



135 Years of Tradition, History & Quality Manufacturing
Materials & Tooling Changes

www.american-marsh.com

Inside This Issue



For the better part of a year, American-Marsh Pumps has worked to meet newer and more stringent US standards for minimum lead content in the products we manufacture. These new standards were put into place to increase the quality of drinking water throughout the United States.

ments, American-Marsh has spent the last year and hundreds of thousands of dollars in capital investments to change the standard materials in our products from leaded bronze to stainless steel standard. The new standard impeller material in our 300 Series End Suction, 380 Series Multistage and 480 Series Vertical Turbine product is investment casted, 304 stainless steel. In addition to the impellers, our spiders in the 480 Series Vertical Turbine product line have also been changed to investment casted, 304 stainless steel.

The investment casted process gives our products a very smooth and clean surface finish and allows for minimal machining of the finished part. 304 stainless steel is considerably more durable than materials currently offered by our competitors. Inferior materials in the 200 series stainless steel family will have significantly less life and be less durable in service.



To meet these new requirements,

Project Focus
Morgan Stanley, 5th Avenue, New York



ment was a triplex Neptune System for Morgan Stanley in New York. This system consisted of a triplex, REC pump configuration in a 10 HP, 3600 RPM arrangement. The pumps were sized for 250 gallons per minute with a discharge pressure of 95 feet.

Morgan Stanley was very impressed with the Neptune System and commented that it was the most robust system that they have in any property in New York.

Leonard Powers has been with American-Marsh Pumps for a couple of years and has made significant progress into the New York market with our product line. We hope the hard work continues and allows American-Marsh to be a preferred brand in New York City.

The panel was a custom, NEMA 3R, all stainless steel enclosure that housed all pump logic and the three variable speed drives specified.

The skid assembly featured our CPS grooved fittings and couplings. All manifolds were constructed out of 304 stainless steel for maximum life in the field.

American-Marsh Pumps recently released one of their newest product offerings, the Neptune Booster System, and one of our commercial distributors in New York has taken it to the field. Leonard Powers, located in Manhattan, has a great group of contacts and has spent considerable time getting the American-Marsh name specified.

Their most recent ship-

<i>Materials & Tooling Changes</i>	1
<i>Project Focus</i> <i>Morgan Stanley, NY</i>	1
<i>From The Archive</i> <i>PTC Redi-Return</i> <i>Condensate Units</i>	2
<i>American-Marsh</i> <i>Warranty Seals</i>	2
<i>Upcoming Events</i>	2
<i>Product Focus</i> <i>Series 490 - AD</i> <i>Diaphragm Pumps</i>	3
<i>On The Outside</i>	3
<i>On The Web</i> <i>Neptune Booster</i> <i>Systems</i>	3

First Quarter
1
January - March 2011



At American-Marsh, we are proud of the loyalty of our customers. Many have been with us for more than a century. We thank you for your interest in our products and invite you to join our long list of satisfied customers.

PIPELINE is a quarterly publication for our distributors and representatives. Its mission is to provide useful product information 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

©2011, American-Marsh Pumps

Engineered Process Group

Water Systems Group



PIPELINE



From the Archive - PTC Redi-Return Condensate Units

First Quarter

2

January - March 2011



The PTC Redi-Return Condensate Units were packaged systems that were manufactured by American-Marsh Pumps

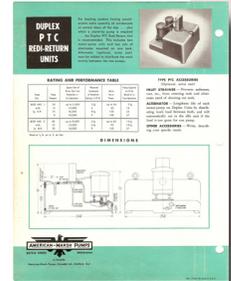
for use in applications where hot condensate was used in heating applications. The PTC product line was available in two sizes up to 18,000 square feet of Equivalent Direct Radiation (EDR) and pressures up to 30 pounds per square inch. These sizes covered boiler horsepowers through 130 HP, pump capacities through 27 gallons per minute with

pump horsepowers available in either a 0.33 or 0.50 HP size.

The heart of the system was an American-Marsh modified, close-coupled end suction pump bolted to a casted, 16 gallon condensate receiver. PTC systems could be supplied in either a simplex or duplex orientation. Other options available included inlet strainers and mechanical

alternators when duplex systems were specified.

PTC systems were discontinued in the 1980's.



American-Marsh Warranty Seals

With the new calendar year also comes changes to our Warranty and After-market programs here at American-Marsh Pumps. We have made many changes to the manufacturing system and quality control system at all of our manufacturing facilities.

One of the processes that American-Marsh has in place that no other manufacturer currently uses is our Quality Assurance Seal (QAS). This seal,

which is installed on any fully assembled pump (excluding vertical turbine), is an indication that the product has fully met our quality standards and can move on to painting and tagging.

This seal signifies that the assembly process has been completed and that the pump has successfully passed hydrostatic testing. Each QAS is bar coded and serial numbered and this information is located

on the Sales Order. What this means is that we can always track back a Sales Order to a unique QAS.

Another benefit of the QAS is also after the fact when warranty questions come up from the field. This item sends a message that contact with the factory PRIOR to disassembly might be a good idea. It will hopefully improve communication with the field and assure that warranty procedures are

followed. All of this helps expedite the completion of warranty questions.



Upcoming Events Training Schools & Trade Shows

Training schools and trade shows allow American-Marsh Pumps some of the most efficient means of educating our distributors. To allow for intensive distributor training, American-Marsh offers a training school every six to eight weeks. These training schools cover product features and benefits, competition, market

overview, catalog familiarity, AMPNET and *Water Works* software operation.

● Sales Training School Schedule

April 6-7, 2011
June 8-9, 2011
September 14-15, 2011
November 16-17, 2011

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

FGWA 2011
May 6 - 7, 2011
Orlando, FL, USA

NFPA 2011
June 12 - 15, 2011
Boston, MA, USA

South Atlantic Jubilee
July 31 - August 1, 2011
Myrtle Beach, SC, USA

Engineered Process Group

American-Marsh Pumps

Water Systems Group

Product Line Highlights

Series 490 - AD Flex-Coupled Self-Primer Diaphragm Pumps

American-Marsh has manufactured self-primer pumps since the mid-1930's. Perhaps one of the oldest, continuously manufactured American-Marsh product is the AD Diaphragm Pump. This is a heavy-duty and highly reliable trash pump. Features for this product line include:

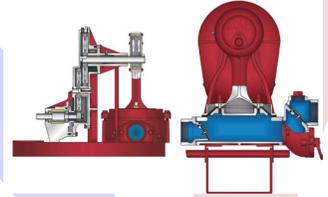
- Fully casted, heavy wall pump body with ample corrosion and abrasion thickness.

- An integral clean-out on the discharge port to easily remove an obstruction without complete pump disassembly.
- A 30:1 gear reduction housing allowing for nearly any 1800 RPM input driver.
- Driver flexibility can include electric, gas, diesel, PTO & air motor drivers.

- The complete pump assembly can be mounted on a stationary, hand-cart or full DOT trailer.
- Only four points of lubrication.
- Full dry run capability with no dynamic seal and/or packing to damage.

shaft diameter allowing for maximum flexibility in the field.

The AD product line can pump nearly any fluid that can be pulled through the pump suction making it one of the most dynamic pumps we manufacture.



490 Series AD Product Line

The AD product line is available in a flex-coupled design with a simple 1.000"

improvement.

Our three newest EPG Regional Managers, Jim Hendery, Charlie Halat & James Quillin, all bring a fresh business approach to each of their outside sales territories. Jim will be responsible for the southwest territory, Charlie will be responsible for the south-east territory and James

will cover the south central territory.

All four additions to the EPG group will help us focus on our long term goals. Please take a moment and welcome these new additions to the American-Marsh Team.

On The Outside

With the new year comes new changes with regards to our outside EPG sales group. We recently hired a new National Sales Manager and three additional Outside Regional Managers to help grow our Process sales in North America.

Chris Snodgrass brings over 20 years of experi-

ence in the process realm of our business. A Navy veteran, Chris has worked for both distributors and pump manufacturers in his past. This diversity in experience will help steer our EPG distributor sales in the right direction. Many changes have already been implemented and we continue to look at our process for continuous

<http://www.american-marsh.com/epg/products/series/1000/1000neptune.html>

On The Web Neptune Booster System Page

The Neptune Booster Systems now offered by American-Marsh Pumps can now be viewed from our online website. The 1000 Series product line page details features and benefits of the newest product line from American-Marsh Pumps.

There is a distinct advantage to being both the pump and system manufacturer. We can assure that the entire system works together. This stops

"finger-pointing" from other system integrators who understand very little regarding hydraulic pump performance.

Future enhancements to the Neptune Booster page will include 4 color brochures, product bulletins and enhanced IOM manuals to complete the documentation.

We expect great things from the Neptune Booster product line. Stay tuned!!

AMP NET
ONLINE PRICING
AMERICAN-MARSH PUMPS EPG
125 Years of Tradition, History and Quality Manufacturing
1000 SERIES NEPTUNE BOOSTER SYSTEMS

Neptune

Series & Model
The Neptune Booster Systems are completely assembled, wired and tested to the highest American-Marsh Pumps standards. All manifold and controls are factory set up for quick installation in the field. The compact design of the Neptune Booster Systems allow for easy installation through standard doorways already existing in many structures. Depending on system configuration Neptune Systems fit through doorways from 30" through 48" widths.

Product Picture

Pump Types
Neptune Booster Systems from American-Marsh Pumps can incorporate nearly any pump type offered today. From gear & end suction pumps through split case, self-prime & vertical turbine pumps systems can be engineered to meet your requirements. The diversity of pump types gives the Neptune Booster System increased flexibility. Mixing of sizes and pump types on the same skid system are easily incorporated into the current Neptune offering. This diverse hydraulic offering allows for Neptune Booster Systems to have capacities beyond 20,000+ gallons per minute and pressures above 1000 pounds per square inch.

Features & Benefits

- Systems can incorporate any available AMP product currently manufactured
- Pressure Sensing Control Panel featuring:
 - Simplex, duplex or triplex operation
 - Complete head-lag pump operation
 - Automatic pump alteration
 - Manual disconnect
 - Power on light
 - Hand-Off-Auto (HOA) switches for all pumps
 - Individual pump run lights
 - High pressure shutdown
 - Low pressure shutdown
 - UL List control panel
 - 2000 psi pressure or variable speed options.
 - 2000 psi pressure or variable speed options.
 - 2000 psi pressure or variable speed options.
 - 2000 psi pressure or variable speed options.

Markets

- Aerospace
- Building Trades
- Chemical
- Engineering
- Food Processing
- Manufacturing
- Oil & Gas
- Pulp & Paper
- Refining
- Water Treatment

Navigation Menu:

- HOME
- PRODUCTS
- DISTRIBUTOR LOCATOR
- PUMP SELECTION SOFTWARE
- ENGINEERING
- FINANCE DIVISION
- MANUFACTURING DIVISION
- CUSTOMER SERVICE
- TECHNICAL SUPPORT
- TEAM DIRECTORY
- INDUSTRY LINES
- EMPLOYMENT
- NEWS & EVENTS
- CONTACT US

EDUCATE COMMUNICATE

EPG
AMERICAN-MARSH PUMPS
125 Years of Tradition, History and Quality Manufacturing

PIPELINE

First Quarter

4

January - March 2011

World Headquarters
American-Marsh Pumps
185 Progress Road
Collierville, TN 38017
Phone: (800) 888-7167
Fax: (901) 860-2323

Asia Distribution Center
North No. 8 Road, West No. 1 Road
East Duty Free Warehouse, Area 2
Jiaozhou, Shandong Province
P.R. China
Phone: 86-532-82279297

Florida Distribution Center
2805 Badger Road
Lakeland, FL 33811
Phone: (800) 444-7167
Fax: (863) 646-5969

California Distribution Center
3269 East North Building D
Fresno, CA 93745
Phone: (800) 288-7167
Fax: (559) 485-8663

Nebraska Distribution Center
2599 South Cornhusker Avenue
Hastings, NE 68901
Phone: (800) 408-7167
Fax: (402) 461-4751

Louisiana Distribution Center
1626 Walker Road
Scott, LA 70583
Phone: (800) 506-7167
Fax: (337) 237-9298

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 135 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 18 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 construc-

tion 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 135 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 135 years.



The original American-Marsh facility located in Battle Creek, Michigan, USA (Photo taken around 1950).

Engineered Process Group

American-Marsh Pumps

185 Progress Road
Collierville, TN 38017

American-Marsh Pumps

Water Systems Group