



THE RUTHMAN COMPANIES

REPORTER

SUMMER 2016

THE SOURCE FOR RUTHMAN COMPANIES EVENTS AND INFORMATION



Gusher at Flotech

The Gusher Shanghai Team Highlights China's Largest Exhibition for Pumps.



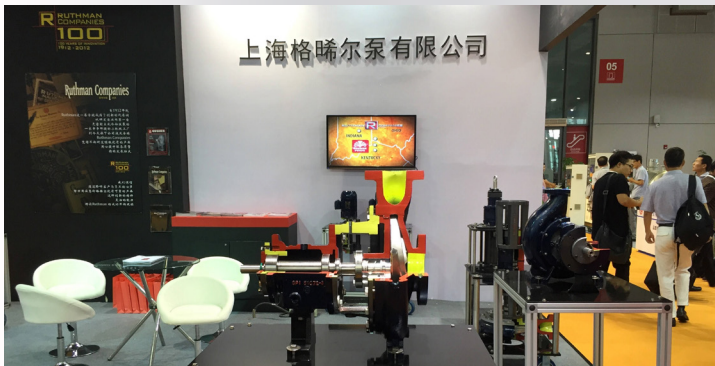
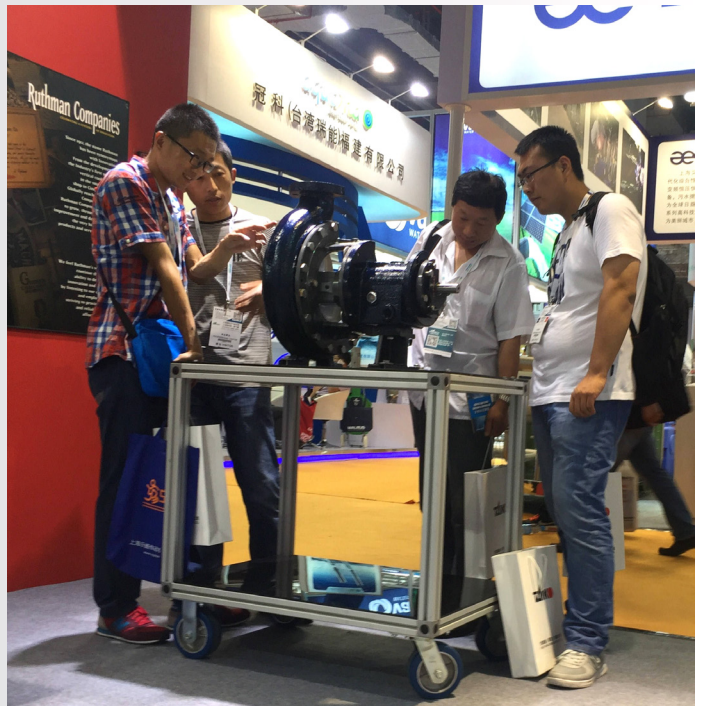
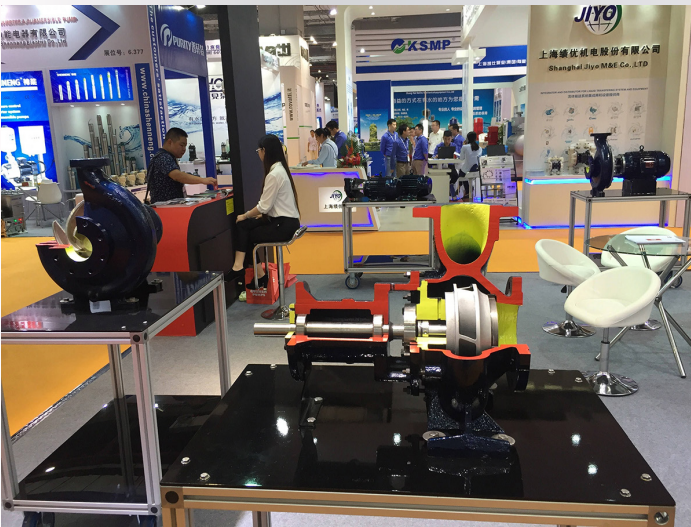
Building on the previous success of FLOWEX CHINA 2015, FLOWEX CHINA 2016, was held June 7 - 9 at the National Exhibition and Convention Center (Shanghai), the world's largest venue, which will be expanded to cover 40,000 square meters. This trade show drew the attention of 40,000 visitors and Zhang Mo and the Gusher Shanghai crew provided an ourstanding display.





More Flotek

An impressive booth. The cutaway pumps were a big hit!





Sales Tale...

Interesting Developments Highlight This Story From Mike Jones...

Kudos to Mike Jones of Great Lakes Pump & Supply for a creative and persistent follow up on a sale of several Process Systems vertical turbine pumps for (2) paint sludge system jobs with 3 pumps on each.


Mike had originally given a submittal for the appropriate pumps for the system with an effective grease lubricated enclosed lineshaft design. Later on Great Lakes Pump client took the specs of Mike's submittal to a competitor of Great Lakes Pump who doesn't have the experience of applying these pumps in this application. The Competitor took the information and requoted the customer at a lower cost with an open lineshaft /packed box pump design that wouldn't have worked in this application.

Since it was their first purchase of pumps of this type they accepted the competitor's bid at a lower cost and issued them a purchase order.

In the meantime Mike got wind of this through one of his contacts. Mike proceeded to write a letter to the customer explaining the setbacks of the competitor's proposed pump design and pointed out how the PSI pumps would be the better choice, especially with properly designed pumps including grease lubrication, and was able to get the order to the competitor cancelled and Great Lakes Pump & Supply was issued a purchase order. This is just one example Mr. Jones' creativity, tenacity and knowledge of pump systems and people in the industry paying off with a nice order.

Congratulations and Thanks, Mike!


Mike Jones started in this business at Process Systems in 1978, working in the shop in various capacities, then moved into the office in inside sales, then moved to outside sales and then later became sales manager. He left there and came to work at Great Lakes Pump in January 2000 as an outside sales person. Mike is now the general manager at Great Lakes.



Process Systems, Inc.
Quality by People Who Care

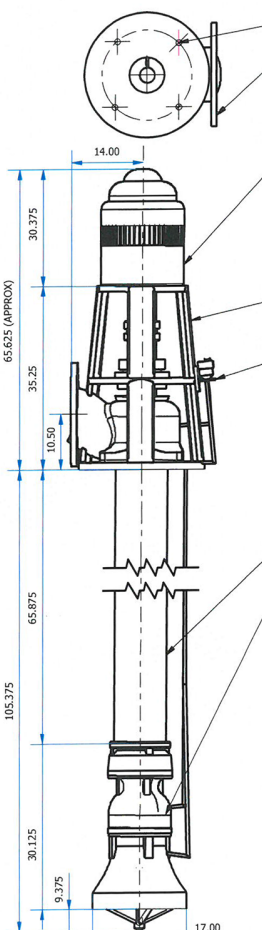
Process Systems, Inc.

23633 Pinewood St., Warren, MI 48091 | Phone: (586) 757-5711 | Fax: (586) 758-6996



RUTHMAN COMPANIES

INDUSTRIAL VERTICAL TURBINE PUMP OUTLINE DRAWING



1 1/4" Ø (4) HOLES ON A 22 3/4" B.C.

10" X 125# ANSI DISCHARGE FLANGE

MOTOR MANUFACTURER- LUSEM
PER SPECIFICATIONS
VERTICAL SOLID SHAFT MOTOR
HP-75 RPM -10
VOLTAGE - 460 PHASE 3
HERTZ -60 ENCLOSURE-TEFC
FRAME -365TSC
NORMAL THRUST , C FACE,NO FEET W/2 LIFTING LUGS

P.S.I THRUST HEAD " - TH-1610 WITH FLEXIBLE COUPLING AND "OSHA" COUPLING GAURD

ELECTRO LUBE ASSEMBLY WITH 4 POINT DISPENSING.

OPERATING CONDITIONS
U.S. GALLONS PER MIN-2640
TOTAL DYNAMIC HEAD IN FEET-72
LIQUID -WATER & PAINT
SPEC GRAVITY-1.0 @AMBIENT F TEMP

COLUMN ASSEMBLY -10" X 2-1/2 X1-1/2"

BOWL ASSEMBLY: NUMBER OF STAGE(S)-1
MODEL : 15Y-2770
LUBRICATION- GREASE LUBE
4-POINT ELECTRO LUBE CUPS.

CUSTOMER :
P.O. NO. :
END USER:


PROCESS SYSTEMS INC

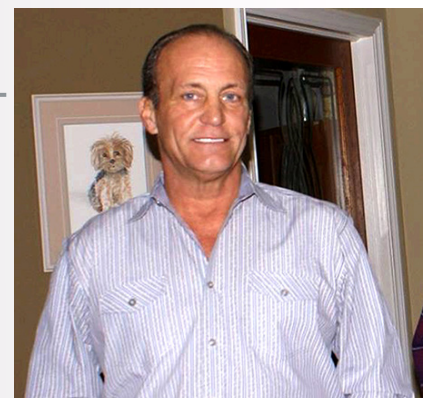
J.O. NO. :
S.O. NO. : 49726
NO. OF UNITS: 1
SERIAL NO. : WN49726-1

CERTIFIED BY

[Signature]
C-24-16

DO NOT USE FOR CONSTRUCTION UNLESS CERTIFIED







Gusher Self Primers Fill the Bill

Mark Dee of F.W.Webb has the right Gusher Solution...

A Central Massachusetts community college contacted F.W. Webb's Mark Dee from Webb's "Commercial & Industrial Pump Division" to look at two (HydroMatic) submersible pumps they were experiencing trouble with. As it turned out, they were wearing out the pumps from silt in the system and the pumps would run dry a few times a year. In order to repair the pumps they have to get inside the wetwell to pull them from service and replace them each time.

Not something any of the maintenance personal wants to do

The F.W. Webb Commercial & Industrial Division reviewed the application and recommended replacing the submersible pumps with the **Gusher SPP3 Pump self priming trash handling pumps.**

The self priming pumps eliminated the issue of burning up motors & seals. Also, they no longer need to access the wetwell to remove the pumps for replacement and no confined space permits are required. Saving time, eliminating the new permit process and costly replacement of the motor/pump units sounded like the way to go.



The customer reviewed the advantages of the self priming design and how the pumps would resolve their issues over the submersible style pumps. They made the decision to go with the Gusher self priming pumps based on the superior design features. If the pumps require any service, the service can be completed right there at floor level. No need to go into the wetwell. If the motor should have an issue they can simply go to a local motorhouse for repairs as no special motors are required for the SPP series of pumps.

The customer is very happy with the Gusher SPP3 pump decision. The pumps have been running quietly and they have had no issues with the SPP pumps to date.



International Trade

Nagle Does it Again in Germany...

Christoph of Ruthmann Pumpen sends these photos of this huge Nagle pump. Bill Hein of Nagle Pumps explains:

"This is a pump for Armstrong World Industries in Germany, one of our oldest customers, they pump a mixture of mineral wool, perlite and paper stock this one is pumping waste with many solids which is the liquid form of the ceiling tiles produced by Armstrong. Very abrasive material and probably one of our most challenging jobs. This is a duplicate to the original pump, which has been in service since 1970 and still going strong".





Out with the Old...

In the Field with GSP..

Scott Mezuk sends photos of another turnkey Deming Vertical Turbine Pump replacement done for the City of Eustis, Florida. Joe Harris and Scott Thurrott performed the removal of two old Deming vertical turbines, and installed two new replacement Deming Vertical Turbines as well as replacing the check valves. The job entailed some concrete repair under one of the new Vertical Turbine Pumps.





Interstate Installation...

Putting it together in Palm Coast...

Great Southern Pump performs a repair job at the City of Palm Coast, Florida. First they removed the old pump, packaged at GSP all the components, sent them to Process Systems in Warren, Michigan to do a complete repair, make new flanged column pipe, as well as all new shafting, lineshaft bearings, bowl bearings, and new mechanical seal. Then returned once the pump was shipped back to GSP in sections. Joe Harris and Scott Mezuk then performed the install in segments, as there was not enough overhead room to install it completely assembled.



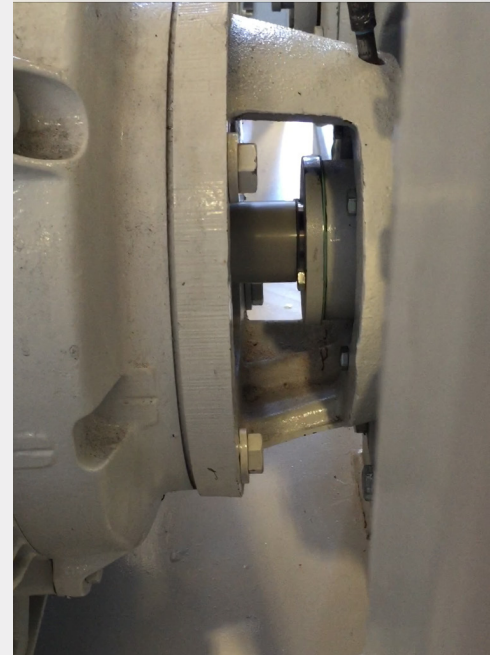
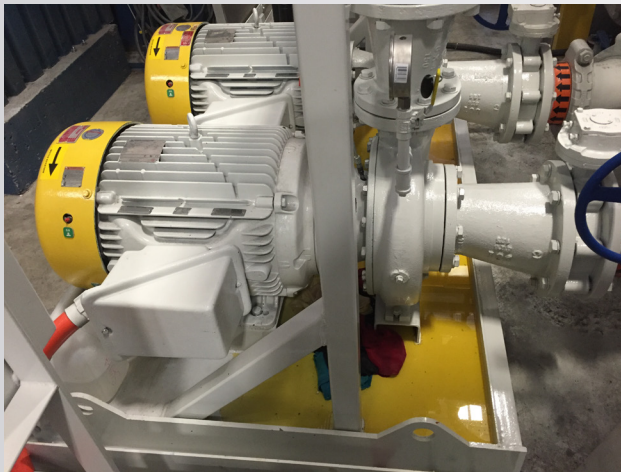


Plugging Away...

A Repair Lesson from Great Lakes Pump...

Service work here to address a leaking mechanical seal on System Pump #2, Gusher Pump Model PCL4X6-13SEH-CC-A, closed coupled, 60 HP, 1800 RPM, 460 VOLT, 3 PHASE, 60 HZ., 364JP FRAME. w/ 12.75" Impeller Diameter, S/N: 1456-579.

Great Lakes Pump's Scott Mezuk taking care of the customers' needs by performing a seal repair with employees of Barnes International in order to train them to perform the task if they have a future need to do so at their fabrication facility in Rockford, Il. The first picture shows how much coolant leaked out under the pumps. The second picture is of a running pump after the repair showing no leakage present.



A Better Celebration...

A 40 Year Relationship going strong...

Scott Smith of Ruthman Companies enjoyed visiting Better Engineering for some meetings and a 40 year anniversary celebration. Better Engineering makes parts washer equipment in Baltimore. Gusher has had a good relationship with Better Engineering since they started.





See You at the Shows!

Ruthman Companies to exhibit at Major Trade Shows in September..



Visit Ruthman Companies at Booth numbers #nc255 cleaning side and Booth #6569 machine tool side at McCormick Place, Chicago. September 12th through 17th

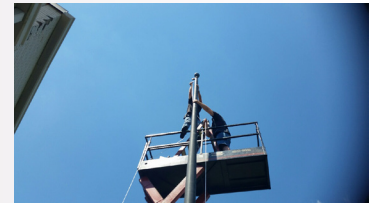
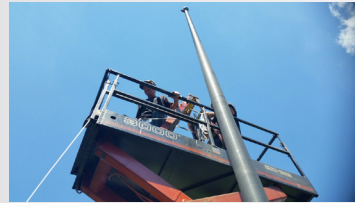


Visit Ruthman Companies at Booth number #6855 at Morial Convention Center, New Orleans September 26th through 28th



A Gusher Salute...

Riding high in July...



After a storm in Willamstown, Gusher's American flag was torn down.

Tim Vallandingham volunteered two brave Americans (Eddie Bowen and Bobby Wainscott) to put a new flag up. Apparently Someone up there approved of the work?

A nice photo from Karen Tomlin.



Looking for past newsletter issues?....

The newsletter is also available on the Ruthman Companies <http://www.ruthmancompanies.com> and mobile websites, along with an archive of past Ruthman Reporter issues. We would love your feedback!

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...

Jim...jimdies33@gmail.com or Karen...ktomlin@gusher.com