



**AMERICAN-MARSH PUMPS**

"PUMPS AND PUMPS ONLY SINCE 1873"

130 Years of Tradition, History & Quality Manufacturing



## New Learning & Development Center



Training our distributors and representatives is of paramount priority. The more knowledgeable our sales force is the more dangerous. We have offered a training school about every six weeks for the last two years. To expand on the existing school format and to cover other areas during the actual school, we have begun construction on a new Learning & Development Center. The new Learning & Development Center will allow

for a more organized area to perform the training and allow for the addition of other service orientated classes. The new classroom will hold about 20 students and have cutaway product for intensive training. The overall school format will stay the same but allow for more focus on markets and products. Future classes will include service orientated courses geared on preventative maintenance, installation, operation, service maintenance and troubleshooting. These classes will focus on product groups and allow for actual disassembly and assembly during the training school. Replacing a mechanical seal in an REF end suction or adjusting the running clearances in an OSD ANSI pump are just a couple of the

topics that will be covered in these future schools. The class schedule will begin in January 2008 (see page 2 for a complete training school schedule) and will be held in the new facility. The fourth quarter 2007 newsletter will detail the finished facility and officially open the training room for business. Stay tuned for additional information on this and other newly added training aids.

*"Training of our sales force is of paramount priority."*



## Large Project Focus City of Winston-Salem - North Carolina

Carotek was recently awarded a project for the City of Winston-Salem located in North Carolina. The project consisted of three, 14LC-3 stage vertical turbine pumps. The project was specified by Black & Veatch and included several unique features. The pumps will be used in high service application and will provide years of dependable service. After manufacturing was completed, all pumps were witness tested by individuals from Black & Veatch and maintenance personnel

from the city of Winston-Salem. All pumps performed flawlessly and were accepted. American-Marsh also took this opportunity to show off our facility to top Black & Veatch individuals. We toured our manufacturing facility placing special emphasis on our quality assurance standards. Much of the tour was spent in our \$4M test facility which houses all of our calibrated and certified test equipment. All parties were impressed not only with the diversity

of test equipment but with the stringent calibration standards we adhere to. This was the latest in a list of successful projects that Carotek has been awarded. Together we have been very successful in the municipal market in the Carolinas.



[www.american-marsh.com](http://www.american-marsh.com)

## Inside This Issue

*New Learning & Development Center* 1

*Large Project Focus City of Winston-Salem* 1

*From The Archive OSCX Two Stage Process End Suction* 2

*Distributor/Rep. Focus Power & Pumps* 2

*Upcoming Events* 2

*Product Focus 330 Series SGV Submersible Grinder* 3

*New Hires & Moves* 3

*On The Web Download Central* 3

Third Quarter

1

July - September 2007

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

©2007, American-Marsh Pumps

# PIPELINE

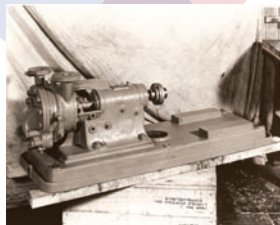
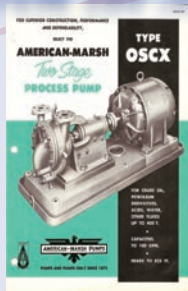


## From the Archive - OSCX Two-Stage Process End Suction

Third Quarter

2

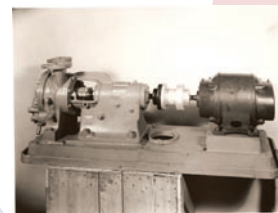
July - September 2007



The OSCX two-stage process end suction product line was specifically designed to handle fluids at moderate temperatures and pressures. A majority of the features of the OSCX product line resulted from the suggestions of working engineers in the field and others derived from the broad experience of American-Marsh engineers. Thus practical features backed (at the time) by over 80

years of quality pump manufacturing assured end users of excellent pump performance and full satisfaction. The OSCX product line featured an overhung, two-stage end suction fluid end built on an oversized, oil lubricated power frame. The product line featured an oversized shaft and bearing arrangement. Fluid ends were manufactured in a variety of materials suited specifically for the

specified application. Fluids handled by the OSCX product line included crude oil, petroleum derivatives, acids, water and other fluids up to and including 400 °F.



## Distributor/Representative Focus Power & Pumps - Florida

### POWER & PUMPS, INC.

Power & Pumps, Inc. is a distributor of power transmission products, pumps, electrical products, sealing products, valves and process instruments. They provide integrated, whole-system solutions to the industrial market, giving our customers the power to perform better, produce

faster and profit sooner. What's more, they back their products and services with a highly skilled, experienced sales and support staff. This technical expertise, coupled with their diverse range of product offerings, allows Power and Pumps, Inc. to consistently meet and exceed their customers' expectations. At Power & Pumps, Inc. and their sister divisions Valve & Controls

and Power & Controls Automation, insight and innovation are the driving forces behind everything they do. By adopting a whole-system, integrated approach to market needs, they exceed their customers' expectations and out-power the competition time and time again. It's simple: they want to find new methods to improve the way their customers work, and they

work intelligently and intuitively with their partners in industry to design the most precise, most cost-effective solutions for industrial operations. And with their start-up and shut-down services, as well as 24-hour, 7-day pick up and delivery service, they are able to fine-tune the performance of their products and leave their customers with the most complete and trouble-free systems possible.

[www.powerandpumps.com](http://www.powerandpumps.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

January 17-18, 2008  
February 28-29, 2008  
April 10-11, 2008  
May 22-23, 2008  
July 10-11, 2008  
August 14-15, 2008  
October 2-3, 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

WEFTEC  
San Diego, CA  
October 15-17, 2007

NGWA  
Orlando, FL  
December 4-7, 2007

Irrigation EXPO  
San Diego, CA  
December 9-11, 2007

## Product Line Highlights

### Series 330 - SGV Submersible Grinder

The series 330 SGV submersible grinder product line is designed to grind up solids prior to pumping them through the fluid end assembly. The SGV product line was designed for pressurized sewer lift station applications in the municipal and industrial markets.

All SGV products feature the following:

- Heat treated, *Quadra-Cutter* cutter and

cutter ring assembly designed to completely macerate solids

- Heavy duty, cast iron, semi-open impeller designed to pump sewage slurries with an oil lip seal mounted behind the impeller to minimize solids build-up at the seal faces
- Oil lubricated, hard faced, double mechanical seals with all stainless steel hard-

ware completely out of the fluid stream

- Cast iron, dry motor design with Auto-Cut motor protection for long life

The 330 Series SGV submersible grinder product line is designed for municipal and industrial applications that are demanding in nature. Whether your application is a lift station, an industrial process or an OEM application,

the SGV product line is perfectly suited for years of dependable operation.



Series 330 SGV Submersible Grinder

## New Hires & Moves

Many may know American-Marsh Pumps has been in a phase of heavy growth. This continued growth has required us to also increase our people resources. We have recently hired three new people located at different facilities.

Chris Martin, Inside Applications Manager,

now heads up the EPG inside salesmen in Collierville, TN. Chris brings an incredible amount of enthusiasm and organizational ability. Chris has hit the ground running and should be a great addition to the EPG team.

In order to focus on regional markets we have added two individuals

to two of our key service centers for applications support. Steve McNutt, Inside Applications Engineer in Lakeland, Florida is a crucial asset for support of our process distributors in the Florida region. Steve Pfeifer, Inside Applications Engineer in Fresno, California has also been added for support of

our process distributors in the western region of the United States. Both of these individuals will allow for in theater sales and service and reduce the workload on the Collierville facility. Please take a moment and help me welcome these new individuals to American-Marsh Pumps.

## On The Web "Download Central"

[www.american-marsh.com](http://www.american-marsh.com)

In today's world our customers demand that information be made available immediately. The American-Marsh web site makes that wish reality.

As most already know, all of the printed American-Marsh literature is available off of our web site. A special area of the web site was created to allow for a short-cut to the most commonly requested literature namely Color Brochures, Product Bulletins and IOM Manuals.

The Download Central tab is located on our home page in the lower right-hand corner.

**DOWNLOAD CENTRAL**

In addition to these commonly requested pieces of literature, an abbreviated AMP Lite presentation and the latest *WaterWorks* software selection program can be downloaded. Check back to this area frequently for newly updated information.

Presentations			
Presentation Type	Product Lines Covered	Downloadable File	File Size
American-Marsh Complete	All	AMP LITE	17.80 MB
Water Works Software			
Package	Version	Downloadable File	File Size
Water Works	2005c	Water Works	18.6 MB
Water Works Catalog Update	2007a	v2007a Update	1.24 MB
Additional Information			
Series	Color Brochure	Product Bulletin	IOM Manual
130 Year Brochure			
200 Series GI Vertical Gear Pumps	FUTURE		
200 Series GI Internal Gear Pumps	FUTURE	FUTURE	FUTURE
300 Series REC Close-Coupled End Suction			
300 Series REC-SJ Close-Coupled Air End Suction	FUTURE		
300 Series REF Fine-Coupled End Suction			
310 Series REI Close-Coupled Vertical Inline			

# PIPELINE

Third Quarter

4

July - September 2007

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.



## American-Marsh Pumps

185 Progress Road  
Collierville, TN 38017