

## NPC Donates Close Couple Turbine Pump



Donated pump

The Water and Energy Technology Lab at California State University, Fresno relies on state-of-the-art equipment to accomplish their goal of providing objective, unbiased testing protocols for the pump and water flow industries.

The newest addition to the WET Lab, run by the International Center for Water Technology (ICWT) on the Fresno State Campus, is a complete close coupled turbine pump assembly donated by National Pump. The unit will allow the Lab to conduct NPSHR testing and advanced research on cavitational technology. It will help advance knowledge of the performance of vertical turbine pumps.

“We appreciate the donation made through the generous help of Roger Jeschke (NPC President) and John Reed (NPC Fresno Branch Manager) from National Pump”, said David Zoldoske, Director of the ICWT. “Through this generosity, we will be able to conduct a variety of tests and have new testing protocols available,” added Zoldoske.

The ICWT was established to provide extended education, laboratory and field research, be a resource for policy development and assist in research to develop and adopt innovative solutions and technologies that improve water-use efficiency.

## Delivering Quality and Service Under A Tight Deadline: The NPC Solution!

Barney’s Pumps in Lakeland, FL was contacted by Beach Construction Company on Tuesday, Dec. 1st regarding a “rush job” in Manatee County at a wastewater treatment plant. The contractor proposed the project to the county as an option that was feasible, based on the requirement that they could get the pumps in a short period of time: two weeks or less. Beach Construction contacted the sales engineer at Barney’s Pumps, Mike Vizza and gave him the basic design conditions for the pumps.

Mike notified our NPC branch in Zolfo Springs, FL to see if the pumps could be supplied in the requested time frame. The job required 20-inch pumps operating at 900 RPM’s. We informed him we could build the required pumps in approximately a week. Then, based on revised design conditions, Mike made a different pump selection, changing to smaller pumps. Mike contacted Cliff Mishoe, Branch Manager

for NPC Zolfo Springs, FL with the design changes. On Wednesday, Dec. 2nd, Cliff notified Mike Vizza that NPC would be able to provide the 1800 RPM pumps and motors with a completion date of Friday, Dec. 11th and delivery date of Monday, Dec. 14th. We were able to ship additional pumps at 1800 RPM’s and use readily available motors to help with the quick delivery.

This was pleasing to the contractor, and the purchase order was in process by Friday, Dec. 4th, for seven (J12XHC single stage pumps complete), and seven (30 hp) motors.

Cliff and staff eagerly got started on this important project and NPC delivered the seven pumps and motors on time, Monday, Dec. 14th. Barney’s Pumps and the contractor expressed their appreciation for the smoothness with which National Pump Company was able to fulfill the project’s requirements and meet the tight deadline.

*A big thanks to Cliff and the team at the Zolfo Springs Branch for a “Job Well Done.”*

From the Desk of.....	2
New Look & Brand Promise .....	2
NPC Expands Sales Staff.....	2
FL Branch Gets Major Upgrades ..	3
Efficiency is Key for GA Branch.....	3
Pump School 101 at AZ Branch....	3
NPC Plug & Play Pumps .....	3
Open Impellers Are Here.....	3
Upcoming Tradeshow Info.....	4

WHAT'S INSIDE

**From the Desk of...**  
**Allen Hobradsch**



As we have recently completed another year and plan for 2010, we look toward our future.

Given the instability of the markets and financial world this past year, National Pump Company can be proud of their achievements. I believe that our team did their best and the results speak for their actions.

As we prepare for 2010, our company has targeted key markets and accounts, added strategic products to our line and increased staff to ensure stable growth. With an uncertain economy we feel that we are well positioned to secure any opportunity that is available.

We will continue to focus on our company mission statement – “Creating Quality Pump Systems and Satisfied Customers” throughout this New Year.

I wish to express gratitude to our staff and customers for their continued dedication and support as we move forward.

**NPC’s New Look and Brand Promise**  
**“Delivering More” Unveiled**

NPC’s marketing department was pleased to present its new high impact trade show display at both the 2009 Irrigation Association trade show in San Antonio, TX, and the 2009 National Ground Water Association (NGWA) show in New Orleans. The display presented National Pump’s new brand promise of “*Delivering More*” value to our customers, providing the BEST product **Performance, Quality and Service** programs available in the market. Our PROMISE to

“*Deliver More*” is done with the **Trust** that we will meet our customer’s expectations every day. National Pump Company will support this “PROMISE” through our six (6) operating locations in Fresno CA, Glendale AZ, Lubbock TX, Olive Branch MS, Vienna GA and Zolfo Springs FL. A 50” monitor and DVD presentation described NPC’s value proposition and capabilities in the agricultural and turf irrigation markets.



*The Irrigation Association 2009 Trade Show* held in San Antonio, TX, Dec. 2 - 4, 2009, was a great success. National Pump demonstrated the operation of its new packaged pump station PLC interface technology, along with our new offering of Open Impeller Vertical Turbine Pumps.

Attendees were (left to right): Jimmy Andrade, Sales Manager, Texas; Roger Jeschke, President; Ken Kochamba, National Sales & Marketing Manager; Jim Elliott, Eastern Regional Sales Manager; John Pignocco, Applications/Customer Service.

*The National Ground Water Show* held in New Orleans Dec. 10 – 13, 2009 was an opportunity to renew old friendships and discover new business acquaintances. National Pump demonstrated its new

packaged pump station PLC interface technology, along with the new Open Impeller pump offering and new residential product line comprising of: 4” submersible pumps, jet, sprinkler and booster pumps.

**NPC Expands Sales Staff**

With a focus on growing our business, customer satisfaction, and brand awareness in the market place, NPC is pleased to announce the appointment of three new sales managers.

**Mike McGaugh** joins NPC as Sales Manager for the CA and NV markets. Having been in the pump industry for more than 24 years, Mike brings a wealth of product and market knowledge in the vertical turbine and centrifugal pump industry. Mike will work closely with the Fresno, CA branch to support and grow NPC’s business in the Western Region.

To address the growth and market

opportunities developing in our Municipal, Industrial, Oil & Gas, Power and Commercial business, **Steve Peck** joins NPC as Sales Manager for the Central Region. Steve brings over 28 years of technical knowledge and sales experience to the horizontal and vertical turbine pump business. Steve is supported by NPC’s Lubbock, TX branch office.

**Ken Colthorpe** joins NPC as Sales Manager for the Northeast Region of the United States and the Canadian Provinces of Ontario, Quebec, and the Maritime Provinces. With Ken’s 35 years of technical and sales experience within the pump industry, he will provide sales leadership in the Municipal,



Mike McGaugh Steve Peck Ken Colthorpe

Industrial, Commercial, and OEM markets to support customer growth opportunities and raising NPC’s brand awareness in the marketplace. Ken will be supported out of the Olive Branch, MS branch office.

Please join National Pump Company in welcoming Mike, Steve and Ken.

## Florida Branch Gets Major Upgrades



The NPC Florida Branch building has seen its share of damage caused by several hurricanes that have swept the area in recent years. Fourth Quarter of 2009, the building underwent Phase I (one) of some major improvements, by replacing siding that was damaged by Hurricane Charlie on Aug. 8, 2004. While this project was finishing up, additional space was added

to the paint booth, and hand rails and window trim were repainted. Along with these "home improvements" the parking lot, walkway, and driveway were repaved and a new building sign was added. Phase 2, which will consist of major office upgrades is scheduled to be done First Quarter of 2010.

## Office Efficiency is Key for Georgia Branch



*Jimmy Johnson's office undergoing renovation*

The NPC Georgia Branch is presently undergoing a complete remodel of its office complex. Once the remodel is complete, the entire computer system will be upgraded and the conference room will boast an all new video conferencing network system which will interface with our home office in Glendale, AZ, thus allowing Georgia's branch to more efficiently perform its office functions. The remodel is projected to be complete First Quarter of 2010.

## Pump School 101 at NPC Glendale

NPC Sales, Customer Service and Operations teamed up to put on a half-day training session at corporate headquarters (Glendale, AZ) in October. Training included a tour of the shop and demonstrations of shop capabilities.

The class provided an opportunity to familiarize personnel from Western Drilling Company, DBA The Pump Company, with the latest version of the NPC Engineering Catalog. Topics covered were: pump selection and ordering, impeller adjustment and tube stretch for deep set oil lubricated vertical turbine pumps, materials of construction (standard and alternatives available), new product offerings (including semi-open impellers) and basic engineering principles.

Pump School 101 is available to interested parties. Please contact your NPC salesman for more information.

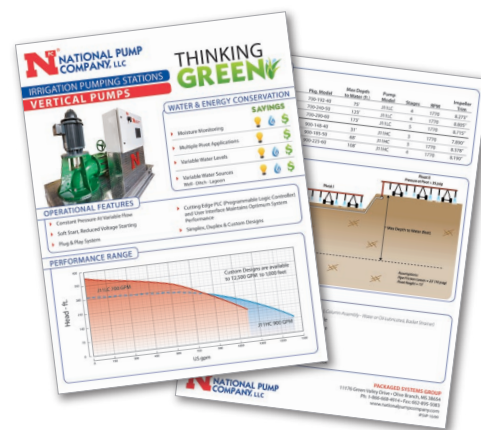
## NPC's Plug & Play is "Thinking Green"

NPC "Plug & Play" Packaged Pumping Stations offer **GREEN** water & energy conservation technology when controlling Moisture Monitoring, Multiple Pivot Applications, Variable Pumping Water Levels and Suction Sources.

**Features include:**

- ▶ Cutting Edge Logic Controller providing optimum system performance
- ▶ Constant Pressure at Variable Flow
- ▶ Soft Start, Reduced Voltage Starting
- ▶ Simplex, Duplex & Custom Designs

*Ask for product bulletin IPSVP 10/09 for further information.*

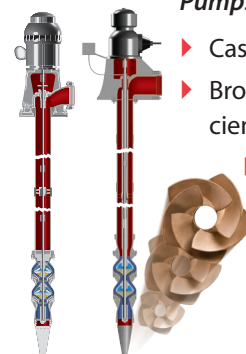


## Open Impeller Technology Here!

National Pump is pleased to offer its full range of open impeller pumps – E10HO, J11LO, J11MO, J11HO, H12HO, J12XHO and H14MO, with flows to 3600 GPM.

**Pumps feature:**

- ▶ Cast Iron Bowls
- ▶ Bronze Impellers w/efficiencies to 86%
- ▶ Shafts available in 1-3/16" & 1-1/4" sizes, 7.5" & 16" projections, threaded 10 or 12 TPI.



## SEE US AT THESE TRADESHOWS:

TGWA Jan 27 -28 San Marcos, TX	PACIFIC NORTHWEST GROUND WATER EXPO Feb 19 - 20 Portland, OR
ARKANSAS WATER WELL CONTRACTORS ASSOCIATION Feb 4 - 5 Hot Springs, AR	SME EXHIBITION Feb 28 -Mar 3 Phoenix, AZ
GOLF INDUSTRY SHOW Feb 10 -11 San Diego, CA	SOUTH CAROLINA ENVIRONMENTAL SHOW March 14 - 16 Myrtle Beach Convention Center
MOUNTAIN STATES GROUND WATER EXPO Feb 11 - 12 Laughlin, NV	PUMP SYMPOSIUM SHOW March 16 -18 Houston, TX



7706 N. 71st Avenue  
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*Proud member of American Petroleum  
Institute and these organizations:*



*Creating Quality Pump Systems  
and Satisfied Customers*

## SALES CONTACTS

Visit us on the web at: [www.nationalpumpcompany.com](http://www.nationalpumpcompany.com)

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Delivering Pumps and Pump Systems  
Reliability, Quality  
and Service Since 1969