



press release

FOR IMMEDIATE RELEASE – 26 April 2010

Amarinth unveils industry leading document management system potentially saving contractors and operators £millions

Amarinth, a leading company specialising in the design, application and manufacture of centrifugal pumps and associated equipment to the industrial, chemical and petrochemical industries today unveiled its new document management system, designed entirely in-house, which promises to deliver significant benefits to contractors and operators, particularly those subject to penalty payments and retentions related to product documentation.

All contractors and end-users have a need for equipment documentation to support the product and, depending on the application, managing this documentation can form a significant part of the overall project, especially for low volume high specification pump orders. For contractors in particular, it is often the case that at least 10% of the contract value may be withheld pending the supply of suitably completed and approved documentation, and so any delay in providing this documentation can lead to a high outstanding debtor book. This can have a detrimental impact on cashflow and increased bank interest charges, not to mention any additional liquidated damages that might be applied.

– MORE –

Amarinth commissioned, and has now gone live with, its own industry leading bespoke document management system that enables the company to respond more effectively and efficiently from first point of contact at the bid phase to final delivery of the pumps in supplying, managing and tracking all the documentation required.

To the acclaim of its customers, a few years ago Amarith were the first pump manufacturer to offer contract tracking of orders within its industry via a secure web interface, and the new document management system puts the company at the forefront of innovation again in offering a similar service for contractual documentation.

Right from the bid stage, Amarith offers pre-configured Bronze, Silver and Gold document packages on all of its pumps which suit many standard uses. However, these can now be easily tailored to meet customer specific needs, or indeed a completely bespoke documentation package can be created relatively easily. Whether standard, tailored, or bespoke Amarith is able to provide accurate documentation costs quickly, before an order has been placed.

The new document management system ensures that contractors, operators and suppliers alike are clear from the outset what documents they will be receiving and when they will be receiving them (whether standard or project specific ones) meaning no confusion as the project progresses over what each party expects. The extensive document library built on years of experience enables project specific documents to be created swiftly and brought together with all of the necessary standard documents at the click of a mouse. A significant proportion of the contract documentation can now be sent for approval within days of the customer placing their order.

The system is configured to cope with customer specific templates such as 'front sheets' and 'document transmittals'. These are automatically generated and attached to the source document before being either e-mailed to the customer or transferred to their ftp site – all at the click of a mouse.

All the way through the process customers can track all of their documents and their relevant status at any time of day through a secure project web enabled interface. Whether a document is with Amarith, awaiting submission, or with the customer awaiting sign-off, they can request real-time overall document status reports or copies of documents already transmitted. These are e-mailed to the customer by return. With such ease of visibility, document sign-offs can be expedited, concurrently if desired, significantly decreasing document turn around time.

A full audit trail is available at all times for every document including details of all the document transmittals throughout the project. Following delivery of the final documentation pack, the Amarith system retains all of the documents indefinitely allowing the customer to access them at any time in the future through the secure web interface. Customers can quickly download documents that have been lost or when their own copy is not easily accessible. A good example would be retrieving the original SA and parts list to identify a replacement part number when maintenance is required, or retrieving the factory test details if a modification to the pump needed evaluating.

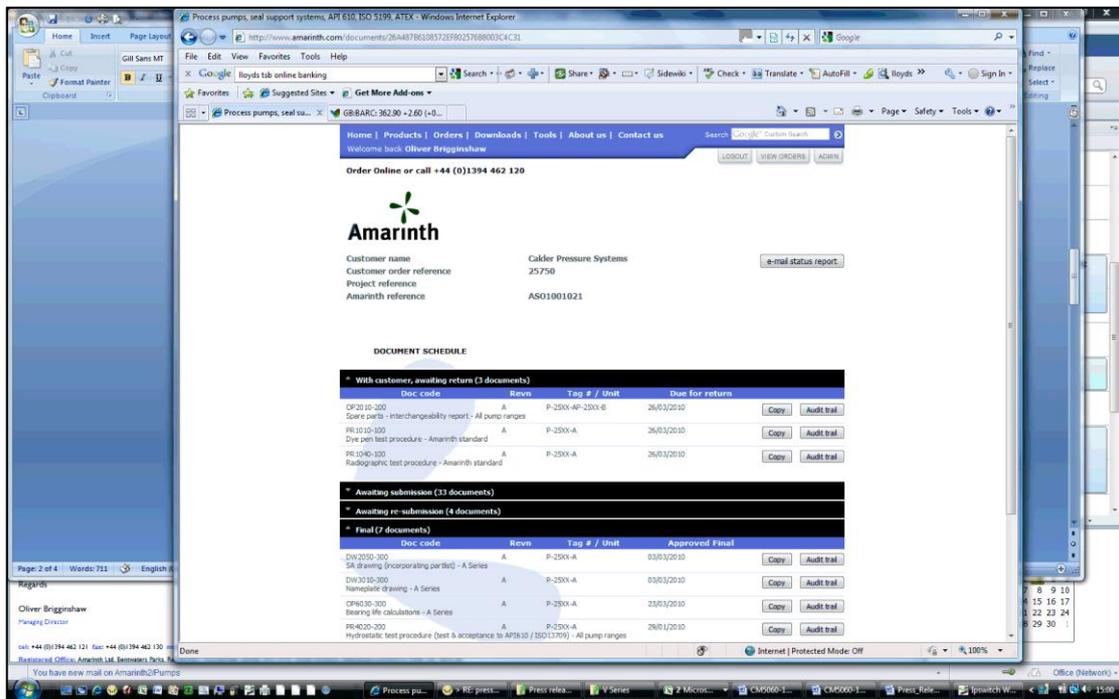
The system is built around Lotus Notes and fully integrated with all of Amarith's corporate back-end systems and front end customer web interfaces, meaning that new documents and changes to documents or status are available to see in real time by all permitted parties in the supply chain - 24 hours a day, 7 days a week.

Oliver Briggshaw, Managing Director of Amarith commented: "We know that documentation is one of the big issues in our industry. We have drawn on our years of experience to create a bespoke solution that really does meet, if not exceed, the needs of the industry. In particular, contractors will see significant financial benefits of utilising Amarith's web documentation system as it's totally transparent and keeps the pressure on both parties to get documentation approved quickly, ensuring all parties get paid as soon as possible!"

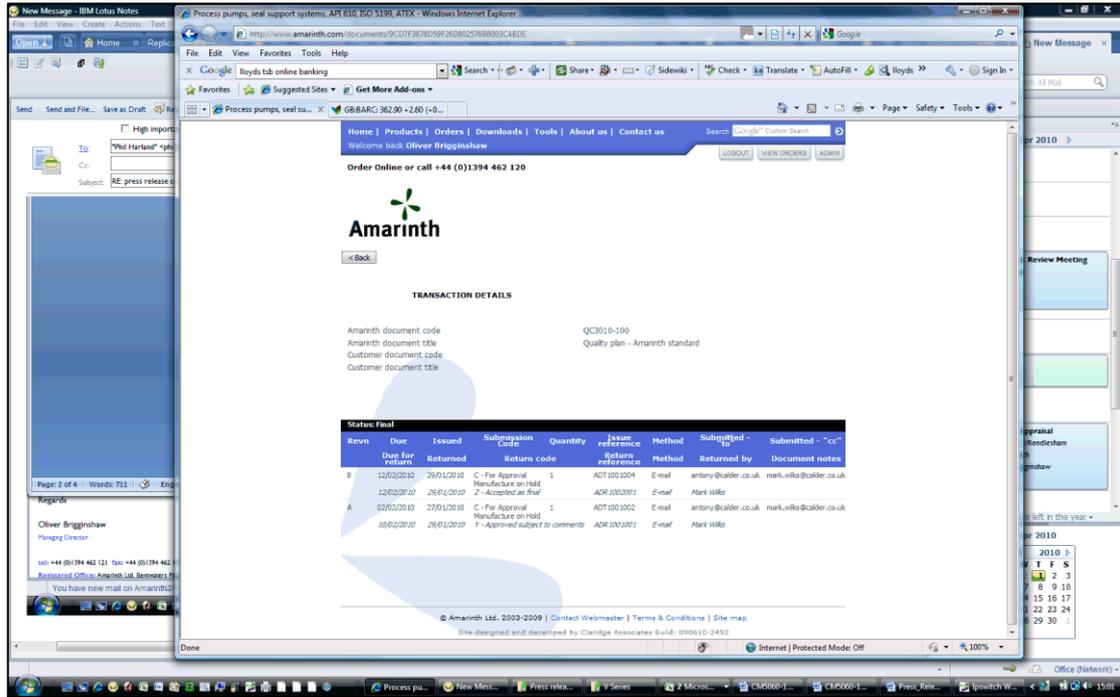
OPTIONAL PANEL or BOX ITEMS



Amarinth staff work on a documentation package



Screen shot from Amarith's new Document Management System



Screen shot from Amarith's new Document Management System

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.

For further information, electronic copy or photos contact:

Comment:

Steve Buckley
Sales & Marketing Director
Amarinth Limited
Bentwaters Park
Rendlesham
Woodbridge IP12 2TW
United Kingdom

Tel: +44 (0)1394 462122
Mobile: +44 (0)7971 506 994
Steve.Buckley@Amarinth.com

Media Relations:

Phil Harland
B6 Solutions Limited
29 Swan Drive
The Wharf
Aldermaston
Reading RG7 4UZ
United Kingdom

Tel: +44 (0)118 971 3790
Mobile: +44 (0)7880 748380
Phil.Harland@B6solutions.com

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