

## American-Marsh Pumps

### Growth and Continued Expansion

As business continues to grow here at American-Marsh Pumps we must keep up with demand. American-Marsh has embarked on a multi-million dollar expansion of one of our primary foundry and manufacturing facilities. This facility, nearly 30 acres in size, will allow American-Marsh



to keep up with current casting and manufacturing demand and plan for continued future growth.

This new facility will house a new state-of-the-art foundry with dedicated furnaces for the major alloys poured by American-Marsh. The expanded foundry will allow for a more efficient raw material storage, casting

process, analysis for material certification and clean-up facilities to expand capacity and allow for growth during the next decade.

Phase II of this process will complete a new manufacturing facility that will greatly increase our current manufacturing capacity. This multi-million dollar facility will replace a smaller 300,000 square foot facility and allow us to keep up with the increased capacity the new foundry will afford. This manufacturing facility will include our existing CNC machining centers and allow for the addition of new cellular manufacturing of each major



product line. A larger, brand new testing facility will also be added to allow for certified performance testing as projects require.

Phase I should be completed in middle July 2007. We will keep you informed of our progress so be sure to check back for updates.



Artist Rendition of the Completed Foundry/Manufacturing Facility

### Large Project Focus Mid-Tennessee Zinc—Tennessee, USA

American-Marsh recently received a large order for deepset vertical turbine pumps from Heartland Pump. This order, valued at more than \$800,000, covers product for use in the dewatering of a large zinc mine located in eastern Tennessee.

These vertical turbines were 12KC-19 stage units constructed with double bowl drilling for high pressure and included provisions for extra lateral due to their deep setting. The three units were set at nearly 1300 feet and are responsible for dewatering a zinc mine that was flooded over

the last 7 years.

Due to the quick nature of the dewatering project delivery time was of the essence and American-Marsh manufactured the three enclosed line shaft turbines with column, enclosing tube, line shaft and fabricated steel discharge heads in 3-1/2 weeks.

The pumps are being installed over the next several weeks and will require approximately 6 months to completely dewater the zinc mine and allow it to return to production.

Allow me to congratulate Heart-

land Pump on a job well done.

This is yet another mine that will re-open after disaster because of the time proven American-Marsh product line.



480 Series, 19 Stage Vertical Turbine Product

[www.american-marsh.com](http://www.american-marsh.com)

#### Inside this issue:

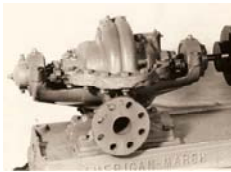
<i>Growth And Continued Expansion</i>	1
<i>Large Project Focus Mid-Tennessee Zinc Tennessee, USA</i>	1
<i>From the Archive Our Split Case Heritage</i>	2
<i>Distributor/Rep. Focus Carotek</i>	2
<i>Divide and Focus on Markets</i>	2
<i>Product Focus 310 REI Vertical Inline Product</i>	3
<i>On The Inside New Hires &amp; Moves</i>	3
<i>On the Web "History" Section</i>	3
<i>Upcoming Events</i>	4

**PIPELINE** is a quarterly publication for our distributors and representatives. Its mission is to provide useful product and company communication. We welcome your comments and suggestions.

American-Marsh Pumps  
185 Progress Road  
Collierville, TN 38017

Phone: (901) 860-2300  
Editor & Designer:  
Michael John Florio

©2007, American-Marsh Pumps



Various multi-stage split case pumps from the 1940's to 1960's era.

## From The Archive Our Split Case Heritage

After American-Marsh began manufacturing centrifugal end suction pumps in the early 1900's the split case product line was quick to follow.

The current HD split case that American-Marsh currently manufactures is nearly the fifth revision of the original split case product line released in 1920.

The first American-Marsh split case pumps were designed with sleeve bearings and used in the industrial, municipal and commercial markets. These pumps were offered from a 2" through a 14" discharge and could be supplied in packed or sealed



construction.

Once the technology progressed and the advantages of centrifugal pumps were proven American-Marsh embarked on the multi-stage split case line of product in the early 1940's. These products consisted of the HH, HJ & HK two stage split case pumps and the OSMH four and six-

stage split case pumps (all still offered in the active product line today).

American-Marsh was one of the first and is one of only a few current manufacturers that not only offer a single stage split case but a complete multi-stage split case product line.



## Distributor/Representative Focus Carotek—North & South Carolina

[www.carotek.com](http://www.carotek.com)

### CAROTEK

*"Carotek has built a solid reputation for over 40 years by meeting the demand of a complex, high tech industrial environment in a wide range of industry."*

**Carotek** was founded in 1965 to serve the Industrial Market in the Carolinas and Virginia. They now serve an expanded market in the Southeastern portion of the United States.

With over 150 highly trained employees, they are recognized as one of the country's strongest engineering level agents, distributors and added value packagers. From the simple to the complex, they offer a broad scope of products and services in mechanical, electrical, instrumentation, computer and systems integration used in industry and

business.

Carotek has built a solid reputation for over 40 years by meeting the demand of a complex, high tech industrial environment in a wide range of industry.

Their mechanical and electrical shops are designed to custom build and integrate complex packages. They continue to strive for product improvement and revalue engineer these packages for better cost and product enhancement.

Carotek is currently the American-Marsh distributor for the Industrial & Municipal markets in

North & South Carolina. They have hit the ground running as they have recently booked nearly \$250,000 in their first several months being on board with American-Marsh. They have a group of well seasoned professionals that represent American-Marsh on a level that few distributors can match.

We welcome Carotek to the American-Marsh family and hope they will be with us for the long term.

## Divide and Focus on Markets

As American-Marsh continues to grow our philosophy has always been to divide and focus. We have again reached that point and have made several changes internally to increase overall service.

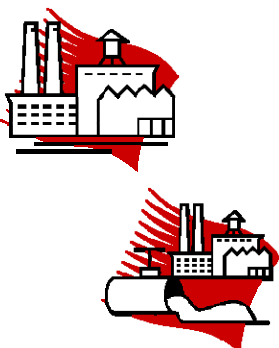
Terry Kerbough who has been with American-Marsh for 23 years has been promoted to Central Service Center Manager for the Water Systems Group. Terry is primarily responsible for our local delta business which includes irrigation and water well

applications. His team consists of Todd Schell, Sandy Thweatt and Alvin Barton. Todd, Sandy and Alvin have all been with American-Marsh for over 10 years.

On the Engineered Process Group we have formed an Industrial and Municipal team to focus on specific markets. Shane Wright is the Industrial Team Leader and Dennis Garrett is the Municipal Team Leader. Shane has Ricardo Cooper and Anthony Cordaro as team mem-

bers and Dennis has Tim Pruitt as a team member. These two groups will allow for a focus by market which will allow for a more timely and accurate response.

New contact organizational charts will be sent out to clearly detail who needs to be called based on your specific application. As we continue to grow other future changes will allow American-Marsh to keep pace and help up meet and exceed our customer's expectations.



## Product Line Highlights Series 310—Vertical Inline Product Line

As most of you know, major portions of the American-Marsh product line were redesigned or overhauled nearly 5 years ago. When the RE product line was enhanced, the addition of a product line never before offered by American-Marsh was introduced, the REI Vertical Inline end suction product line.

The REI product shares nearly all of its parts with the REC close-coupled horizontal product line. In fact, the complete back pull out assembly is completely interchangeable between the two product lines. From the impeller to the shaft, shaft sleeve and mechanical all parts are identical. The only item not interchangeable

is the casing assembly. As the name implies, the REI has its suction and discharge on the same vertical centerline. Other features include:

- Heavy wall casings allow for long life and smooth, quiet running performance. All casings feature 250 pound case working pressures. All casings also feature casted 250 pound suction & discharge flanges allowing for flexibility in flange drilling options.
- All models feature a casted square base that is integral with the casing. Other competitors offer a casted

leg design to no support at all.

- All models feature an internal plan I flush to the American-Marsh 810 mechanical seal. The standard seal is constructed with a carbon rotary face, a silicon-carbide stationary face and Viton elastomers.

Also keep in mind that because of the suction and discharge connection scheme the REI is a great option for replacing more expensive split case designs. With all of these powerful standard features the REI product line is perfect for the most demanding applications.



Series 310 REI Vertical Inline Pump



An 8x8-16 Series 310 REI pump in assembly

## On The Inside New Hires & Moves

We would like to introduce you to two of our newest hires, Anthony Cordaro and Tim Pruitt, inside applications engineers.

Anthony brings a lot of experience from his past in the system design, system integration and quality control areas. Anthony is being placed in the Industrial Group where he will be able to assist our numerous distributor requests.

Tim Pruitt also has a diverse background as he worked for Carloss Well Drilling, Goulds Pump and National Pump. Tim has diverse experience in the industrial and municipal sector especially with working on projects with lengthy specifications. Tim will be placed in the Municipal group as his experience will help with the numerous projects that require review of lengthy specifications.

Also, as mentioned in the article on the previous page, we would like to congratulate Terry Kerbough on his recent promotion to Central Service Center Manager. With his diverse experience this position perfectly matches his skills.

Please help me in welcoming Anthony Cordaro & Tim Pruitt to American-Marsh Pumps and congratulations to Terry Kerbough in his new role.

*“Investing in people is one of the key ways of guaranteeing our future and growth here at American-Marsh Pumps”*  
- Ron Cheek, President  
American-Marsh Pumps

## On The Web [www.american-marsh.com](http://www.american-marsh.com) “History” Section

The History portion of the website is brand new and chronicles the complete history of the American-Marsh product line, all the way back to 1873. The history portion of the website can be navigated to from the link listed below.

[history](#)

<http://www.american-marsh.com/history/history.htm>

There is a timeline listed on the left side of the History webpage that allows the user to navigate through each major era in the past of American-Marsh Pumps. Each era details product lines manufactured by American-Marsh and has scanned artwork and literature for viewing.

For those not familiar with our history this will be an eye opener as to the diverse expanse and heritage of our 130 year old product line.

**AMERICAN-MARSH PUMPS**  
ENGINEERED PROCESS GROUP  
WATER SYSTEMS GROUP  
INTERNATIONAL GROUP

130 Years of Tradition, History, and Quality Manufacturing

**PRIDE...HISTORY...DEPENDABILITY**

AMP Timeline  
 1873 American-Marsh Pumps long tradition of quality pump manufacturing began in 1873, one of the first pump manufacturers in the country, a grade has developed through the consistent manufacturing of durable and dependable pumping equipment. The consistency has earned for American-Marsh Pumps a reputation for excellence throughout the world. We are proud of the health of our customers, many who have been with us for over 100 years.  
 1915  
 1916  
 1940  
 1941  
 1998  
 1999  
 TODAY

We invite you to join them and receive the benefits of our earned reputation.

Historical General Product Line Brochures

**A REPUTATION FOR DURABILITY BY DESIGN** LOCATE A MEMBER

Learn more about American-Marsh Pumps by downloading the latest PIPELINE newsletter.

**PIPELINE**

AMERICAN-MARSH PUMPS  
Pumps and more since 1873!

Check @conserve @history @legal @survey @features @commercial @pmp  
Copyright © 2009 - American-Marsh Pumps [customerservice@american-marsh.com](mailto:customerservice@american-marsh.com) Phone: 800.988.7187 Fax: 901.860.2323

## Company Information

### World Headquarters American-Marsh Pumps

185 Progress Road  
Collierville, TN 38017 USA  
Phone: 901.860.2300 Fax: 901.860.2323

**Florida Distribution/Service Center**  
2805 Badger Road - Lakeland, FL 33811  
Phone: 800.444.7167 Fax: 863.646.5969

**California Distribution/Service Center**  
3269 East North Bldg. D - Fresno, CA 93745  
Phone: 800.288.7167 Fax: 559.485.8663

**Nebraska Distribution/Service Center**  
113 South Lincoln - Hastings, NE 68901  
Phone: 800.408.7167 Fax: 402.461.4751

**Louisiana Distribution/Service Center**  
1626 Walker Road - Scott, LA 70583  
Phone: 800.506.7167 Fax: 337.237.9298



website: [www.american-marsh.com](http://www.american-marsh.com)

## Upcoming Events Training Schools & Trade Shows

Training and Trade Shows allow American-Marsh Pumps one of the most efficient ways of educate our distributors. To allow for intense, Distributor training, American-Marsh offers a training school every eight weeks. These training schools cover product features and benefits, competition, market overview, catalog familiarity and Water Works software operation.

### Training School Schedule

AMPI01

May 24-25, 2007  
July 12-13, 2007  
September 13-14, 2007  
November 8-9, 2007

To cover specific markets and allow end user interaction with our products, American-Marsh Pumps participates in several market specific trade shows. These trade shows cover the agricultural, commercial, municipal, industrial, mining and government markets.

### Trade Show Schedule

January 29-31, 2007

**ASHRAE**  
Dallas, TX

American-Marsh Pumps, one of the oldest pump lines in America, are pump products steeped in heritage. Since 1873, the American-Marsh line of pumps have withstood the test of time. Over the last 130 years, over 100 varieties of pumps have been designed and built. From steam pumps to centrifugal pumps, American-Marsh pumps have been built to meet the ever changing requirements of society. Over the last century, through continuous product development, more American-Marsh models have been retired than most other pump manufacturers have ever produced. Hundreds of thousands of pumps have been built, all designed with long life in mind, allowing many of them to last over 50 years in service. Today, look to us for the complete offering of American-Marsh Pumps, consisting of 13 product lines to serve your every need. Whether your need is a self-priming diaphragm pump, a stainless steel vertical sump pump, or anything in between, American-Marsh Pumps will provide you with a durable, hi-quality solution.

**Build** a world class quality product, and back it with knowledgeable customer service staff just as experienced and proven as our pumps.

**Take** a specialized product, and provide a simple process to obtain the information and delivery you require. Our heritage of quality pumps goes back to 1873 and continues today, emphasizing durability in the design and construction of every pump we make. American Marsh Pumps, an American Tradition since 1873.

Our entire product family reflects years of customer input, product upgrades, redesign and new product development...all focused on meeting and exceeding our customers expectations. For over 130 years, the American-Marsh Pump designs have proven their durability by withstanding the test of time. Our commitment to customer service and satisfaction will ensure that the American-Marsh Pumps Product line will be around for the next 130 years.



AMP Booth for WEFTEC 2006 located in Dallas, TX.