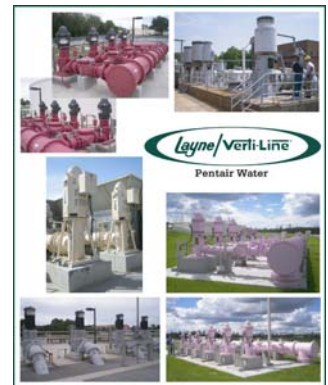




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A new 2' x 3' poster has been created that highlights a few of our installations around the country. These gloss finish posters are easy to produce and modify. If you'd like a poster specific to your region, contact us with installation pictures you'd like to use.



Happy New Year!

For 2008, advertising is one of our big objectives. On a national level, we're looking at placing ads in a few pump publications. On a local level, we're working on improving sales tools for our distributors (show pumps, sales posters, and giveaways.)

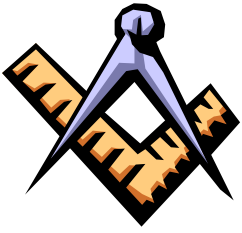
Refurbishing of our show pumps is already in progress. These pumps may be loaned out to distributors for local trade shows or training seminars.

A few items in our company store are also changing. We've replaced pocket multi-tool with a more useful 12 ft industrial tape measurer. For customers in cooler climates, we've added a quality pull-over wind shirt.



We hope you find all these items useful. In addition, don't hesitate to contact us if you have a specific need.

Engineering Department Turbine Team



We'd like to introduce you to our Engineering Department Turbine Team that supports Layne / Verti-Line. This is where pumps are designed specific for customer requirements and application. Some of the functions that our Turbine Team perform include:

- Review applications for material compatibility, pump selection, and guaranteed performance
- Generate custom bills of materials
- Design job specific parts
- Create fabrication and machine drawings
- Perform critical speed and natural frequency analysis

The Turbine Team consists of some very talented individuals, which include:

- Arnold "Arnie" Sdano, P.E., Director of Engineering for the Kansas City Plant. Arnie holds a BS in Mechanical Engineering as well as an MBA. Since 1976, Arnie has lead Engineering Departments of pump manufacturers such as Allis-Chalmers, Labour, Peerless, and Fairbanks Morse. Arnie is a member of AWWA Pump Committee, chairman of Hydraulic Institute Vertical Pump Section, and chairman of Hydraulic Institute Committees on NPSH Margin, Pump Efficiency, and Operation Region.
- Sarah Kaiser, P.E., Turbine Team Manager. Sarah holds a BS in Chemical Engineering with a Masters in Engineering Management. Sarah has been at the Kansas City Plant for 8 years, holding prior positions as a product engineer and specifications analyst.
- David Rusczyk, Product Engineer. David holds a BS in Mechanical Engineering. David recently joined Layne / Verti-Line, bringing 35 years of vertical turbine pump experience from Peerless. He has held positions including Senior Test Engineer, Senior Design Engineer, Quality Engineer,

Senior Hydraulic Analyst, and R&D Engineer.

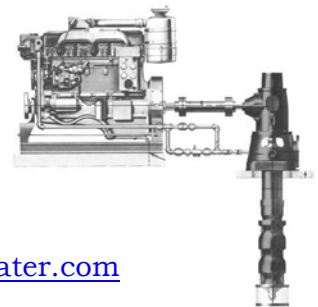
- Joseph Greisen, Draftsman. Joseph holds a BS in Business Administration and a Technical Degree. Joseph's expertise is ProE and he has been with the Turbine Team for 4 years.
- Jenny Justice, Specifications Analyst. Jenny holds a BS in Chemical Engineering, and has been with the Turbine Team for almost a year.
- Henry Lawton, Firepump Specifications Analyst. Henry holds a Technical Degree and has been engineering firepumps for over 30 years. Though based in our Specifications Department, Henry supports Engineering on all firepump orders.

Our Engineers support all aspects of Layne / Verti-Line including marketing, field design, manufacturing, and customer interaction. Without this vital support, Layne / Verti-Line would not be what it is today.

Firepump Pricing

Updated vertical turbine firepump electronic estimate sheets were distributed in October. These estimate sheets provide an easy way to develop quotes and write up orders.

Note: End user, location of the installation, and a signed setting plan are now required with all orders prior to processing.



Contact: Carolyn Crews
carolyn.crews@pentairwater.com

The latest version of the estimate sheets are:

Rev 14 VTFP ELECTRIC-AURORA
Rev 14 VTFP DIESEL-AURORA

Contact Information

Layne & Bowler/ Verti-Line

Address 3601 Fairbanks Ave.
Kansas City, KS 66106

FAX (913) 748-4030

Website (all go to one site)

www.laynevertiline.com

www.vertiline.com

www.laynebowler.com

www.lvpump.com

Pump Sales, Tech Support, Newsletter

Chris Lula, P.E.

(913) 748-4254 phone

chris.lula@pentairwater.com

Parts Sales & Order Status, Tech Support

Josh Blanks

(913) 748-4255 phone

josh.blanks@pentairwater.com

Pump Order Entry

LVProduct@pentairwater.com

South, West, & Midwest

Carol Hampton

(913) 748-4224 phone

East & Canada, & Firepump

Eddie Fears

(913) 748-4282 phone

Pump Order Status (US & Canada, Only)

Melissa Thompson

(913) 748-4225 phone

LVDeliveries@pentairwater.com

Warranty and Field Service

Lorrie Eddins

(913) 748-4213 phone

connie.groves@pentairwater.com

Firepump Estimate Sheets

Carolyn Crews

(913) 748-4209

carolyn.crews@pentairwater.com

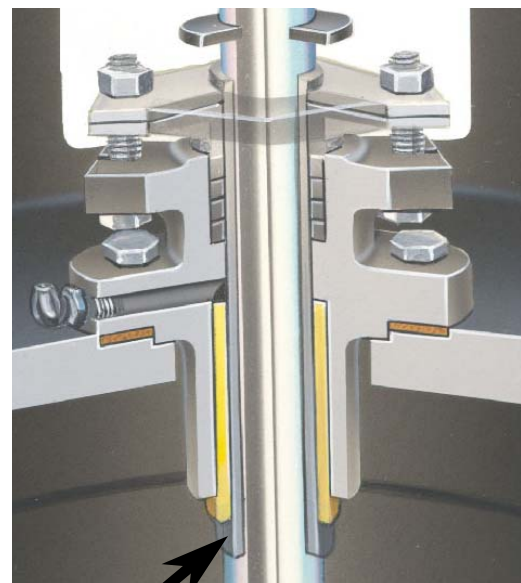
No Shaft Sleeve

For decades, standard construction at the stuffing box was a 416 SS headshaft with no shaft sleeve. Then in 1998, that standard changed to a carbon steel headshaft with 304 stainless steel shaft sleeve.

This year, Layne / Verti-Line's standard construction at the stuffing box will change back to using a 416 SS headshaft with no shaft sleeve. Some of the benefits with this construction design are:

- Headshaft can be reused by simply inverting it, which provides a new running surface at the stuffing box.
- Mechanical seals and stuffing box assemblies can be sized smaller, which reduces overall costs.
- Eliminates the chance for leakage between the shaft and sleeve.

Look for revised catalog data and cutsheets to be issued in the near future, along with new price pages. When engineers inquire about pump construction and writing specifications, help them to learn the benefits of our "no sleeve" 416 SS headshaft construction at the stuffing box.



Shaft sleeve at stuffing box is now optional.

Installations around the Country



Cleveland, TN

22GM – 6 stage
5,600 GPM @ 393' TDH
700 HP @ 1200 RPM
Sold by Water & Waste Equipment



Snapshot in History

International Water Supply in Canada was kind enough to share a few more old well drilling photos for our newsletter.



Hastings, NE

12RL – 3 stage
850 GPM @ 175' TDH
75 HP @ 1800 RPM (Newman Motor)
This pump has an interesting build -
Layne & Bowler California 12R bowl assembly
Western Land Roller flanged column
(open lineshaft)
Layne & Bowler Memphis TF discharge head
Built by Mid America Pump

If you have a pump installation you'd like to share, send us a picture! Please include a brief description of the pump, service, and location. All submissions will receive a free gift from our Company Store.

