



Expanding Sales Force

New Regional Sales Team formed...

Ruthman Companies is pleased to announce the addition a team of regional sales managers at the corporate level, to coordinate the marketing of Gusher Pumps, Nagle Pumps, Deming® Vertical Turbine Pumps and Process Systems Pumps. They will help strengthen sales of our products through support of our current distribution network as well as bringing our vast array of products to new markets. Dan Csomos will head up this effort as our National Sales Manager. He has already begun to phase out of Great Lakes Pump and Supply in order to fully take on this new position. Dan has 24 years of experience selling our products as well as managing our largest distributor. Prior experience includes high pressure pump and sales of machine tool coolant. The Regional Management team consists of Tim Triplett, formerly a regional sales manager for Crane Pumps and John Crane mechanical seals, Scott Thurrott who has a vast experience in vertical turbine and municipal pump sales and our own Scott Smith and Gary Smith of Gusher Pumps. We are very excited to put this team of highly experienced, enthusiastic individuals together to better serve our valued customers!



Dan Csomos discusses strategy with (left to right) Bill Hein, Les Smith, Radu Paveluc, Tim Triplett and Scott Thurrott.



Thomas G. Ruthman, Gary Smith and Scott Smith.

Welcome to Our Recent Additions...



Marv Filas

We are pleased to announce that Marv Filas is now a part of our Great Lakes Pump and Ruthman Companies team. Marv will be responsible for the sales territory in NW Ohio, Northern Indiana and SE Michigan. Prior to joining with us, Marv has been heavily involved in pump distribution, having worked at Giant Products, Wagner Smith, MP Wilkins and Tomlin Equipment.



Tony Ross

Tony Ross is again part of the Process Systems / Deming and Ruthman Companies organization. Tony re-joins us in the the position of Deming® Vertical Turbine Pump Product Manager. His responsibilities will include growing the profit and revenue of the Deming product line, cutting cost and improving quality by working with our current vendors, exploring new procurement options and working with our regional sales managers to improve our distribution network. Tony is very familiar with our product, as he was part of our inside sales department from 2005 to 2011.



Tim Triplett

We are happy to welcome Tim Triplett to the fold as the Ruthman Companies Greater Midwest Sales Manager. Tim has been working in the pump industry since 1978, formerly with Crane Mechanical Seals and Crane Pumps and Systems. Tim hails from the Evansville, Indiana area and is married with 2 daughters and a granddaughter. We look forward to the talent and expertise Tim brings to the Ruthman Companies' team.



Nagle Takes Its Show on the Road

The Star Exhibit at Process and Power Distributor Show



Bill Hein prepares to hit the road to Memphis with this Nagle KCR model horizontal pump.



Bill and Tim Triplett display the KCR pump at an industrial show hosted by Process and Power Distributors. This 12" x 14" pump will be used for "white water" which is a mixture of mineral wool and perlite used in the manufacture of ceiling tile at Armstrong World Industries. The impeller will allow passage an 8" solid and it runs at a very slow speed 400 to 500 rpm.



AWWA Show in Boston...

11,100 attendees focused on the the Water and Wastewater Industry

The American Water Works Association Show (ACE) was held June 8 –12 in Boston. The conference showcased solutions to meet the changing needs for the global water community. Ruthman Companies was there representing Gusher, Nagle and Deming along with 450 leading-edge exhibitors.



Gary Smith, Tim Triplett, Bill Hein and Scott Thurrott at the Boston AWWA Show.



IMTS Show in Chicago...

Manufacturing is the place to be... and so was IMTS 2014!

In September, the Ruthman road crew also exhibited at IMTS in Chicago. The International Manufacturing Technology Show is one of the largest industrial trade shows in the world, featuring more than 2,000 exhibiting companies and 114,147 registrants from 112 countries.

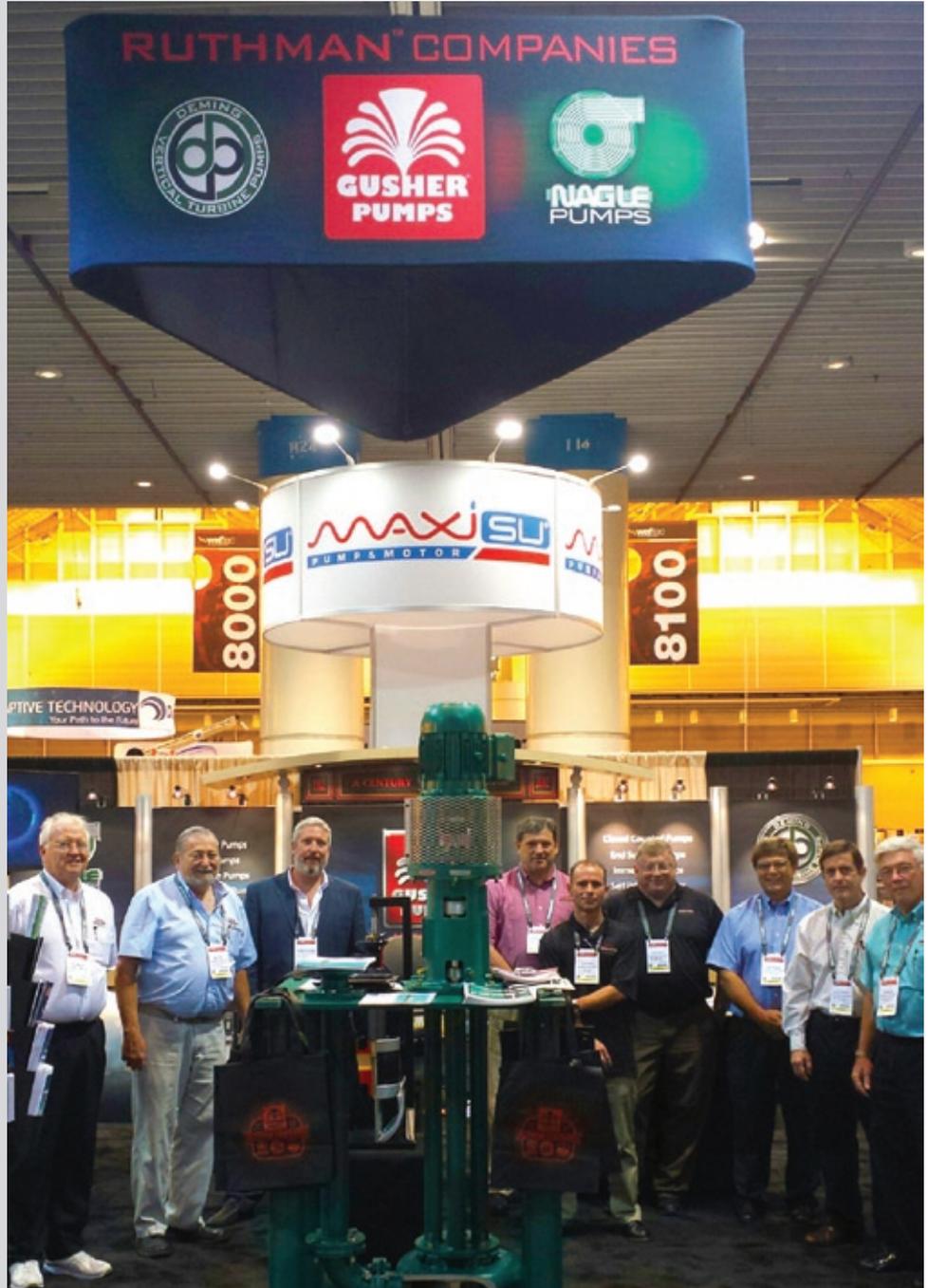
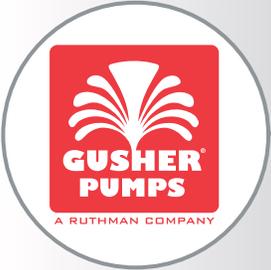




On to New Orleans...

WEFTEC show a big hit...

With more than 22,000 attendees, WEFTEC® 2014, the Water Environment Federation's Annual Technical Exhibition and Conference is recognized as the largest annual water quality exhibition in the world. The show provides unparalleled access to the most cutting-edge technologies in the field and serves as a forum for domestic and international business opportunities. Ruthman Companies was out in force again this year in New Orleans with representatives from Gusher, Nagle, Process Systems, Deming® Vertical Turbine Pumps and Great Southern Pump.



Shown here, flanking the star of the show (a Nagle Vertical Cantilever Slurry Pump), are, left to right: Tim Triplett, Ruthman Companies, Bill Hein, Nagle, Tom G. Ruthman, Ruthman Companies, Scott Smith, Gusher, Tony Ross, Deming and PSI, Gary Smith, Gusher, Dan Csomos, Ruthman Companies, Scott Thurrott, Great Southern Pump and Deming and Les Smith, Gusher.



Showtime for Fulflo... ...at the Turbomachinery/Pump Symposia



The annual Turbomachinery/Pump Symposium is held in the Fall of each year, to promote professional development, technology transfer, peer networking, and information exchange among industry professionals. Fulflo was there, exhibiting along with other "first-team" players in the industry.



Pump Gallery

Photos from the Field...



Bill Hein sends this shot of a Nagle 12" pump casing for Armstrong. The short guy is either Dick Swanson or Tim Conway?



Mike Jones sends these...a couple of nice vertical pumps. These are Gusher V6X8 -15 - VSEL +47-CDM-A-DP, 73 7/8" long, rated at 1500 GPM at 43 TDH , driven by 60 HP at 1800 RPM motors, going into the Honda CAPT plant pumping coolant and chips back to a coolant filtration system

Gusher Shanghai in Production

Manufacturing in Full Swing...



Gusher Shanghai sends photos of a recent DIN pump project. Entirely manufactured in China, these 5 model 80/315 model Din pumps are constructed in 316 stainless steel and include Chinese made 18.5 kw WEG motors. This is the first order of its kind for Gusher's China division.



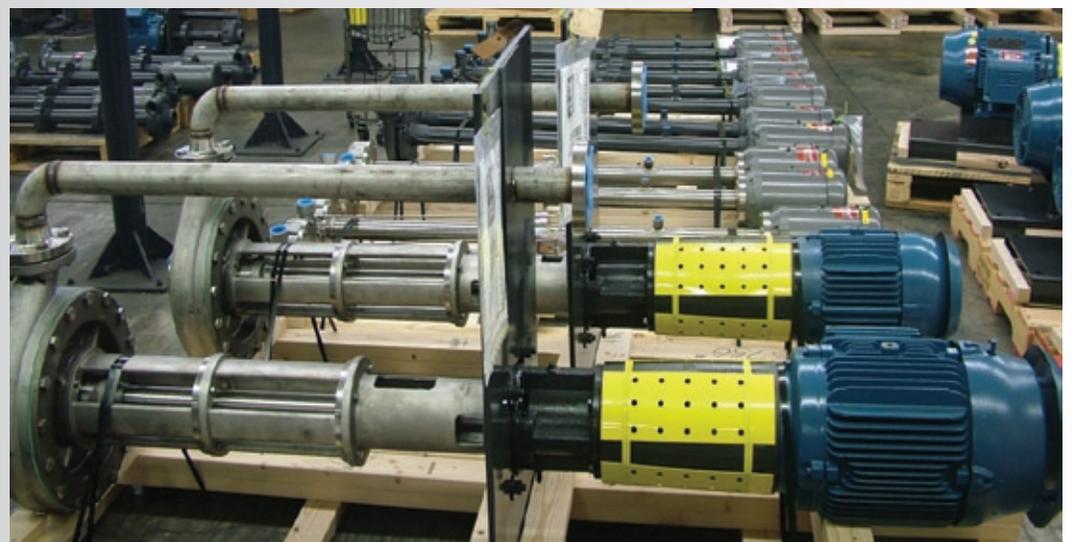
Gusher Shanghai's DIN installation running smoothly at Gestamp Kunshan E-coat system in Shanghai China.





Pumps to Go.....

Shown here are photos of a 45 pump shipment of Gusher Built Pumps for some new Ford KTP E-Coat and Phosphate machines for Durr Systems in Plymouth Michigan. These pumps are 7600H close-coupled pumps with WEG electric motors, sold by Great Lakes Pumps.





Equipment Upgrade...

Gusher recently takes delivery of a new Marvel Spartan 14" x 14" horizontal bandsaw. This new acquisition will tremendously enhance accuracy, efficiency and speed to the Gusher shaft machining process.





Deming® Vertical Turbine Pumps at Work...

Scott Thurrot sends this photo of this recent Deming® Vertical Turbine Pump installation. These 75 horsepower high service pumps are a critical part of a system which supplies drinking water to a Central Florida city.





Gone Mobile Yet?...



Mobile Sites Provide Quick and Easy Access from Your Mobile Phone

For those of you who may not know, or those of you who know but need a reminder, Ruthman Companies has a mobile website available for each of its companies. These sites provide quick and easy access to concise versions of each of the Ruthman Companies websites and are very handy for quick contact info, "tap to call" features, directions and other pertinent information. Quick links to these sites can be saved to your phone's home screen as "apps" as shown.

Here are the links to each company's mobile site:

<http://point2mobile.com/ruthmancompanies/>
<http://www.point2mobile.com/beresfordpumps/>
<http://www.point2mobile.com/birminghampumpsupplies/>
<http://www.point2mobile.com/bsmpumpcorporation/>
<http://www.point2mobile.com/fulflo/>
<http://www.point2mobile.com/greatlakespump/>
<http://www.point2mobile.com/greatsouthernpump/>
<http://www.point2mobile.com/gusherpumps/>
<http://www.point2mobile.com/naglepumps/>
<http://www.point2mobile.com/processsystems/>
<http://www.point2mobile.com/ruthmannpumpen/>
<http://www.point2mobile.com/vulcantool/>
<http://www.point2mobile.com/vulcantool/>

Company Profile Featured...

Check out the latest Ruthman Company profile and ad in the October Pumps & Systems magazine, pages 54 and 55



RUTHMAN COMPANIES

BSM Pump Corporation
BIRMINGHAM PUMP SUPPLIES
BERESFORD PUMPS LIMITED
GSP
NAGLE PUMPS
Fulfo
GREAT LAKES PUMP AND SUPPLY
WAGNER PROCESS EQUIPMENT
VULCAN TOOLS
RUTHMAN PUMPS

PARTNERS IN PERFORMANCE
RUTHMANCOMPANIES.COM

54  TRADITION & TECHNOLOGY in an evolving industry

The Ruthman Companies & Gusher

Since 1912, The Ruthman Companies has achieved—through continuous growth, innovation and service—what few manufacturers in the pumping industry have: more than a century of success in the fluid handling industry. Today, with a host of partners worldwide, Ruthman Companies has the ability to serve industries across North America, Europe, the Middle East and China.

A Family Profession & a Professional Family
The success story began in 1924 with Alois Ruthman's design of the first vertical ball-bearing machine tool coolant pump and named it "The Gusher." In 1949, Thomas R. Ruthman joined his father's company and, as president, is still active in the company today, along with his son, Thomas G. Ruthman, executive vice president, who joined the company in the mid-1990s. Pete Smith, who became part of the company in 1929, was joined by his son, Les Smith, in 1960. He is now executive vice president. The "extended family" now includes more than 200 employees and a global network of sales, distribution and service representatives and strategically located distributors and repair services.

Gusher Pumps
The Ruthman Companies' flagship brand, Gusher, which now includes more than 11,000 products, is today stronger than ever, largely because of the Ruthman consumer-based manufacturing and marketing philosophy. Ruthman prides itself on engineering products for specific customer requirements and is willing to meet unusual situations with innovative engineering. The result is Gusher's unique acquired expertise and ability to serve today's global market with one of the largest selections of pumps and equipment available anywhere in the world.

Gusher's extensive product line gives evidence of its ability to meet a variety and range of applications for a vast array of industries. The extensive scope of the line includes the Gusher 7071 American National Standards Institute series pumps, The 7550 series pumps, designed for heavy-duty industrial applications, and the vertical top pull-out 7600 for efficient pump interchangeability. Gusher's molten-metal pumps handle liquid metals up to 1,200 degrees Fahrenheit. The line also includes self-priming units, stainless-steel immersion models, high-pressure multi-stage pumps, seal-less immersion designs and many more.

Ruthman Companies' Partners in Performance
Today the Ruthman Family of Companies includes Gusher Pumps of Williamstown and Dry Ridge, Kentucky; Gusher Pumps of Newcastle, Indiana; Gusher Pumps of California; and Gusher Shanghai, China.

Birmingham Pump Supplies and Beresford Pumps of England are manufacturers of specialty centrifugal pumps in England. BSM Pump Corporation specializes in positive displacement gear pumps. Fulfo Specialties manufactures the industry standard in hydraulic pressure relief valves. Great Lakes Pump and Supply distributes pumps and related products in the Midwest U.S. Great Southern Pump serves the Florida municipal market. Nagle Pumps of Chicago manufactures heavy-duty sludge and slurry pumps for a global market. Process Systems Inc. is a manufacturer of turbine pumps, including the Ruthman-owned Deming® vertical turbine pump brand. Ruthmann Pumpen of Germany produces DIN standard pumps for the European and Middle Eastern markets. Vulcan Tool of Dayton, Ohio, manufactures tool- and die-making equipment. Wagner Process Equipment of California serves the industrial and municipal equipment needs in California and Nevada.

Gusher and the Ruthman Company partners' success and growth is primarily due to the high demand for quality products and a continuous willingness and ability to meet the challenges presented by customers and the industry for innovative products and solutions.



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Looking for past newsletter issues?....

The newsletter is also available on the Ruthman Companies desktop and mobile websites, along with an archive of past Ruthman Reporter issues. We would love your feedback. Please let us know your thoughts!

Please Keep Us Posted....

Please help us all stay informed. Send us your information about your organization's events, photos, videos products and people for future monthly Ruthman Reporter issues to...

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