

American-Marsh Pumps

www.american-marsh.com

Water Systems Product Marketed Across Divisions

The Water Systems Division encompasses markets and products specifically geared toward the targeted audience of that division. These targets include agricultural irrigation, turf irrigation, residential water supply and light commercial applications including filtration, pressure boosting, wash system, boiler feed and water supply. Products developed for these markets include 4", 6" & 8" submersible pumps, motors and controls, small to large end suction, self primers and a complete vertical turbine product line. The hydraulic coverage of the product line includes flows to nearly 30,000 GPM and heads to nearly 2000 feet.

The 4" Silver Talon product line is a thermoplastic impeller and diffuser design with a 304 stainless steel shell. Flows in this product line are available up to 70 GPM with heads through 500 feet. The 4" Screaming Eagle product line is an all stamped 304 stainless steel product including impellers, diffusers and exterior shell. Flows in this

product line are available up through 40 GPM with heads through 1500 feet.

The 6" & 8" Silver Eagle product line is an all stamped 304 stainless steel product including impellers, diffusers and exterior shell. Flows in this product line are available up through 390 GPM with heads through 1500 feet.

The Screaming Eagle and Silver Eagle product lines feature 304 stamped stainless steel thicknesses, nearly twice of what is used by the competition. In addition, shafts are significantly larger and in special construction pumps are available in extremely high head designs, specifically designed for use in deep-set mining applications.

American-Marsh also manufactures a complete 4" E Series and 6" H Series submersible motor product line. The 4" E Series product line is available in a two or three wire design with horsepower through 7.5 HP. The 6" H Series product line is available in horsepower through 60 HP.

The 4" E Series motors feature encapsulated windings with integral lightning arrestor. The 6" H Series motors feature individually insulated stator windings, heavy duty thrust bearings, oversized shaft and an all 304 stainless steel exterior shell. All E & H Series motors feature larger shafts and thrust bearings as compared to the competition.

For general circulation applications, American-Marsh offers the REC-SJ end suction product line. These pumps are available in two sizes (1x1.25-5 & 1.25x1.25-5) and utilize a JM motor with a square mounting flange. These inexpensive pumps and motors are available in standard constructions with flows through 65 GPM, heads through 110 feet and horsepower through 1.5 HP. This product is stocked in pre-trimmed horsepower sizes from 0.5 HP through 1.5 HP.

For larger flow and pressure requirements the REC, REF & REI product line allow for coverages through 9,000 GPM and heads through 450 feet.

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www.hydraservice.net

shaft versions had extra lateral incorporated at each stage.

All six units were purpose built to Drummond Coal's specifications and dewater the Shoal Creek mine in Alabama. All six units complete with heads and column were delivered in three weeks. This quick delivery was mandatory due to the fact that the mine was accidentally flooded and needed to be dewatered as soon as possible. The pumps were quickly installed and performed perfectly.

Large Project Focus Drummond Coal—Alabama

Earlier this quarter, Hydra Service Inc., an American-Marsh contracted industrial and municipal distributor, was successfully awarded a high dollar mining project with Drummond Coal in Alabama. This \$940,000 project consisted of three deep-set vertical turbines and three submersible turbines. Lincoln Hand and Ben Tindall, salesman for Hydra Service, successfully negotiated the project with Wade Keeton and Rick Mohler, senior personnel with Drummond Coal.

The product consisted of three enclosed line shaft, 12KC-19 stage, cast iron/bronze fitted bowl assemblies with API threaded steel column & enclosing tube. The submersible pumps were of the 8LC-12 stage type and were constructed of similar materials. The setting for these pumps was 1300 feet and motor horsepower ran from 150 HP to 500 HP. Both variants featured double drilled bowl assemblies due to the high pressure requirements and the line

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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.

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Various coatings specified on engineering projects

American-Marsh Announces Coatings Division

Various markets have specific and demanding requirements that must be met. The Municipal market is one such market that requires many modifications to be done to product in order to meet the specification requirements.

It seems that more and more of the Municipal, Industrial and Commercial markets have coating requirements of some type on the majority of new projects. In order to address this specification requirement and to increase overall quality and on time performance American-Marsh has created a Coatings Division. This in-house Division will allow American-Marsh the ability to procure product that

requires coatings when called out in project requirements.

Coatings can be applied for a variety of reasons including corrosion protection, erosion protection and efficiency gains. The 480 Series Vertical Turbine Product Line has a standard coating applied during our manufacturing process. We vitreous enamel line all of our vertical turbine bowls through 18" in diameter. This increases overall efficiency and gives some minor abrasion protection while operating in aggressive applications.

This new focus on coatings will allow American-Marsh the ability to efficiently offer and apply coatings to the ever changing markets of today. This coating

focus not only stops with newly engineered projects but can also continue through to our Repair Division. In upcoming **PIPELINE** news letters we will discuss the capability and advantages of our Repair Division and how it can help you.

American-Marsh continues to offer products and services that enhance the already great product that we currently manufacture. If you have questions regarding our coating capabilities please feel free to contact us.

“Although pumps appear to be simple machines, proper application, repair and troubleshooting can be very complex processes.”

Distributor/Representative Focus Nickerson Company, Inc.—Utah

Nickerson Pump Company, an industrial and municipal distributor located in Salt Lake City, Utah, has over 80 years of pump experience.

Selling and servicing pumps and related equipment since 1924 has given Nickerson Company, Inc. unparalleled experience in a broad spectrum of pumping applications. Today, with over 20 quality lines to draw from, they can solve virtually any hori-

zontal or vertical pumping problem. . . any size, anywhere: from the smallest fractional HP circulator to raw water supply pumps of over 2500 HP. In addition, Nickerson is in a unique position to offer vertical turbine pumps for corrosive applications at an extremely competitive price and delivery level. If your company needs to move it, they have the pumps that can handle it. When a pump is repaired by Nickerson Company, Inc. you

www.nicopumps.com

can be assured it is being serviced by people who know and understand pumps thoroughly. Although pumps appear to be simple machines, proper application, repair and troubleshooting can be very complex processes. Repair shops who do not specialize in this field seldom have the expertise needed to fully understand pump repairs. Nickerson Company repairs ONLY pumps. . . and has been doing so since 1924.



Water Systems Group

Water Systems Product Marketed Across Divisions

For applications where a vertical turbine is required the American-Marsh product line features product from a 6" up through a 42" bowl, allowing for a much larger and diverse offering as compared to the competition.

The American-Marsh focus on attacking markets is significantly different as compared to other competitors in the marketplace. All products available within a specific Division are available to other Divisions. This means that our Engineered Process Group

accounts have complete access to Water Systems Group 4" & 6" pumps and motors as well as small end suction product. Water Systems Group accounts have access to the 300 Series End Suction, 340 Series Split Case, 480 Series Vertical Turbine and 490 Series Self-Primer product. This allows American-Marsh to do what the customer is asking, "Give me access to a broad and complete product with features and benefits that will allow me to sell into a wide variety of accounts."

The breadth of product available from American-Marsh is truly staggering. Whether you are in the turf irrigation market or the petro-chemical market, we have durable and long lasting products specifically designed to give the customer what they want, long life without any sacrifices in durability or performance. We have listened to our distributors and end users for now nearly 135 years. Your input is a crucial variable in our equation for success!!

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Product Line Highlights Series 340—Double Suction Split Case Product Line

American-Marsh Pumps has manufactured a split case product line since 1925, longer in fact than most pump manufacturers have been in existence. The latest revision to this long split case heritage is the HD product line.

This newly redesigned split case line was completely overhauled nearly four years ago incorporating decades of experience and many requests from our distributors and end users.

All HD pumps feature:

- Heavy wall casings allow for long life and smooth, quiet running performance. All

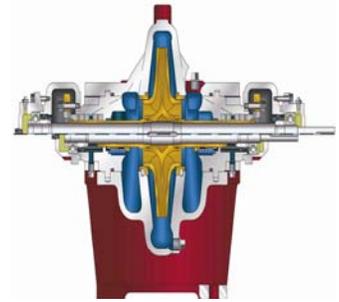
casings feature 250 pound case working pressures, nearly 150% greater than most other competitive designs. All casings also feature casted 250 pound flanges allowing for flexibility in flange drilling options.

- All models feature a *Thru-Bore* line bore which allows for a completely removable and replaceable stuffing box or seal chamber. This allows for incredible flexibility when repairing pumps in the field.
- All models feature a removable and replaceable in-

board and outboard bearing housing cap WITHOUT the need in removing the casing top. This allows for quick inspection or replacement of bearings.

- The modular *Thru-Bore* and bearing housing design allows for an outboard mounted mechanical seal that, again, can be removed WITHOUT removing the top of the casing.

With all of these powerful standard features combined with the wide variety of available materials, the HD product is perfect for the most demanding of applications.



Series 340 Double Suction Split Case Pump



A 6x8-12 Series 340 HD pump in assembly

On The Inside

We would like to introduce you to two of our newest hires, Brent Bonnett, Southeast Regional Manager and Roger Wilsford, Central Regional Manager. Brent brings to American-Marsh pumps over 25 years of pump experience. He spent all of this time working for one of our competitors on the vertical turbine side, SimFlo. During his tenure there, he worked in nearly every department both

out on the factory and in the front office talking to customers. Brent moved on to become General Manager of SimFlo several years ago and decided that it was time to move on. His primary motivation to move on to American-Marsh was largely due to our intensive customer focus, quick reaction time and our future growth.

Roger Wilsford is new to the pump industry and brings to us a

great attitude and a new outlook in dealing with our distributors. His past experience was in the retail industry dealing with people on a daily basis. He is very good at listening to our distributors and also looks forward to our future growth.

Please join me in welcoming Brent and Roger to our team. Both bring needed enthusiasm to American-Marsh Pumps.

“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 Product Selection Capability

Product information can be selected on the website in a number of ways. The general manner in selecting a product is by choosing the American-Marsh series in which it appears in the catalog. As some people may be unfamiliar with these series types two other methods can be used to view product, Type or Market.

The Type of product describes the general design of the product line such as “Overhung” or

“Between Bearings.” As this selection type can again be unfamiliar to some people, a selection by Market can be made. The Market selection utilizes an easily recognizable icon describing the respective market. A few examples are listed to the right. Access to quick and accurate information is a MUST in today’s fast paced world. These features help in getting you this information.

The screenshot displays the American-Marsh Pumps website interface. At the top, it features the company logo and 'ENGINEERED PROCESS GROUP'. Below this, there are navigation icons for various markets: MUNICIPAL, WASTE WATER, CHEMICAL, PETROLEUM, MARINE, MINING, and PULP & PAPER. A 'NAVIGATE' menu includes links for HOME, PRODUCTS, DISTRIBUTION LOCATOR, PUMP SELECTION SOFTWARE, ENGINEERING, FINANCE DIVISION, MANUFACTURING DIVISION, CUSTOMER SUPPORT, TECHNICAL SUPPORT, TERM DICTIONARY, INDUSTRY LINKS, EMPLOYMENT, NEWS & EVENTS, and CONTACT US. A 'Select Product By' section offers filters for SERIES, TYPE, and MARKET. A prominent banner reads 'A REPUTATION FOR DURABILITY BY DESIGN' with sub-sections for 'EDUCATE' and 'COMMUNICATE'. The bottom of the page contains a copyright notice for 2006 and contact information.

Company Information

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website: 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

AMP101

August 24-25, 2006
October 5-6, 2006

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

May 18-19, 2006
**Florida Groundwater
Convention**
Orlando, FL

June 22-23, 2006
**Mississippi Water Well
Convention**
Philadelphia, MS

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 2005 located in Washington DC.