



135 Years of Tradition, History & Quality Manufacturing

## American-Marsh Pumps Celebrates 135th Birthday

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

One hundred thirty five years ago a group of seven prominent Battle Creek citizens with a keen appreciation of the industrial possibilities of the future met for the purpose of organizing one of the city's earliest manufacturing enterprises, a concern which in the intervening years has become one of the leaders in the field of pump manufacturing and one the largest pump companies in the world producing positive displacement and centrifugal pumps.

American-Marsh Pumps is the direct outgrowth of that meeting. July 1, 1873, when seven stockholders formed what was originally the Battle Creek Machinery company.

### Large Project Focus Metro Water District - California

American-Marsh Pumps recently shipped a highly engineered vertical turbine pump designed around very stringent specifications. Metro Water District, the largest municipality in the world, ordered the unit for water system distribution service. This unit, a 40", five (5) stage vertical turbine pump was constructed out of special metallurgy and featured engineered coatings.

The 3000 HP vertical turbine was engineered to replace a pump that was installed in 1963. The bowl

While its purpose at the outset was the manufacture of various types of woodworking machines, principally Boults carvers, molding and dovetailing machines, its directors were progressive men and were quick to take advantage of opportunities offered in the field of pump manufacture within a decade after the company had been established.

It is to a great extent this progressive guidance by experienced and trained business men that has made the career of American-Marsh Pumps one of steady, healthy growth, marked by the constant development of new products and improvement of established ones.

assembly was constructed out of cast steel with 316L low carbon stainless steel impellers. The pump also features a 5.000" diameter shaft constructed of 17-4PH stainless steel rated for horsepowers well above 4000. Due to seismic requirements in California a seismic brace was fabricated for the bowl assembly to stop the unit from oscillating during an earthquake event. The flanged column assembly featured a below base discharge also manufactured with a seismic brace.

Originally the small frame building which housed the Battle Creek Machinery company employed 35 men. Today American-Marsh utilizes more than 200,000 square feet of floor space for manufacturing purposes, employing more than 200 persons.

There are very few companies on earth that reach the age of American-Marsh Pumps. It is a true testament to the design and manufacture of our equipment that our company still remains as one of the most complete and engineered positive displacement and centrifugal product lines available. Please join me in congratulating everyone on 135 years of success!



### Inside This Issue

<i>American-Marsh Celebrates 135th Birthday</i>	1
<i>Large Project Focus Metro Water District</i>	1
<i>From The Archive MUIS Sanitary End Suction Pumps</i>	2
<i>Distributor/Rep. Focus Centro, Inc.</i>	2
<i>Upcoming Events</i>	2
<i>Product Focus Series 380 - HH Multi-Stage Split Case</i>	3
<i>New Hires &amp; Moves</i>	3
<i>On The Web News &amp; Events</i>	3

Third Quarter

1 July - September 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.

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# PIPELINE



## From the Archive - MUIS Sanitary End Suction Pumps

Third Quarter

2

July - September 2008



Throughout American-Marsh's history several product lines have been manufactured to cater to niche markets. The MUIS sanitary end suction product line is one of those products. This

product line was used for pumping hot or cold wort, beer, vorlauf, carbonating, filtering and/or racking applications.

The MUIS sanitary end suction product line is a modified MUI end suction with a sanitary option. The "S" pump was manufactured out of all 316 stainless steel and featured wingnuts for easy disassembly and a two part impeller that

could be disassembled for sanitizing. This design allowed for the entire unit to be broken down, cleaned, sanitized and reassembled very quickly. The impeller design was such that it would not cause the pump fluid to foam, a necessity when pumping carbonated fluids.

The MUIS could also have been fitted with a Witteman Metering Carbonating Head (the latest design

from a premiere manufacturer of beer finishing equipment at the time). This piece of equipment injected carbon dioxide into the beer (see figure below).



## Distributor/Representative Focus Centro, Inc.

Centro is a specialty distributor and sales representative company focused on customers in industries where process flow control of fluids, solids and gases is a critical success factor.

The company is organized into four divisions that provide specific services to customers that need to control, filter, pump or monitor the flow of various materials in a

continuous manufacturing process.

New to American-Marsh Pumps, Centro is a distributor that covers Arkansas, portions of Mississippi and portions of Tennessee. Their diversified industrial approach to the marketplace makes them a very good fit for American-Marsh Pumps.

Recently Centro was

[www.centromemphis.com](http://www.centromemphis.com)

awarded two projects for a steel mill in Mississippi, SeverCorr, for Series 340 split case pumps and Series 460 ANSI pumps. The steel industry has been a very good market for American-Marsh Pumps due to the diversity of the product line, the heavy duty nature of the product and our competitively priced offering. Several very large steel projects have been awarded to

American-Marsh Pumps in the last several years.

Centro has significant resources to support our very diverse product offering. We are very optimistic that a long future working relationship is in the cards for both of our companies. We wish Centro the best of luck and future success with our product line.

## 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

February 12-13, 2009  
March 26-27, 2009  
May 7-8, 2009  
June 18-19, 2009  
July 30-31, 2009  
September 10-11, 2009  
October 29-30, 2009  
December 3-4, 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 WEFTEC 2008

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

### International Irrigation Ag EXPO

Anaheim Convention Center  
November 2 - November 4  
Anaheim, CA

### Dubai Big 5 Show

November 23 - November 27,  
2008  
Dubai, UAE

## Product Line Highlights

### Series 380 - HH Multi-Stage Split Case Pumps

One of the most successful and longest manufactured product lines from American-Marsh Pumps is the Series 380 HH multi-stage split case product line. This product line has been continuously manufactured since 1942 and is still the most popular Series 380 product line. This product line is primarily used for boiler feed applications and other higher pressure applications.

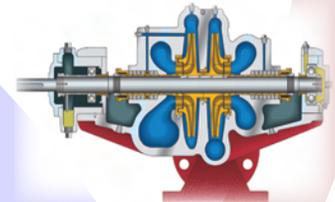
The 380 Series product line has the following features:

- Opposed multi-stage design allows for a hydraulically balanced rotor assembly.
- Labyrinth style case wear rings allow for better pressure breakdown between stages and allows for increased pump efficiency.
- Packing and many

types of mechanical seals are available depending on the application.

- Proprietary purge grease lubrication and ring oiled lubrication options are available. Single row bearings are standard with options for double row orientations.

flexibility for the end user. This very versatile product line has been manufactured for over 65 years and the engineered features guarantee that it will be around for a long time to come.



380 Series HH Product Line

The 380 Series HH multi-stage product line offers an incredible amount of

## 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 third quarter.

We added two new inside people in two different locations. In Collierville, TN Brad Clay has joined our Process Group. In

Fresno, CA John Wright, a former Floway employee, has joined the Process Group. Both inside applications engineers will be responsible to supporting our distributors and outside regional managers.

We added two new outside salesman, Justin Schmidt, to the northwestern United States territory, and James

Wadsworth, to the north central United States territory. Both individuals bring extensive pump experience and distributor management to American-Marsh pumps.

To address the issue of space on the plant floor, we are in the process of moving the receiving department to another location.

This will allow for more room in that department and allow for a more extensive final assembly area. With this move we will also be developing an area specifically for mechanical seals and other critically clean items.

Join me in welcoming these new employees to our team.

## On The Web “Distributor Login Area”

The American-Marsh website has always been an area designed to quickly give the most up-to-date information available to the field. To address the questions from the field for more “confidential” information we have added a secured access portion to the website called the Distributor Login area.

This area of the website is still being developed but will eventually include pricing information, lead-

[http://www.american-marsh.com/distributor\\_access/distributor\\_login.php](http://www.american-marsh.com/distributor_access/distributor_login.php)

time information, digital photographs of product, various marketing downloads and the AMP NET pricing database.



To gain access to this dynamic web content you will need to contact your regional manager to obtain a username and password. We will further detail this area in future

**PIPELINE** newsletters.

# PIPELINE

Third Quarter

4

July - September 2008

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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

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