



**AMERICAN-MARSH PUMPS**

"PUMPS AND PUMPS ONLY SINCE 1873"

130 Years of Tradition, History & Quality Manufacturing



## American-Marsh Adds New Service Center



In our continued focus on new markets, American-Marsh Pumps has recently added a new Distribution/Service Center in the heart of the oil and gas industry. Scott, Louisiana is our new hub for onshore and offshore market focus. The new Distribution/Service Center, managed by Kurt Noel, will be tasked with focusing on the ever expanding gulf coast oil and gas industries. Kurt has nearly 30 years of experience in this industry and brings with

him a vast experience in offshore service and repair.

Our new Distribution/Service Center will not only support distributors in the gulf coast region but will also provide offshore field service to the nearly 70 offshore companies with operations in the gulf.

This service center houses stock inventory on the 460 Series ANSI, 480 Series vertical turbine and the 490 Series ST self primer product lines. The service center also has the ability to completely tear down, inspect and repair American-Marsh and/or competitive product. We have a full machine shop allowing us to machine parts, trim impellers, clean parts, etc. With this addition American-Marsh can now

provide a one stop shop for all of the customer's service needs.

We have manned the service center with experienced people that have customer service at the forefront of priority. The addition of the service center allows American-Marsh to continue to give the customer what they want, competitively priced product supplied in an expedited time frame.



## Large Project Focus Glaxo Smith Kline - Singapore

ABEX Engineering, our American-Marsh distributor in Singapore was recently awarded a rather large project for six chiller water pumps. These units will be used by Glaxo Smith Kline, a major pharmaceutical manufacturer, for integration into their HVAC system.

These six units are 14x16-15 HD split case pumps constructed of cast iron casings with a 316 stainless steel impeller. Each pump was fitted with John Crane

5610 cartridge seals and has 316 stainless steel case wear rings.

Due to the fact that these HD pumps are part of the standard product line, they each feature the *Thru-Bore* line bore allowing for complete removal and replacement of the seal chambers. All bearing, lip seals and cartridge seals can be removed without the removal of the top part of the casing. This allows for an easy inspection, as well as replacement of parts should



the need arise.

American-Marsh pumps were selected by the end user due to these service features and the overall construction of the major components. Lastly, these pumps will be witness tested prior to shipment to confirm performance.



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

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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 - Positive Displacement Magma Pumps

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The Magma type of steam pump was designed for handling viscous liquids such as syrups, molasses, petroleum products and other fluids. With this design, all steam and fluid valves were readily accessible and were furnished in either disk or ball orientations depending on the fluid being pumped. Recommendations for valves were made by the American-Steam Pump engineering staff.

The pump cylinder was made of cast iron or bronze, again based on the fluid being pumped. All passages through the cylinder were of ample size with special attention placed on the oversized valves. This was done to facilitate the movement of highly viscous fluids through the fluid cylinder. There are no suction valves as the suction inlet opening was directly located in the fluid cylinder. The fluid piston

traveled across this opening, carrying the material before it and expelling it through the large free openings.

The Magma steam pump was discontinued in the mid 1970's and continues today only in memory.



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

## Distributor/Representative Focus Pioneer Industrial - St. Louis, Missouri



Pioneer Industrial Corporation's stated goal is "Pioneer will bring engineered products and services to the marketplace with a competitive price and concern for their customer's well being." "We will always service their customers beyond their greatest expecta-

tions." In short, they are interested in developing a long-term relationship with their customers. In order to accomplish this, they employ sixteen outside sales personnel. These personnel are supported by an experienced inside staff and the concept of product management. Pioneer has five highly trained, experienced product managers for the following areas: Valves & Valve Repair,

Pumps & Pump Repair, Field Machining Services, Fluid Sealing products and Integrated Supply. These individuals are responsible for analyzing the market and developing strategies for increasing their market share, major project quotations and for providing technical assistance and training at all levels.

Pioneer can supply, repair and diagnose problems

with valves, pumps, mixers, mechanical seals and gasketing problems. The capability to supply the product, repair the product and succeed as a business can be viewed through customers and partners, industry recognition and financial success. Pioneer as an industrial distributor will continue to be customer-driven, always servicing their customers beyond their greatest expectations.

## 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

July 12-13, 2007  
September 13-14, 2007  
November 8-9, 2007

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  
Myrtle Beach, SC  
July 29-30, 2007

WEFTEC  
San Diego, CA  
October 15-17, 2007

## Product Line Highlights Series 380 - Horizontal Turbine

The series 380 HT Horizontal Turbine product line was developed in early 2000 and to this day continues to be a very popular product line. The HT product line uses stock, high efficiency vertical turbine components to generate very high flows and very high pressures.

All HT products feature the following:

- High efficiency, vertical turbine bowls and

- Francis impellers.
- Modular construction allows for staging to increase pressure.
- A single AMP 820 series mechanical seal under suction pressure only allows for a more cost effective design. Aggressive applications can be supplied in packed or in cartridge mechanical seal design.

- Integral bearing housing that allows the use of a standard, stocked C-Face motor. This bearing housing also maintains the axial setting of the entire rotor assembly.

The HT product line is perfect for your high pressure needs. From potable booster service to high pressure mine dewatering there is a horizontal turbine product for you.



Series 380 HT Horizontal Turbine Product



Series 380 HT Product in Shipping Department

## 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 two new Process Regional Managers.

James Quillin, West Coast Regional Manager, is new

to the fluid handling industry. James brings an incredible amount of energy and enthusiasm to a very important territory. His organizational skills will be needed in a territory that continues to grow.

David Wright, Great Lakes Regional Manager, comes from a heavy

fluid process background. David spent 23 years at Hydro-Aire in Chicago, several years with WDM and lastly at Sulzer. David's industrial and steel mill background will be experience that is greatly needed in today's marketplace.

Please take a moment and

help me welcome these new individuals to American-Marsh Pumps.

## On The Web "Dimensional Information"

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

A very common request from the field is for dimensional information. The American-Marsh web site is a valuable resource for providing this greatly needed information.

a variety of bases. Depending on the product line, dimensional information is available for non-drip & drip rim bases as well as non-spacer and spacer orientations.

Each product line listed on the web site has a Dimensional Information tab.

DIMENSIONAL INFORMATION

This tab provides dimensional information for pump only and pumps on

The 480 series vertical turbine product line has a variety of drawings covering many pump orientations including line shaft, fabricated can and submersible orientations.

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Second Quarter

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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.



## American-Marsh Pumps

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