



AMERICAN-MARSH PUMPS

"PUMPS AND PUMPS ONLY SINCE 1873"

135 Years of Tradition, History & Quality Manufacturing



Learning & Development Center Completed



The new Learning & Development Center has been completed and is open for business. We are scheduled to have the first training class in January, 2008.

The new classroom has room for nearly 25 students and allows for plenty of space for product discussions. New tables and chairs complement the training room allowing for a comfortable and quiet environment to learn about the American-Marsh product line.

The classroom also features complete cutaway product, one for each product line, to enable for a more effective learning environment. Future additions to the training room include full color posters with feature & benefit explanations, more sample parts for better explanation, an impeller rack showing all of the available impeller geometries available in the American-Marsh product line and a Wall of History. The Wall of History will include period and historical literature and other items that will visually explain the history of American-Marsh Pumps.

In addition to all of the training features and aids, the new classroom now features a full kitchen. The kitchen makes it much

easier to allow for serving lunches and drinks during the training sessions.

The new Learning & Development Center should have the finishing touches completed during the first quarter 2008. We are all very excited about having a completed and dedicated facility just for training. The training of our inside and outside personnel is of paramount priority. Training is the key to our future success.



Large Project Focus City of Greensburg - Indiana

Bastin & Logan was recently awarded a large municipal project for the City of Greensburg, Indiana. Bastin & Logan have received many municipal projects with American-Marsh over the past years and are very experienced in the municipal market.

This most recent order consisted of the following equipment:

Two - 12LC 1 stage VT
Two - 12HC 1 stage VT
Four - 12LC 3 stage VT

Three - 12HC 3 stage VT
One - 6x8-15 HD

All pumps were constructed out of standard materials (cast iron/bronze fitted) and feature premium efficiency motors. The pumps had required horsepowers in the 25 through 125 range, typical for municipalities in this size range. The applications are typical high service pumps used in the treatment of potable water.

The municipal market is one of American-Marsh's

strengths due to the products offered. End suction, split case and vertical turbine products cover nearly 90 % of products used by our distributors and representatives.

The City of Greensburg is a very good project for American-Marsh due to the fact that it takes advantage of more than one product line. The diversity of our offering allows our distributors to chase projects that were out of reach in times past.

www.american-marsh.com

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Fourth Quarter

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October - December 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

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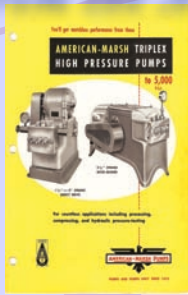


From the Archive - Tri-Plex High Pressure Piston Pumps

Fourth Quarter

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October - December 2007



For nearly 50 years, American-Marsh Pumps manufactured a high quality tri-plex, high pressure piston product line. These pumps were used in chemical processing, food processing, casting, meat packing, refinery, textile, plastics, marine and metal working markets.

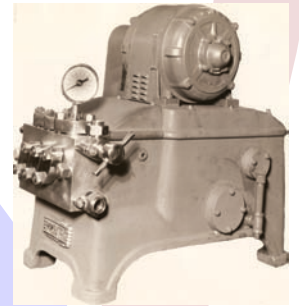
American-Marsh Pumps offered models in a 1-1/2" to 2-1/2" stroke. Capacities available ranged from

0.0038 to 0.7800 gallons per revolution.

Design and plant engineers found American-Marsh tri-plex pumps the best answer to their needs in such a wide variety of applications - and on so many applications - that a complete catalog of uses was possible.

American-Marsh manufactured tri-plex pumps in ratings from 600 to 5,000

psi and 1.1 to 16.5 gpm. A wide variety of pressures and capacities in pumps of similar design and construction enabled the end user to make the right choice for every job.



www.tech-flow.com

Distributor/Representative Focus Tech-Flow, Utah



Tech-Flow is the exclusive distributor for premier lines of industrial pumps, valves and process equipment in Utah, Nevada, Southern Idaho and Southwestern Wyoming.

In order to serve their many and varied customers throughout the region, they staff two offices and average over 10,000 com-

pany miles per month.

Tech-Flow is staffed with sales people and a technical staff that has years of experience. With offices in Salt Lake City, Utah and Elko, Nevada, they effectively cover Utah, Nevada, Idaho and Wyoming.

One of the primary focuses of Tech-Flow is the mining industry. Several large mining operations are

located in their territory. The mining of gold, silver and copper are at all time highs and the supply of pumping equipment to these facilities is of paramount priority.

Tech-Flow has been

awarded several large municipal and industrial projects over the last 6 months. With their focus on these types of accounts, Tech-Flow is poised to be very successful with the America-Marsh product line for the 2008 year.



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 17-18, 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.

• Revised Dates

Trade Show Schedule

- Shanghai Pump & Valve Show
March 31 - April 3, 2008
Shanghai, China
- IFAT 2008
May 5 - May 9, 2008
New Munich Trade Fair Centre
Munich, Germany

Product Line Highlights Series 800 - Mechanical Seals

Several years ago, American-Marsh began manufacturing the majority of mechanical seals used on our products. We currently offer two different component mechanical seals and a single & double cartridge mechanical seal for more aggressive applications.

The 810 & 820 component mechanical seals feature:

- Upgraded standard seal faces (Carbon vs.

- Silicon Carbide)
- The seal head and spring retainer are fully machined from stainless steel
- Viton elastomers are standard

The 850B & 860B cartridge mechanical seals feature:

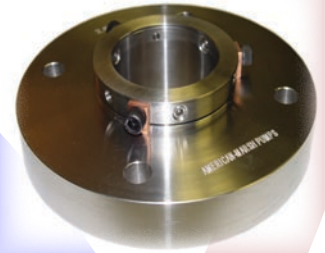
- All hardware is constructed out of 316 stainless steel (gland,

sleeve & seal collar)

- Both the 850B and 860B feature fully balanced seal faces
- The 850B is a single balanced cartridge seal and the 860B is a double balanced cartridge seal

The 800 series product line allows for a variety of seal options. The diversity of seal faces, metallurgy and elastomers allow for a wide

array of options used on nearly the entire American-Marsh product line. Also keep in mind that all of these seals can also be used on other competitor products.



Series 800 - 850B Cartridge Mechanical Seal

New Hires & Moves

We continue to grow and add resources in order to better serve our customers.

Internally we added another applications engineer, Matt Goff, who comes with significant experience from Layne & Bowler and the Woods Group. Matt has a very

diverse industrial background and should be a great asset.

Shane Wright has been promoted to Inside Applications Manager for the Engineered Process Group. Shane has a diverse background in the industrial and municipal markets and will be a great

asset in managing the inside sales force.

In an attempt to better organize our Engineered Process Group outside salesmen, we have also added a new National Sales Manager, Jim Swallow. He has a diverse industrial and municipal background in the pump industry

and will be a great help in organizing our outside programs. He has a lot of distributor experience and will help us take our next big step.

Please take a moment and help me welcome these new individuals to American-Marsh Pumps.

On The Web "Color Brochures"

Each and every product line manufactured by American-Marsh Pumps has a high quality, four color brochure available.

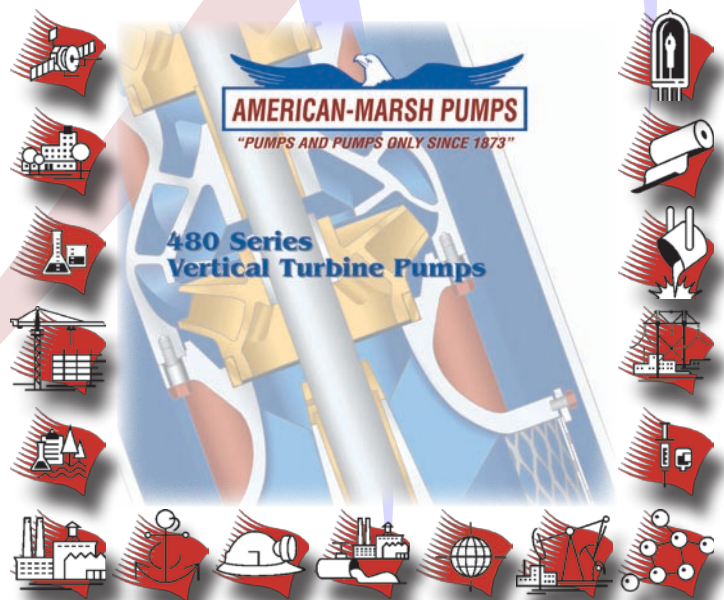
Each color brochure has commonly requested information that is product specific. The third page of each brochure has the complete specifications for the product in question. These include unique and specifiable features that can be used to lock in our products.

www.american-marsh.com

Each product also has a single or two page full color spread with complete cutaway images. These

COLOR BROCHURE

spreads also point out unique features and benefits specific to each product. Flows, pressures, temperatures and markets served are also listed. Each of these brochures can be saved, printed and e-mailed allowing ease in information sharing.



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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.



The original American-Marsh facility located in Battle Creek, Michigan, USA (Photo taken around 1950).

American-Marsh Pumps

185 Progress Road
Collierville, TN 38017