



press release

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**Amarinth increases global coverage and signs
new agent in India to target demanding applications**

Amarinth, a leading company specialising in the design, application and manufacture of centrifugal pumps and associated equipment to the industrial, chemical and petrochemical industries continues its global expansion by signing Padmasri Engineers as its agent in India and securing a \$300K contract from Larsen & Toubro.

In a further expansion of its operations into new countries, Amarith has signed an agency agreement with Padmasri Engineers in India. Padmasri Engineers will act as a sales representative for Amarith's high specification pumps primarily into the Indian oil and gas industry. Padmasri Engineers is a well-respected and technically strong company and ideally suited to represent Amarith in arduous and complex projects within the country.

The new relationship has already secured business worth \$300K (USD) for four API 610 A-Series pumps from Larsen & Toubro, one of the largest and most respected engineering, construction and manufacturing companies in India's private sector. The application for these pumps is particularly demanding as Larsen & Toubro require a low shear pumping solution, meaning that the pumps must not emulsify the water and oil as it passes through the pump but it must keep the particles separate.

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Amarinth has a sound understanding of what makes a pump suitable for low shear applications and used advanced Computational Fluid Dynamics (CFD) to predict how the pumps would treat the oily water. These results were presented to Larsen & Toubro which convinced them that Amarith were best placed to handle this technically challenging low shear application.

Oliver Brigginsshaw, Managing Director of Amarith explained: “We appreciate that whilst there is a large market in India for pumping solutions, much of it requires low specification pumps sourced locally or via China. As a western manufacturer we are not looking to compete in this area of the market. We are therefore delighted to have Padmasri Engineers as our agent in India as they understand the technical and complex requirements demanded for pumps that will work in arduous conditions, which is crucial in giving us access into the top end of the market where high specifications control the supply.”

– END –

OPTIONAL PANEL or BOX ITEMS



Kames Kamaswaran of Padmasri Engineers

NOTES TO EDITORS:

Founded in 2002, Amarith has harnessed the skills, creativity and passion of people who have worked in the pump industry for many years. Amarith delivers world-leading expertise in the design, application and manufacture of centrifugal pumps and associated equipment to ISO, ANSI & API standards, primarily for the industrial, chemical & petrochemical markets. Their portfolio includes:

- **Pumps:** Horizontal and vertical API 610 pumps, chemical and industrial pumps, many of which are interchangeable with the Girdlestone pump ranges, eliminating the need for expensive modifications when replacements are required.
- **Pressure Vessels:** Protect System Plan 52 and 53A and 53B sealant systems with inbuilt condition monitoring for pumps and mixers that are suitable for Safe area up to Zone I.
- **Spares & Service:** High quality, fast lead-time re-engineered spare parts to improve performance and extend pump life, including many which are directly interchangeable with the Girdlestone pump ranges.
- **Packages & Modules:** Condensate Recovery Units manufactured for Spirax Sarco incorporating the innovative Ci-Nergy intelligent variable speed control system, plus bespoke packages & skids built to order.
- **Business Systems:** state-of-the-art e-commerce technologies that deliver 24/7 support enabling customers to select pumps and place orders on-line and then track every stage of manufacture through to delivery, any time, anywhere in the world.

The company operates globally from its base in Rendlesham Suffolk, United Kingdom and has a customer base of world-leading companies, including BP, Shell, ExxonMobil, GlaxoSmithKline, Pfizer, Spirax Sarco, Diageo, AMEC, Fluor and Halliburton.

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