



135 Years of Tradition, History & Quality Manufacturing

AMP NET Web Expansion



Online digital media is a resource that is sometimes overlooked. The American-Marsh web site is already a great source for both sales and engineering information. At the beginning of 2009 American-Marsh embarked on a new "Distributor Login" area that contains confidential information used by our distribution sales force.

Recently we have expanded on this portion of the web site and have created **AMP NET**. This portion of the web site contains all pump and pricing information that you may need to

work up a proposal. This also includes a complete exploded bill of material for the selected pump model and includes all part numbers for quick referencing. Pricing for pumps, pump options, drivers, parts and repair kits are all available based on your selection.

In the parts selection area, once a series and pump model is selected, all information pertaining to the pump is available for reference. Also included after selection is a digital picture of each part to easily identify the item in question. American-Marsh

is the only pump manufacturer with this unique feature. You now have available all pricing and technical information you need to complete a proposal and submittal for your customer.

As of this press release, the 300 Series REC & REF, 310 Series REI, 700 Series Testing, 700 Series Coating and 900 Series Electric Motor sections have been completed. We are currently working on the 460 Series OSD & OSG, 500 Series Fire Pumps and 340 Series HD product lines. These lines should be finished by the mid part of the fourth quarter. Keep an eye out for these new and exciting additions to the **AMP NET** online pricing.

www.american-marsh.com

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Third Quarter
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July - September 2009

*Project Focus
Toledo Tower - Dubai, UAE*

The 500 Series Fire Pump product line has been received with great acceptance in the field. Our article in this issue covers a project with two fire pumps and a single jockey pump.

This package consists of two FP-HD split case pumps, one electrically driven and one diesel engine driven, sized for 1000 GPM @ 335 Feet operating at 1450 RPM. Each unit pulls 150 HP and were packaged prior to shipment. These units used a US Motors electric motor, a Clarke diesel engine and

Torna Tech controllers. Included with the package was a jockey pump system that consisted of a 3 HP, American-Marsh VM2-15 vertical multistage pump.

The project was sold through our distributor in

Dubai, United Arab Emirates (Emirates Fire Fighting) and will be used in an office building. Both of the fire pump packages are UL listed and FM approved. Please join me in congratulating Emirates Fire Fighting on a job well done.



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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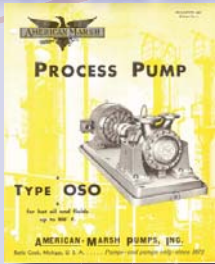
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PIPELINE



From the Archive - OSO Hot Oil Pumps



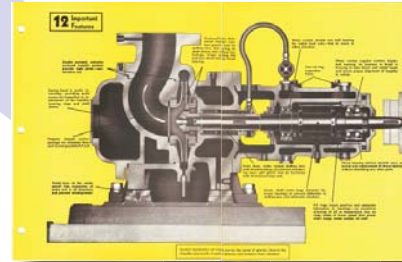
Applications included hot oil, propane, butane, acids, Dowtherm, gasoline, black liquor, evaporator condensate, ammonia, sulfur dioxide extracts and organic fluids. The product had hydraulic coverage up to 1200 GPM, heads to 750 feet and temperatures up to 800 degrees Fahrenheit.

greatly simplified field piping. All units featured double front and rear case and impeller wear rings, jacketed seal chamber and bearing housing, oversized shaft and a dual, double

row, ring oiled power frame. This was as heavy duty as they came. The OSO product line has been replaced by newer API compliant models in the marketplace.

The 460 Series OSO American-Marsh Hot Oil product line was ahead of its time. This unique product line was used for very aggressive and difficult applications.

The OSO product line featured a top/top suction/discharge which



American-Marsh and the API Market



American-Marsh has always been known as a heavy industrial pump manufacturer for many of the industrial markets. Steel mill, mining, power plant, manufacturing facilities and refinery applications are only a few of the industrial applications that we have gone after in our 135 year existence.

We can now manufacture API 610 - 10th edition compliant product for the very difficult API market. American-Marsh has one of the most diverse vertical turbine product lines available and now it can be used in yet another market.

discharge head options with nearly infinite dimensional options for field installation. Discharge heads are engineered for the aggressive nozzle load ratings that the API 610 specification demands. API 682 compliant mechanical seals can also be used in special engineered and oversized seal chambers.

API 610 applications. As an ISO 9001:2000 certified manufacturer we can supply all material certifications and all product can be tested in our \$4M, 300,000 gallon test facility.

American-Marsh has recently added the API 610 option to our 480 Series vertical turbine product

API options can include exotic materials, oversized running clearances, engineered mechanical seals with external options for cooling, custom fabricated

The documentation and testing requirements can also be very rigorous for

American-Marsh is also working on a new product line that could also be added to this API 610 offering. This new horizontal offering would greatly expand out product line and complete the API offering.

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!!

October 7-8, 2009
November 11-12, 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 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

Product Line Highlights

Series 330 - NC Non-Clog Pumps

The first American-Marsh non-clog pumps were introduced in the mid-1920's. Since then many changes have been made to the product line and recently the new NC product line became available. This recently acquired non-clog product line has many features and benefits.

- Flows out to 8,000 US GPM with pressures through 140 Feet.

- Very large (through 7" spherical diameters) solids passing capability.
- Packing, component, single and double cartridge mechanical seals are available.
- Horizontal, vertical close-coupled and vertical flex-coupled models are available depending on job site requirements.

- The inboard roller bearing is constructed to use a standard duplex bearing arrangement to minimize shaft deflection at the mechanical seal location.

This product is a great fit for the municipal, industrial, food and beverage, irrigation and agricultural markets. With the specially engineered impeller this product is perfect

for the most demanding applications. In addition to the standard cast iron construction, many other metallurgies are available allowing the product to be specially engineered for the project at hand.



330 Series NCV Product Line

On the Inside of American-Marsh

As American-Marsh continues to grow, we have added inside and outside people. David Williams and Mike Morehouse bring outside sales experience to our team. Inside, we have added a new Engineering Manager, Harley Thordson, to help manage testing and product development.

American-Marsh after running a company that supplied parts to the automotive industry. David brings a diverse pump background and distributor management focus from his past. He currently manages the EPG contracted distributors in the northeastern United States.

brings a diverse amount of experience from his time spent at ITT, Pentair and Franklin. His distributor focus and pump knowledge regarding the WSG accounts will be instrumental in his success while here at American-Marsh pumps.

a degreed engineer, Harley brings many years of design focus and is responsible for all engineering responsibility. From product development to running our test facility Harley brings a new perspective to our product line.

David Williams joins

Mike Morehouse also

Harley Thordson recently left Flowserve to join American-Marsh as our Engineering Manager. As

Please join me in welcoming our new employees to the American-Marsh team.

On The Web

"Distributor Login Area" - Digital Product Photographs-

DISTRIBUTOR LOGIN

Many times our Distributor sales force needs digital photographs for a variety of reasons. These can include pictures for presentations, education and trade shows.

resolution picture which can be used in high quality printing. If you do not find a picture that you are looking for please check with your regional manager and we can look into your request further.

The picture portion of the Distributor Login area are sorted by product line and can be easily navigated to. By clicking on the image you can view a full

Suggestions for additions to the Distributor Login area are always needed. Please let us know how we can improve this area of our website.

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).

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American-Marsh Pumps

Water Systems Group