

American-Marsh Pumps

Third Quarter Growth & Expansion

The past several years of American-Marsh have seen significant growth both in product and resources. We have added approximately 4 product lines per year and have plans to continue this for the foreseeable future. Our product lines define American-Marsh's reputation in the marketplace and we take product development very seriously.

Our focus today is to finish the re-vamping of the sump and sewage portion of the American-Marsh product line. This offering will cover the waste water portion of our municipal offering. American-Marsh has always had a strong presence in the municipal market through the use of our 300 series end suction product line, 340 series split case product line and our 480 series vertical turbine product line. These three product lines have taken American-Marsh to places not traveled to before.

Our newest offering to the municipal market is the sump and sewage offering. This offering

will cover submersible sewage ejectors, submersible grinders, submersible non-clog pumps and horizontal and vertical non-clog products. Our last addition to the sump and sewage offering will be our screw impeller offering. All told, these products will give American-Marsh a product offering through 6,500 GPM and heads to nearly 250 feet. As with all other current products, inventory will be stocked to back up inventory stocked by our authorized distributors.

In addition to products being added to American-Marsh, we have invested in other resources for our future growth. As seen in previous **PIPELINE** issues our latest building expansion has been completed. This 30,000 square foot Collierville expansion will allow American-Marsh growth for the future. We have also expanded our Fresno, California Service Center, now totaling 15,000 square feet, to allow American-Marsh to better service our west coast distributors more efficiently.

We are currently finalizing the plans for the addition of the new Learning and Development Center, located in Collierville, Tennessee, that will allow for more in depth training for our distributors. This training will not only cover basic feature and benefits but will also allow a "hands on approach" as pump repair will be a focus in future training schools.

The last area of growth and investment has been in people. We have hired many new people to allow American-Marsh to grow at manageable levels. These people have been added to inside sales support, warranty support and to regional manager support roles are very important and are areas where our competition have dropped the ball. We have the capability of responding and shipping product faster than most in the market place and many of our clients remember that the next time they need product. Growth and Expansion, both important aspects of the American-Marsh plan.

Large Project Focus Samsung—Seoul, South Korea

American-Marsh recently received a large order for vertical in-line REI pumps for Samsung, located in Seoul, South Korea, for use in their semi-conductor manufacturing process. These pumps will be used to pump de-ionized water for use in cleaning wafers and chips during their manufacturing process.

The order consists of seventeen (17) REI, vertical inline pumps (4x4-16, 8x8-10, 8x8-13 & 8x8-16) constructed entirely out of 316 stainless steel. The order is

a very good example of how the standard American-Marsh product line can be customized and modified to meet specific applications.

Two other large pump manufacturers competed against the American-Marsh offering but were ultimately unsuccessful due to a combination of pricing and lead-time. The product must arrive in the plant by a certain date to ensure that can be installed during a scheduled shutdown.

This is yet another great example of the diversity of the American-Marsh product offering.



An 8x8-16 Series 310 REI pump constructed in cast iron/bronze fitted construction.

www.american-marsh.com

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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 steam pumps from the 1940's era.

From The Archive “Blowing Off Some Steam”

This section of the newsletter will focus on product offered at various times in the past by American-Marsh Pumps, Inc. Some of these products were ground breaking in their design and really show off the engineering excellence possessed by the design department of the past American-Marsh generation.

American-Marsh started as American-Steam Pump Company in July of 1873. The American-Steam Pump Company was one of the first to excel at the design and manufacturing of the steam pump. Thousands of models were produced over an 100 year

period covering the industrial and commercial markets. Whether you needed to move water, tar or a sugar slurry, the American-Steam Pump Company had product to offer.

The American-Steam Pump Company offered steam pump products in a simplex or duplex orientation, offered a variety of valve options and casted a wide variety of materials at their in house foundry.

We will cover some of these and the many other previous product lines in future **PIPELINE** publications. We hope that this

gives you a perspective of where American-Marsh came from and a better idea of the products offered in the past. These past products in many ways molded the future of the American-Marsh product line.



Distributor/Representative Focus United Electric Power—New York

www.unitedelectricpower.com

United Electric Power (UEP) is a unique electrical supplies distributor, fabricator, and motor and pump repair firm serving the New York metropolitan area. UEP is a Master Distributor and Manufacturers' Representative with **REAL SYSTEMS SOLUTIONS**. They have all the products you need ranging from commodity items such as wiring devices, fittings, and light bulbs to more specialized items such as motors, computerized industrial controls, programmable controllers and custom panels. In addition they are experts in the sales and

repair of all types of motors, pumps and water systems. They offer engineering support, in-house panel fabrication and state of the art repair facilities for any motor or pump from fractional through 1500 HP in either low or medium voltages. UEP represents American-Marsh Pumps which are well-established providers of unique labor and cost saving pumps and fluid handling products to the Building Services, HVAC & Plumbing markets. They maintain a large inventory of standard pumps and pump kits to serve their customers immediate

needs. It is this unique diversity of product, capability and service that enables them to bridge the very particular needs of the Electrical Contractor, Institution, MRO & OEM Industrial, as well as the Plumbing and Mechanical trades. Everyone at UEP has technical or manufacturer backgrounds with the products and applications that we serve. At United Electric Power they have the knowledge, experience and resources required to service the needs of your business.

“UEP represents American-Marsh Pumps which are well-established providers of unique labor and cost saving pumps and fluid handling products to the Building Services, HVAC & Plumbing markets.”

Water Systems Product Line Expanded

As many already know, the Water Systems product is a key focus within our Water Systems Division. In order to increase our market share within this market we have significantly expanded our product offering. Our primary focus for growth covers the following products:

- 4" Screaming Eagle Pumps and 4" E Series Submersible Motors
- 6", 8" 10" & 12" Silver Eagle Pumps and 6" & 8" H

Series Submersible Motors
We have increased our stamped stainless steel pump offering out through 1100 GPM. This nearly triples our current offering. The new models feature heavily shrouded impellers with oversized thrust plates ensuring long life in the field.

In addition to our new pump offering we have also increased our motor offering out through 125 HP. We have modified our standard motors to now include hard faced mechanical seals with

nickel plated cast iron end bells for superior corrosion protection. For extreme applications where corrosion is severe and optional 316 stainless steel end bell construction can be supplied upon request.

The Water Systems product has many uses in the market place from the standard water well for agricultural irrigation, to residential use up to and including aggressive mine dewatering and off-shore fire fighting. We have the right product for the job.



Water Systems
Group

Product Line Highlights

Series 300—Flex-Coupled End Suction Product Line

American-Marsh Pumps has manufactured an end suction product line since 1915, longer in fact than most other pump manufacturers have been in existence. The latest revision to the flex-coupled end suction heritage is the REF product line. This newly redesigned flex-coupled end suction line was completely overhauled nearly five years ago incorporating decades of experience and many requests from our distributors and end users.

All REF pumps feature:

- Heavy wall casings allow for long life and smooth, quiet

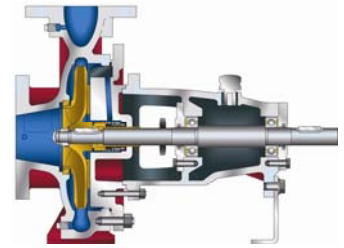
running performance. All casings feature 250 pound case working pressures, nearly 150% greater than most other competitive designs. All casings also feature casted 250 pound flanges allowing for flexibility in flange drilling options.

- All models feature a self-venting, centerline discharge with heavy casted integral feet located on the bottom of the casing. The suction of each casing incorporates a vortex suppressor standard to minimize inlet losses and fluid pre-rotation.

- All models feature a high quality American-Marsh 810 Series mechanical seal constructed with a silicon-carbide stationary face, a carbon graphite rotary face and Viton elastomers.

- All models feature an oil lubricated power frame with brass sight glass for positive confirmation of oil levels within the power frame.

With all of these powerful standard features the REF product line is perfect for the most demanding of applications.



Series 300 Flex-Coupled End Suction Pump



An 8x10-13 Series 300 REF pump in assembly

On The Inside

We would like to introduce you to two of our newest hires, Dan Thompson, West Coast Regional Manager and Jerry Goodson, Central Regional Manager.

Dan Thompson has been in the pump industry for over 30 years. He has worked for Floway, Crane Deming, Goulds and has owned his own rep. firm for the last 22 years. Dan brings with him a great amount of technical information and a welcomed

approach in dealing with our distributors. Dan is located in Cottage Grove, OR and is responsible for coverage of the 10 western states.

Jerry Goodson brings over 25 years of pump experience and an excellent understanding of the pump repair industry. Jerry has worked for Ingersoll Dresser, Hydro-Aire and for himself at Rotating Equipment Services. Jerry is located in Denver, CO

and is responsible for coverage of the central part of the United States.

Please join me in welcoming Dan and Jerry 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 Feature & Benefits Presentation

A newly added feature to the American-Marsh web site is the “Feature & Benefits Presentation” tab. This tab is located on each of the product pages and can be accessed by simply selecting it.

The Feature & Benefits Presentation encompasses about six slides that give a general overview of the selected product. From sizes available, to flow and pressure coverages, to basic materials of construction the

presentation gives the user a very quick and general overview of the product’s capabilities. In addition to this, the last four slides concentrate on specific areas of the pump and call out specifiable features and benefits that really bring out the strengths of the product line.

This is simply another tool that is available in the American-Marsh library giving you immediate access to needed technical information.

Company Information

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website: www.american-marsh.com

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.

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

July 29-August 1, 2006
Myrtle Beach South Atlantic Jubilee
Myrtle Beach, SC

October 22-25, 2006
WEFTEC
Dallas, TX

November 2-4, 2006
California Ground Water Convention
Lake Tahoe, NV

November 5-7, 2006
Irrigation Association Expo.
San Antonio, TX

December 5-6, 2006
National Ground Water Show
Las Vegas, NV



AMP Booth for WEFTEC 2005 located in Washington DC.