

WiAcademy Course: American-Marsh Pumps Product Training

Factory Training Location

American-Marsh Pumps | 550 E. South Street, Collierville, TN

Dates & Times

October 13, 2026 | 8:30 am to 4:30 pm | Dinner 6:00 pm
October 14, 2026 | 8:30 am to 12:00 pm

Course Overview

A 2-day in-factory general product training of American-Marsh Pump's Municipal, Commercial, and Industrial product lines.

Target Audience

Sales Team Members of Active Channel Partners, Distributors, and Representatives under agreement

Learning Objectives

- Understand American-Marsh Pumps product portfolio
- Identify the correct product for the application
- Interpret product technical data and specifications
- Effectively recommend appropriate American-Marsh Pumps products based on customer needs and applications to assist customer with product selection and ongoing support

Presentation Type

- Interactive lectures & demonstrations
- Q&A sessions with industry experts

Presenters

- Long Phan, PhD | Applications Engineering Manager
- Chris Harnevious | Sales Application Engineer
- Troy Firstenberger | Outside Sales Manager
- Darren McGuire | Directory of Quality, Warranty & Service
- Steve Wilson | VP of Sales-Water Management
- Frank Butler | National Aftermarket Sales Manager
- Shane Wright | Director of Engineering & Product Management

Course Materials

- Comprehensive course handouts and reference materials
- Access to online resources and tools

Additional Information

Terms

- Training is limited to 20 individuals, on a first-come-first serve basis.
- Includes group meals, breaks, training, and materials.
- Travel and lodging costs are responsibility of attendee.

Travel & Lodging Details

- Please **do not make travel arrangements until confirmed** for training via email.
- Training ends at 12:00 pm on Wednesday. Please do not book return flights before 2:30 pm.
- Recommended airport:
 - Memphis International Airport (MEM) located 40 minutes west of American-Marsh Pumps.
- Group lodging
 - [TownePlace Suites Collierville](#)

Certificate

A certificate of completion will be awarded to participants at conclusion of training.

Registration link

[Online Registration form](#)

Questions

training.us@wilo.com