

# CASE STUDY

THE MANUFACTURING ADVISORY SERVICE IN PRACTICE



## AMARINTH

MANUFACTURERS OF END SUCTION CENTRIFUGAL PUMPS

**“MAS East has been of great assistance to us. We did not want consultants to tell us what to do and then find we did not have enough real understanding or time to do it ourselves. Working this way meant we got extra expert resource when we needed it. It made a real difference immediately.”**

*Oliver Briggshaw  
Managing Director*

## MAS East removes the red tape

Amarinth Ltd design and manufacture end suction centrifugal pumps in a variety of standard and exotic alloys. Their products include both horizontal and vertical tank top mounted pumps for the general industrial and chemical markets. Their pumps are built to ISO5199 and Amarinth operates an ISO9001:2000 management system.

Following a review visit by Shaun Danielli (MAS East Manufacturing Specialist), ATEX (the new European regulation for equipment and protective systems intended for use in a potentially explosive environments) was identified as a priority requirement needed by Amarinth.

Conforming with ATEX was seen as the way to ensure all Amarinth's newly designed products conformed to the new regulations; as this will be mandatory for certain zoned areas by 2006.

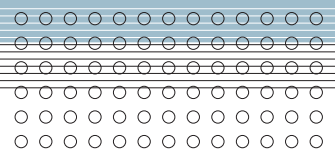
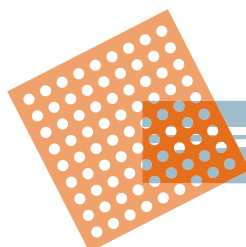
### KEY ACHIEVEMENT

**50% improvement in time to market**

Amarinth required external support and MAS East agreed to be the catalyst for change.

Bringing in MAS East meant Amarinth could carry on developing products and focus on running the business, while an expert worked out what needed doing and compiled the necessary technical file. To get maximum value out of the project, Amarinth decided to share the work with another pump company.

An ATEX technical file has been submitted to the notified body. This means that Amarinth can now sell their pump products as ATEX compliant. Doing this has enabled them to develop new ATEX-compliant product as there is now a template process to work to.



## About the MAS

MAS East provides practical hands-on help and advice for manufacturing and engineering companies across the region.

It is delivered by the Regional Centre for Manufacturing Excellence (RCME), run by a

consortium of Cranfield University School of Industrial and Manufacturing Science and Essex County Council's Advancement of Manufacturing Technology Centre, supported by Cambridge University Institute for Manufacturing.

**Contact us directly on 01245 702402**

**or fax back the section below to 01245 702413**

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