



135 Years of Tradition, History & Quality Manufacturing

Fire Pumps For All



American-Marsh has always looked at new markets and new product lines to add to our already expansive offering. The newest addition to the American-Marsh product line is the Underwriters Laboratories & Factory Mutual offering. This new commercial offering will allow our distributors to go after fire pump markets that were not available to them in the past.

The UL & FM fire pump offering is used in fire suppression applications. These applications are of a commercial and industrial

nature and can encompass products of several different orientations.

The American-Marsh UL & FM product line consist of the FP-REF (flex-coupled end suction), FP-REI (close-coupled vertical inline), FP-HD (horizontal split case) and FP-VT (short set vertical turbine). These products will be located in the 500 Series portion of the American-Marsh catalog. The beauty of this additional offering is that it takes advantage of currently manufactured product in the 300, 310, 340 & 480 series product lines.

American-Marsh UL & FM products have listings (flows & pressures) that range from 200 through 5000 gallons per minute.

Pressures range from 40 through 500 pounds per square inch. We have tested many models and will continue to add to the product line over the next year.

To launch our new fire pump product line, we participated in the National Fire Protection Association (NFPA) show in Las Vegas in early June 2008. American-Marsh will also participate in the China Fire Expo in late October 2008.

Please stay tuned and check in as we add new models to our fire pump product line. Information about currently listed models is available on our website. We are hopeful that the new product line will allow our distributors to chase yet another large and growing market.

Large Project Focus

Pnucor Steel - Memphis, Tennessee

One of the more successful markets that American-Marsh has been successful in is the steel market. Due to the worldwide shortages and the volatility of the materials market, the US steel industry has been very busy. American-Marsh recently shipped eight (8) vertical turbines to Pnucor Steel in Memphis, Tennessee.

The steel industry has been historically harsh on pumping equipment often used in high-wear/continuous duty cooling water and mill scale applications. To com-

bat the wear on the pumping assemblies, American-Marsh engineered a solution with long life and dependability in mind. All pumps were epoxy coated but the mill scale pumps had several specially engineered features added to them.

Mill scale is highly abrasive and attacks impellers and bearing areas. All of the mill scale pumps had rifle drilled bowl shafts (internal shaft lubrication) and each of the impellers had Armalloy surface treatment. The Armalloy treatment produc-

es a hardness or nearly 700 Brinell allowing the impellers to supply long life.

Pnucor Steel should get many years of durable and dependable life out of these highly engineered vertical turbines.



www.american-marsh.com

Inside This Issue

<i>Fire Pumps For All</i>	1
<i>Large Project Focus</i> <i>Pnucor Steel</i>	1
<i>From The Archive</i> <i>VF Regenerative Turbine Pumps</i>	2
<i>Distributor/Rep. Focus</i> <i>Heartland Pump</i>	2
<i>Upcoming Events</i>	2
<i>Product Focus</i> <i>320 SREM & SOSM Sump Pumps</i>	3
<i>New Hires & Moves</i>	3
<i>On The Web</i> <i>News & Events</i>	3

Second Quarter

1

April - June 2008

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



From the Archive - VF Regenerative Turbine Pumps



American-Marsh Pumps has manufactured a regenerative turbine type of product line since 1932. The VF product line has undergone significant redesign in the last eight years. This article will

concentrate on the model from the past.

The original VF product line consisted of a non-floating impeller design mounted on a flex-coupled power frame. The power frame had the first adjustable impeller clearance available on any American-Marsh product line. This type of impeller adjustment was years ahead of its time as it allowed the clearances to be

renewed easily and quickly, all without disturbing the driver.

One of the largest advantages to this overhung design was that the wearing parts of the fluid end could be replaced without disturbing bearings, the driver or suction & discharge connections. This service advantage is huge, especially on a product that was very inexpensive.

Although other newer products have taken marketshare away from this product there is still a place for this durable and dependable product that is very simple in design. Future articles will look at the newly redesigned VF product offering.



Distributor/Representative Focus Heartland Pump

Founded on March 1st, 1995 by John W. Payne and J. Neil Martin, who had worked together for ten years at an industrial and mining focused distributor, Payne as Vice President of Sales, and Martin as Vice President of Administration.

After having developed a unique relationship and friendship, the two recognized an oppor-

tunity when the supply company sold in late 1994. They began working on a partnership and then met with John Michael Paz, Owner of Godwin Pumps of America, soon after securing distribution rights for the Godwin Pump line in the midwest. Thus, Heartland Pump Rental & Sales, Inc. was born.

If it can be pumped, and you need it moved, they

can make it happen. They specialize in providing their customers with engineered pumping systems, whether a 120 million gallon a day sewer by-pass or potable water booster station, built in-house by Heartland Pump. A submersible electric, split case centrifugal or vertical turbine pump, whatever the pumping need, Heartland Pump Rental & Sales, Inc. can design, build and

install a system suited for the project.

Heartland Pump has been awarded several very large mine dewatering contracts. They have been a very loyal American-Marsh mining distributor and we know they continue doing a great job. American-Marsh and Heartland Pump are a great team and have a long relationship in front of them.

www.heartlandpump.com

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 intense 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 and *Water Works* software operation.

Training School Schedule

AMP101

NEWLY REVISED

August 14-15, 2008
October 16-17, 2008
November 20-21, 2008

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

Mine Expo 2008

September 22 - September 24, 2008

Las Vegas Convention Center
Las Vegas, NV

Aquatech 2008

September 30 - October 3, 2008
Amsterdam, Netherlands

WEFTEC 2008

October 18 - October 22, 2008
McCormick Convention Center
Chicago, IL

Product Line Highlights

Series 320 - SREM & SOSM Vertical Sump Pumps

The vertical sump pump market is an integral offering from American-Marsh. We have seen a large increase in activity in the 320 Series product line. This product offering has a very large hydraulic coverage and a very wide metallurgical coverage.

The 320 Series product line has the following features:

- The 320 Series product line can utilize any

fluid end from the 300 Series end suction offering or and fluid end from the 460 Series ANSI offering.

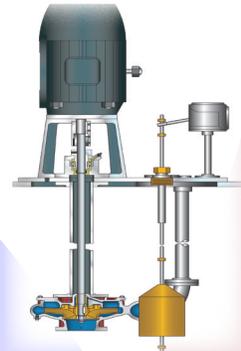
- Materials available include cast iron, bronze, 316 stainless steel, Cd4MCu, Alloy 20, Hastalloy B & C and/or other exotic alloys such as 2205, etc.
- Many discharge options are available including above or

below base options.

- Overall length flexibility varies from 2 feet to over 30 feet.
- Each model features an integral thrust bearing assembly to allow for easy axial adjustment and complete thrust coverage for the fluid end supplied.

The 320 Series vertical sump pump product line offers an incredible amount

of flexibility for the end user. These features guarantee that the 320 Series product line will be around for the next 135 years.



320 Series Vertical Sump Product Line

New Hires & Moves

We continue to grow and add resources in order to better serve our customers. To address our growth, inside and out, several changes occurred in the second quarter.

We added a new outside salesman, Victor Smith, to the southeastern United States territory. Victor brings with him many

years of pump and distributor experience from KSB and brings a strong industrial and municipal background to American-Marsh Pumps.

Our service centers continue to grow at record pace and we have appropriately reorganized our management focus. Charles Higgins is now responsible

for the daily operations of all of our Service Centers. Charles will be instrumental in organizing our stocking programs, training programs and day to day operations of the Service Centers. The Service Centers have taken on significantly more workload and we need to ensure that we stay in stride with our growth.

Other minor areas of reorganization have also occurred due to our significant growth. American-Marsh has broken shipment records for the last 4 months and hope to hit an all new annual record. This new growth ensures that more *Hires & Moves* will be needed.

On The Web "News & Events"

American-Marsh Pumps has one of the most diverse and expansive centrifugal product lines available anywhere in the world today. To educate more people about this fantastic offering, we offer training schools and participate in a variety of trade shows around the world. To list our upcoming school dates and to detail the domestic and international trade shows that American-Marsh will participate in, we detail

these on our "News & Events" page on our website. This page is continuously updated as school and trade show dates are added.

NEWS & EVENTS

In addition to this information, all past and present PIPELINE newsletters are available for download. Be sure to bookmark this page to stay up to date on when and where we will be next.

<http://www.american-marsh.com/epg/news/news.html>

ENGINEERED PROCESS GROUP
AMERICAN-MARSH PUMPS **EPG**
 130 Years of Tradition, History, and Quality Manufacturing

MUNICIPAL HVAC / D.E.M. CHEMICAL
 PETROLEUM MARITIME
 MINING PULP & PAPER

NAVIGATE

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

EPG WSG INT

- DRIVING DIRECTIONS
- HOTEL ACCOMMODATIONS

NEWS & EVENTS
Training Schools

AMP 101 Training
 Collerville, TN
 School Agenda

NEWLY REVISED
 August 14-15, 2008
 October 16-17, 2008
 November 20-21, 2008

South Atlantic Jubilee
 July 26 - July 28, 2008
 Myrtle Beach Convention Center
 Myrtle Beach, SC

Mine Expo 2008
 September 22 - September 24, 2008
 Las Vegas Convention Center
 Las Vegas, NV

Aquatech 2008
 September 30 - October 3, 2008
 Amsterdam, Netherlands

PIPELINE

Second Quarter

4

April - June 2008

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

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
113 South Lincoln
Hastings, NE 68901
Phone: (800) 408-7167
Fax: (402) 461-4751

Lafayette 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 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 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 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.



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

American-Marsh Pumps

185 Progress Road
Collierville, TN 38017