic	88.7	104.1	97.0	97.1	17.4	3.4	-2.6	-4.0
Total Hydraulic	90.9	98.7	95.2	92.9	8.5	6.0	-0.3	-10.6
Total Mobile Hydraulic	87.2	89.5	90.4	90.0	2.6	-1.6	-4.0	-13.7
Total Industrial Hydraulic	99.6	112.9	103.9	98.1	13.3	20.2	9.4	-4.7
Total Other Hydraulic	102.4	125.1	109.8	101.0	22.1	20.9	6.8	-2.4
Total Other Fluid Power	96.8	98.2	95.5	97.9	1.4	-2.5	-4.3	-2.2
No. Cos. Reporting	64	65	-	-	-	-	-	-

U.S. FLUID POWER ORDERS REPORT

Total Fluid Power	99.1	105.6	101.4	99.7	6.6	9.8	5.0	-3.4
Total Pneumatic	95.2	107.5	103.4	99.2	13.0	0.0	2.0	-3.1
Total Hydraulic	100.9	110.8	106.0	101.0	9.8	22.0	14.5	-4.4
Total Mobile Hydraulic	100.6	107.7	105.0	101.0	7.0	21.2	15.4	-5.7
Total Industrial Hydraulic	101.5	110.9	105.1	99.7	9.3	19.0	12.5	-3.6
Total Other Hydraulic	101.5	124.3	112.1	102.8	22.5	27.9	13.5	1.0
Total Other Fluid Power	98.0	99.1	95.3	98.3	1.1	-1.2	-4.7	-2.0
No. Cos. Reporting	64	65	-	-	-	-	-	-

Base Year 2024 = 100

*Preliminary data subject to revision

The Confidential Shipments Statistics (CSS) Program presents data on monthly orders and shipments and helps users understand trends and anticipate change in the industry. Data is collected from participating manufacturers, compiled by a third party to maintain confidentiality, and results are then only sent to CSS participants.

The State of the Fluid Power Industry Survey is a quick and easy electronic survey designed to identify monthly industry expectations based on the opinions of participants using multiple choice questions concerning the current and future state of the industry. There is a version for manufacturers and another for distributors. Participants receive results from both surveys.

> **NFPA offers exceptional resources, delivering broad and detailed data that helps us accurately forecast our business across the Americas and other regions.**
>
> **- Michael Cook, Global Director of the Off-Highway Segment at Trelleborg Sealing Solutions**

Econ & Market Indicators Customer Market File

A monthly report with key U.S. customer market data, trend graphs, major economic indicators, and producer pricing. Data can be used for internal analysis and easily imported into tools like NFPA's Stats Toolkit.

Global Market Reports and Forecasts

A set of Oxford Economics reports offering global macro data, leading indicators, and detailed forecasts for popular customer markets, including by-country analysis.

NFPA Forecast: U.S. Customer Markets

U.S. Customer Markets: A quarterly ITR Economics report providing outlooks, trend graphs, and commentary for fluid power, hydraulics, pneumatics, and 29 customer markets, plus insights on broader economic topics.

NFPA's Business Intelligence

Insights on emerging industry issues not yet covered by formal data programs. Content is drawn from member surveys and select external sources.

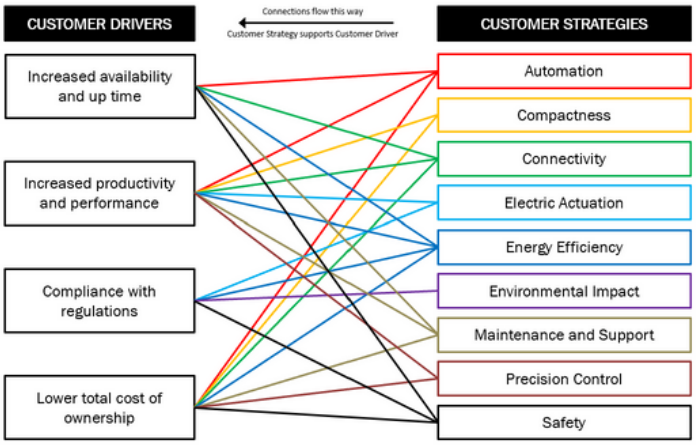
International Trade Data

Summarized U.S. Census Bureau trade data focused on fluid power products, featuring by-country and by-product analysis with interactive tables and charts.

The U.S. Fluid Power Regional Demand Estimates Report

A state-by-state profile of fluid power demand, including sales dollars, sales share, and number of establishments.

Guiding the Future of Fluid Power Technology



The **2025 NFPA Industrial Technology Roadmap** defines how fluid power technology must evolve to meet changing customer drivers in industrial markets. It provides a shared, pre-competitive framework that links customer expectations to the research, education, and collaboration needed to keep fluid power competitive and relevant.

Developed through broad industry collaboration, the Roadmap reflects input from manufacturers, distributors, OEMs, and researchers across the fluid power value chain.

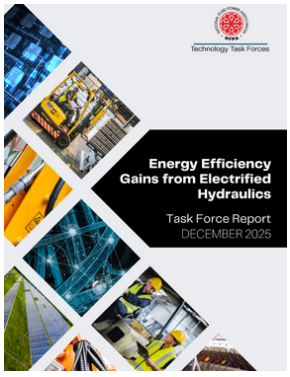
For the first time, NFPA is publishing separate Technology Roadmaps for industrial and mobile applications, recognizing the fundamentally different demands of these two machine environments.

TURNING CUSTOMER DRIVERS INTO ACTION

To move from strategy to execution, NFPA convened an Industrial Technology Task Force to focus on priority challenges identified in the Roadmap. That work resulted in two webinars and targeted publications that translate customer drivers into practical guidance:

- **Energy Efficiency Gains from Electrified Hydraulics:** Examines how electrified hydraulic architectures can improve efficiency and performance in industrial systems.
- **Best Practices in Leak Prevention:** Addresses one of the industry's most persistent reliability challenges through design guidance, materials considerations, and field experience.

These publications help members apply Roadmap insights directly to system design, product development, and customer engagement.



With the industrial Roadmap now complete, NFPA is preparing a Mobile Technology Roadmap, scheduled for publication in 2027. Together, these Roadmaps provide a forward-looking structure for aligning industry priorities, guiding innovation, and strengthening fluid power's role across future machine platforms. Download the 2025 Industrial Technology Roadmap at nfpa.com/technologyreports. To express interest in joining upcoming task force initiatives, or to request a presentation of the Roadmap and its findings for member companies and industry groups, please contact NFPA President and CEO Eric Lanke at elanke@nfpa.com.

Showcasing Innovation Across Fluid Power Technology

ELEVATING FLUID POWER AT KEY TRADE SHOWS

NFPA continues to expand the visibility of fluid power technology through a focused trade show education and promotion strategy in key customer markets.

At **IVT EXPO USA** in August 2025, more than 50 NFPA member companies exhibited, showcasing innovations in electric mobility, safety, and reliability for off-highway equipment.

NFPA also hosted a second successful Hydraulics Conference on site, reinforcing the critical role of hydraulics in future-focused innovation. IVT EXPO USA returns to Chicago on August 19 to 20, 2026, and members are encouraged not just to attend, but to exhibit, connect with decision-makers, and showcase their technology.

Looking ahead, NFPA will launch a new two-day **Advanced Hydraulics Conference at CONEXPO-CON/AGG 2026** in Las Vegas on March 4 to 5, 2026, placing fluid power education directly inside the largest construction equipment show in North America. This conference will deliver in-depth technical sessions on digital hydraulics, electrification, hybrid architectures, sealing performance, and data-driven systems, reaching OEM engineers and technology decision-makers who shape future machine platforms.

FLUID POWER FORUM: SHARING THE VOICES DRIVING INNOVATION

The Fluid Power Forum continues to grow as NFPA's leading platform for stories of innovation across the industry, now reaching 58,000 downloads and connecting listeners to the people and technologies moving fluid power forward. New episodes release every other Monday and are available on all major podcast platforms. To share your expertise or appear as a guest, contact Ben Brown at bbrown@nfpa.com.

NFPA also introduced **Fluid Power Forum Plus**, a new premium subscriber community offering exclusive benefits for listeners. Current perks include:

- 50 percent off NFPA's Advanced Hydraulics Conference at CONEXPO-CON/AGG 2026
- Exclusive live podcast panel recording at the conference, followed by a networking reception
- Members-only transcripts for easy access to episode insights
- Additional resources, including NFPA's newest data report on electrification trends in construction machinery

REGISTER FOR THE CONFERENCE

SIGN UP FOR PLUS

Questions? Contact our Industry Promotion and Standards Development Manager, Ben Brown at bbrown@nfpa.com.

Educated Workforce

FUELING THE FUTURE THROUGH STRATEGIC GIVING

The **Pascal Society** is the annual giving society of the NFPA Education and Technology Foundation—a tax-exempt, charitable organization dedicated to meeting the workforce development needs of the U.S. fluid power industry.

Pascal Donors connect with students through NFPA programs that their donations support, including the **Fast Track to Fluid Power Program**, **Industry Connection events at Power Partner Universities**, and **mentoring for the Fluid Power Vehicle Challenge (FPVC)**.

Pascal Donors also gain exclusive access to student resumes nationwide and participate in key FPVC events such as Midway Reviews and Final Competitions. Thanks to donor support, the FPVC has expanded to three final competition locations. Please contact Stephanie Scaccianoce at sscaccianoce@nfpa.com to learn more about becoming a Pascal Society Donor.

The Tom Wanke Legacy Fund, supported by donations from his former students, colleagues, and friends and matched by NFPA, has surpassed $55,000 for fluid power education.

Now in its third year, the fund awarded three $2,500 scholarships to outstanding engineering students:

- Kayla Vallecillo (University of Illinois Urbana-Champaign)
- Keira Boone (MIT)
- Ousmane Nikiema (Milwaukee School of Engineering)

NFPA seeks volunteers to judge scholarship applications virtually between April–June 2025 (6–10 hours). To participate, contact Haley Nemeth (hnemeth@nfpa.com) by March 28.

Questions? Contact our Vice President of Workforce Development, Stephanie Scaccianoce at sscaccianoce@nfpa.com.

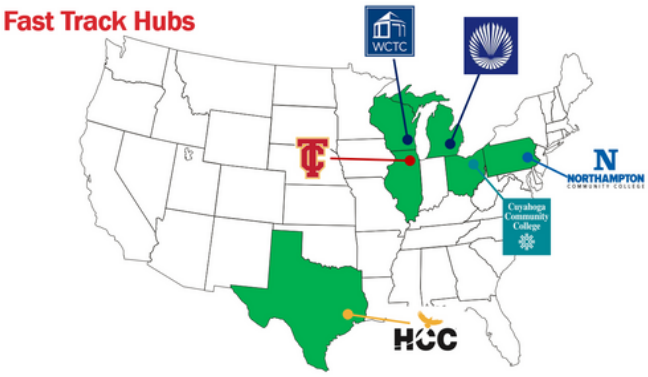
HANDS-ON ENGINEERING, REAL-WORLD CAREERS

The **NFPA Fluid Power Vehicle Challenge** is celebrating its 10th year of delivering hands-on fluid power education through this unique design-build competition. This milestone year marks our largest cohort yet, with 32 universities participating, including newcomers Bucknell University, Drexel University, Oakland University, Pennsylvania State University, the University of Houston, and the University of Illinois Urbana-Champaign. 22 NFPA member companies are engaged as hosts, mentors, suppliers, Midway Review judges, and Networking Mixer participants.

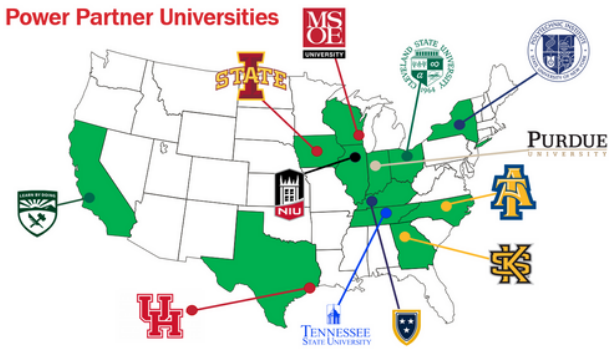
The 10th anniversary Vehicle Challenge will culminate in three final competitions in April 2026 hosted by: Sun Hydraulics in Sarasota, Florida on April 8-10, 2026, IFP Motion Solutions Inc. in Cedar Rapids, Iowa on April 15-17, 2026, and IMI plc in Rockford, Illinois on April 22-24, 2026.

Building the Talent Pipeline from Classroom to Career

NFPA's Fast Track to Fluid Power builds a direct talent pipeline by connecting middle schools, high schools, technical colleges, and NFPA member companies into one coordinated workforce pathway. Students engage through hands-on Action Challenges, classroom training, and validated technical curriculum aligned to real industry needs.



NFPA now supports six Fast Track communities. These local hubs succeed because member companies actively mentor, recruit, and hire locally, turning early exposure into long-term careers.



NFPA's Power Partner universities serve as core hubs for student engagement, industry visibility, and recruitment. Each Power Partner hosts a **Fluid Power Club,** participates in the **Speakers Bureau**, supports the Vehicle Challenge, hosts student to industry connection events, and teaches the ten core fluid power competencies. Through the Speakers Bureau, NFPA connects member volunteers to classrooms, virtually and in person, to share technical expertise and real-world career paths. Educators consistently tell us how valuable these industry insights are for students.

NFPA also supports 18 active **F**luid Power Clubs, engaging 150 engineering students in hands-on learning, networking, and direct connection to industry. Members are encouraged to present to a Club or class and visit the NFPA website for upcoming Power Partner recruitment opportunities. If your company is looking to engage with emerging talent, we invite you to present to a Fluid Power Club or class, or join us at our upcoming Power Partner event at **Kennesaw State University on February 26**; visit nfpa.com/events to learn more about upcoming workforce opportunities.

With support from education partners and NFPA volunteers, NFPA is collaborating with student teams to develop hands-on fluid power projects. Designed, built, and tested by students, these projects are shared as open resources to help schools nationwide introduce learners to fluid power concepts and career pathways.
In the 2025–26 academic year, six projects across four universities and high schools are underway, expanding access to practical, skills-based learning that prepares students for the workforce.

CONNECTING INDUSTRY TO LOCAL TALENT

VIEW ALL UPCOMING WORKFORCE EVENTS

NFPA Workforce Engagement Groups activate local industry involvement by connecting member companies directly with students and educators in Fast Track and Power Partner regions. Now active in Illinois, Michigan, Wisconsin, Ohio, Texas, and for Universities, these volunteer-led groups support recruitment and outreach through school visits, facility tours, student presentations, and recruiting strategy input.

Fluid Power Connects broadens career access by engaging underrepresented students and linking them to education and industry. Through outreach to underserved schools and partnerships with multicultural and women-focused engineering groups at Power Partner universities, NFPA creates hands-on learning opportunities. Recently, NFPA hosted a Town Hall with the National Girls Collaborative Project, featuring women engineers from our member companies. The session showcased real career paths and is available on-demand at the NFPA website.

The Power of Association

National Fluid Power Association

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