



135 Years of Tradition, History & Quality Manufacturing

American-Marsh Heats Up With Fire Pumps



Years ago, American-Marsh was very serious about the fire pump industry. At one time the Barton Fire Pump product line was part of American-Marsh Pumps. This line of fire products was sold off nearly 50 years ago. Much has changed in the fire pump industry since that time. American-Marsh has jumped back into the game, more serious than ever.

Many of you may know that nearly two years ago, American-Marsh began testing product for UL and FM to get back into this market. To date, the 500 Series Fire

Pump product line consists of the FP-REF (flex-coupled end suction), FP-REI (close-coupled vertical inline), FP-HD/HK (split case) and FP-VT (vertical turbine). More testing is slotted for June and July 2009 and at the end of this testing American-Marsh will have product listed all the way out to 5,000 US GPM.

American-Marsh has also stepped up the marketing of the 500 Series product line. We are scheduled to be at the National Fire Protection Association (NFPA) in June 2009 located in Chicago and also at the China Fire Expo in October 2009 located in Beijing, China. These trade shows are critical in letting the field know

what American-Marsh's available product offering is.

The future of the 500 Series product is very central in our domestic and international focus. Future additions will include a listed and approved product NOT available from any other manufacturer. This product will give American-Marsh a full product offering across a very diverse flow and pressure range. Future **PIPE-LINE** articles will detail this new product.

Please check out the American-Marsh web or contact your inside or outside salesman regarding additional information on the 500 Series product line.

www.american-marsh.com

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April - June 2009

Large Project Focus Skinner Treatment Plant - California, USA

American-Marsh manufactured and has finally started up the pumps manufactured for the Metro Water District Robert A. Skinner Treatment Plant located in southern California. This project consisted of three different American-Marsh product lines (ANSI, split case and vertical turbines) and showcases the breadth of our product line. A total of 30 centrifugal pumps were supplied to the entire facility.

A total of six (6) HD split case pumps, eighteen (18) OSD ANSI pumps and six

(6) vertical turbine pumps were manufactured, coated and witnessed tested in our Collierville, TN facility. All pumps were engineered with cartridge mechanical seals, vibration sensors, Amerlock internal and external coatings and custom fabrications.

The pumps used in this facility pull and treat water taken out of a lake adjacent to the treatment plant and supply this water to several million customers in the southern California region. The breadth of the American-Marsh product

line is evident in this project as the main contractor could source all centrifugal equipment from a single supplier. This greatly simplified the entire process.



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.

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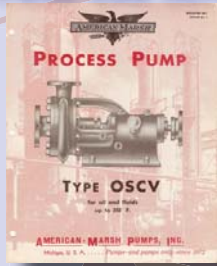
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From the Archive - OSCV Pre-ANSI Pumps



ANSI B73.1M process pumps are, in today's world, the standard for industrial pumping applications. It may be hard to believe but these same demanding applications

were present before the ANSI B73.1 standard came into being. Pre-ANSI American-Marsh manufactured a heavy duty process end suction product line called the OSCV. It was specifically designed for high temperature, process applications.

The OSCV product line was ahead of it's time in that it offered a jacketed seal chamber and an inte-

gral cooling jacket below the oil reservoir in the power frame. The product featured a center-line discharge, unheard of at the time, and a removable front cover. The power frame had a double row inboard and outboard bearing and an oversized shaft. The bearing housing also had double oil ring lubrication, a very unique feature, and used a constant level oiler for positive indication of oil level.

The OSCV was available in a wide variety of materials and was used in a diverse range of applications from chemical feed through boiler feed. The current OSD & OSG ANSI products have replaced the OSCV product line.



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Navision E-Con Continues to Grow

American-Marsh upgraded their computer system from an outdated AS400 system to Microsoft Navision in early 2007. We have made great strides with the new systems and many of these additions have been detailed in previous **PIPELINE** newsletters.

This article will focus on the E-Con configurator. The unique feature of our configurator is that it has been built up completely

from scratch inside of American-Marsh pumps. Mark Farris, one of our senior product engineers, has been the lead programmer for the last two years incorporating thousands of options into the configurator. The configurator team is responsible for generating part numbers, bill of materials and detailing options that will eventually be available within the configurator.

Currently, the 480 Series,

the 460 Series, the 300 Series and the 310 Series have been completed. Mark is currently working on the 340 Series and 380 Series and these should be completed by the end of the third quarter 2009.

The configurator allows for your inside applications engineer to literally engineer your specified pump easily and efficiently. The configurator generates the correct bill of material based on the

selection. This will allow for faster order entry and will generate fewer errors. A future addition to the configurator will include a completely priced bill of material during the build process.

Please check back as future additions to the configurator will be detailed in upcoming newsletters.

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 - 2009 Schedule

● **Newly Updated!!**

June 24-25, 2009

● September 16-17, 2009
December 2-3, 2009

International Training School Schedule
Macau, China
(To Be Determined)
Cali, Colombia
November 16-20, 2009

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
South Atlantic Jubilee
August 2 - August 3, 2009
Myrtle Beach, SC, USA

WEFTEC 2009
October 12 - October 14, 2009
Orlando, FL, USA

China Fire EXPO 2009
October 16 - October 19, 2009
Beijing, China

Chem Show
November 17 - November 19, 2009
New York, NY, USA

Engineered Process Group

Water Systems Group

Product Line Highlights

Series 380 - HK Multi-stage Split Case Pumps

American-Marsh has been an innovator in the split case arena since 1920, the introduction of our first split case. In the 1940's we were again one of the first to introduce a multi-stage split case pump. The HK product line was first developed in the middle 1940's and continues today as one of the most durable split cases offered (by anyone)! It has historically been used in boiler feed applications and will in the future be a

leader in the UL/FM fire pump market.

The 380 Series HK product line has the following features:

- Flows out to 1500 US GPM with pressures through 1250 Feet.
- 400# suction and discharge flanges with casing temperatures rated to 500 degrees Fahrenheit.

- Jacketed seal chambers and 360 degree circumferential jacked bearing housings.
- The outboard roller bearing is constructed to use a standard duplex angular contact bearing arrangement.
- Both inboard and outboard bearing housings feature upgraded ring oiled lubrication.

American-Marsh Pumps offers one of the most complete horizontal and vertical split case product lines in the world. These pumps are used in the Municipal, Industrial and Commercial markets throughout the modern world.



380 Series HK Product Line

Focus Article - Doe Run Lead Mine, Missouri, USA

The American-Marsh Series 380 Horizontal Turbine pump has been very popular since it's inception nearly 10 years ago. The product utilizes a fluid end from the Series 480 vertical turbine product line. This is a high pressure, high efficiency horizontal pump that can be used in a variety of applications.

in southeastern Missouri, is the largest lead mine in the world. They needed a replacement pump for truck washdown service to replace the Sundyne models they installed in 2007. The two pumps, which cost nearly \$190,000 per year to maintain, were replaced in July 2008. The previous pumps needed the high speed shafts, impellers and bearings replaced

on a regular basis.

To install two new American-Marsh HT pumps cost the mine about \$30,000 in installation changes. Since the replacement of the two Sundyne pumps, neither American-Marsh pump has needed to be serviced. The two new units have been in service for one year and have run trouble free. The total cost savings

to the mine for the last year have totaled nearly \$300,000, a return on investment of one month!! Needless to say the mine is very happy with their new equipment.

To learn more about the 380 Series HT product line please check out our website or call your inside applications engineer.

Doe Run mine, located

On The Web

"Distributor Login Area"

-Presentations-

DISTRIBUTOR LOGIN

If you have already attended one of our training schools then you are familiar with the highly detailed presentations and training material that we use during the class. We have been asked for years to make this information available to the field and it now is.

Login area features all presentations that are used during the AMP 101 classes. These Powerpoint presentations feature detailed information and high resolution digital photographs (which does increase file sizes). Make sure that if you decide to use them that you have a high speed connection for downloading. We hope they help in the field during your training schools.

The "Presentations" tab under the Distributor

http://www.american-marsh.com/distributor_access/distributor_login.php

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Be sure to sign up online to receive future **PIPELINE** newsletters at:

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

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

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