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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, Amarinth has signed an agency agreement with Padmasri Engineers in India. Padmasri Engineers will act as a sales representative for Amarinth'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 Amarinth 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.

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 Amarinth were best placed to handle this technically challenging low shear application.

Oliver Briggins Shaw, Managing Director of Amarinth 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."

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