

**WATSON  
MARLOW**

Watson-Marlow Pumps Group



**The pump  
of choice  
for industry**

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## Recognised expertise

### Watson-Marlow Pumps Group is acknowledged as the world's leading manufacturer of positive displacement pumps.

Founded on over 50 years of supplying trusted engineering and process expertise across a wide range of industries and with over one million pumps installed worldwide, our products and solutions are tried, tested and proven to deliver.

#### Our vision

At Watson-Marlow our vision is to deliver products, services and knowledge of such excellence that Watson-Marlow Pumps Group will be the first choice for pump technology and process solutions in the market.



The revolutionary Qdos 30 no-valve metering pump



More than one million pumps installed worldwide

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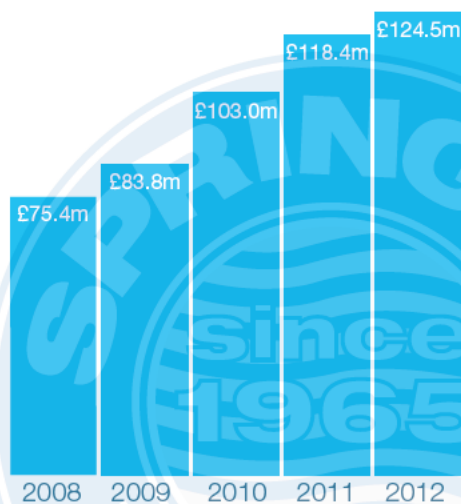
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## Unparalleled experience

Watson-Marlow Pumps Group  
consistent, year-on-year growth,  
revenue over the last 5 years



## No other company shares our level of experience and knowledge of positive displacement pump technology.

Watson-Marlow is committed to continuous investment in innovation, technology leadership and advanced manufacturing techniques.

We have grown significantly in recent years through selective acquisitions and strategic investment.

Watson-Marlow is now comprised of six distinct businesses and six world-class manufacturing facilities. This has strengthened our portfolio, expanded our accessible markets and significantly increased our market share.

As a wholly-owned subsidiary of Spirax Sarco Engineering Group plc, (LSE:SPX) we are part of a global organisation which employs over 4,500 people worldwide, enjoys consistent and profitable growth, and has been quoted on the London Stock Exchange for more than 40 years.

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# Our business



**Our roots lie in positive displacement pump technology. As the acknowledged leader in our field, Watson-Marlow products are the pumps of choice for applications requiring accuracy, hygiene and reliability.**

Watson-Marlow Pumps Group is comprised of six established brands, each with their own areas of expertise:

**WATSON  
MARLOW**  
Pumps

peristaltic tube pumps

**WATSON  
MARLOW**  
Tubing

precision tubing

**Flexicon**  
Liquid Filling

aseptic filling and capping systems

**Bredel**  
Hose Pumps

heavy-duty hose pumps

**masosine**  
Process Pumps

sinusoidal pumps

**Alitea**  
OEM Pumps

solutions for OEM customers equipment and machinery manufacturers

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No other company shares the same experience and knowledge of positive displacement pump technology as Watson-Marlow Pumps Group



Watson-Marlow is also the only pump company in the world to manufacture and supply its own precision tubing.

Watson-Marlow Tubing offers accurate, long-term performance. Our tubing complements our peristaltic pumps and enables our customers to deploy end-to-end solutions for their pumping requirements from a single reliable and innovative source.



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## **WATSON MARLOW** Pumps

**Peristaltic pumps have become the first choice of pump for chemical and industrial metering applications.**

**Watson-Marlow peristaltic pumps are simple to install, operate and maintain.**

As nothing but the tube touches the fluid, the risk of contamination in the pump is eliminated. Pump action is created by compressing the tube between rotating rollers and a track. Between each roller pass, the tube recovers to create a vacuum and draws in fluid. Complete tube closure provides the pump with its action, preventing backflow and siphoning, and eliminating the need for check-valves when the pump is not running.

Widely accepted as the world's fastest growing pump type, peristaltic pumps have no valves, seals or glands. Peristaltic pumps have a number of advantages over other pump types: they provide superior flow rate stability and metering accuracy; have extensive chemical compatibility; and are inherently hygienic.



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**Flexicon**  
Liquid Filling

**Flexicon Liquid Filling equipment facilitates high accuracy aseptic filling ( $\pm 0.5\%$ ) and easy product changeover without issues of cross-contamination or cleaning validation.**

**asepticsu**  
Filling

The liquid being filled only contacts the FDA approved pump tubing and the filling nozzle. Modular bottle handling including conveying, filling, capping and sealing, with users able to choose from simple manual filling to semi-automatic filling or fully automated systems designed to deliver volumes ranging from 0.1ml to 100ml with a filling accuracy of  $\pm 0.5\%$  which is check-weighed throughout the filling batch, with adjustments made automatically if required. Accusil™ tubing fulfils biopharmaceutical requirements and is ideal for single-use filling.



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**MasoSine sinusoidal process pumps offer a highly reliable, economic method of fluid transfer ideally suited to high pressure, hygienic operations in sectors such as food manufacture.**

The pump's exclusive sinusoidal rotor overcomes the limitations of conventional rotary lobe pumps to produce powerful suction with low shear, low pulsation and gentle handling.

MasoSine pumps can be dismantled, cleaned, and running again in 20 minutes. No special skills or tools are required and the task can be completed by production line operatives rather than maintenance engineers. They offer a flow capacity up to 91.2 m<sup>3</sup>/hr and pressures up to 15 bar. They can safely pump high viscosity products, while their innovative yet simple design allows economical in-line maintenance.



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**Bredel**

*Hose Pumps*

**Bredel is the world's largest manufacturer of hose pumps and hose element materials. Our positive displacement pumps are working non-stop around the world.**

With operating pressures to 16 bar and flow rates to 80 m<sup>3</sup>/hr, our pumps save time and money by successfully handling the toughest applications.

Bredel hose pumps are the ideal pump for a vast range of industry applications, including chemical, ceramics, water and waste treatment, food and beverage, print and packaging. Our positive displacement pumps have no valves, seals or glands, and the fluid contacts only the bore of the hose. They are simple to install and operate, and easy to maintain.



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**WATSON  
MARLOW**  
*Tubing*

**High quality tubing is precisely why increasing numbers of customers are turning to Watson-Marlow, a major global player in tubing design, manufacture and supply, specifically for the biopharmaceutical industry.**

The company's tubing product range has been developed in-line with key market drivers such as derivative-free, low leachable materials, high reliability, security of supply and – where required – single-use technology. The product range on offer is vast – 10 different materials and 50 different sizes, from 0.13 to 40mm.

In Watson-Marlow's state-of-the-art cleanrooms the company manufactures Pumpsil premium quality platinum-cured (and post cured) silicone tube, Bioprene, a unique thermoplastic elastomer (TPE) tube, and, most recently PureWeld XL, which is a thermoplastic elastomer tubing designed to deliver purity and performance in single-use bio-processing applications.

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**Alitea**  
OEM Pumps

**Zero contamination and virtually maintenance-free pumping are just two of the reasons Alitea OEM pumps are specified for medical devices and environmental analysers.**

Peristaltic pumps have clear advantages when handling fluids containing small particles such as those in endoscopy or dental surgery equipment. Compact in size, the pumps function as their own check valve so avoiding the need for further expense or system complication in equipment often severely restricted by space.

With over 300 drive speeds and voltages, 130 pumphead variants and 60 tubing sizes, we are confident we can offer medical and diagnostic equipment designers and manufacturers the best solution to their pumping needs.

All pumps have a long and predictable service life, with minimal downtime and spares inventory, providing the lowest whole life cost of any OEM pump type.

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# Product innovation



**At Watson-Marlow, we have always been one step ahead of the competition.**

**Product innovation is the foundation of our growth strategy.**

**Our smallest pump, operating at its lowest speed, would take nearly 13,000 years to pump what our largest pump, at its highest speed, can pump in just one minute.**

Our strong connections with the market means we understand customer needs, and we continuously research to identify new product opportunities.

Our current products aim to be best-in-class, and our new products are winning market share from other positive displacement pump types, such as diaphragm, lobe and progressive cavity.

We are committed to investing in technology to fully integrate our products and systems with customers' processes. This allows them to increase plant efficiency and reduce their maintenance costs.

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# Optimised performance

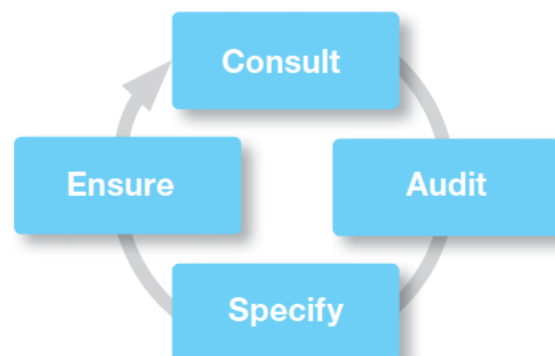


## Our goal is to help our customers maximise their throughput and achieve cost reductions.

As part of our commitment to continual improvement, our design teams encourage customer feedback throughout the product development process. This enables us to ensure we are designing products that meet our customers needs, now and in the future.

Our approach concept, **CASE** (Consult, Audit, Specify and Ensure) means we work closely with our customers to identify the potential for even better product performance and then specify the exact solution to deliver that improvement.

- Minimising downtime
- Improving end-product quality
- Minimising wastage
- Implementing process efficiencies



# Global presence – local expertise



**Watson-Marlow is a global business, but we deliver local solutions.**



With direct sales operations in 24 countries and distributors in a further 50, we are better placed than any other pump manufacturer to respond to the needs of our customers.

Customer support is provided through a network of industry specialists and technical support teams. This ensures our customers always benefit from local knowledge and sector expertise.

No matter where your business operates, Watson-Marlow is never far away.

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# Knowledge and development

Direct sales operations in 24 countries  
and distributors in 50 other countries.

We recognise that our people are equally important as our technology. Ongoing investment in training and development for all our staff lies at the core of Watson-Marlow's corporate philosophy.

Our people understand the importance of providing the highest standard of service to our customers, at every level. We work with them to develop their understanding of our customers, their applications and the pressures which affect their business.



**At every level, our team is committed to helping customers:**

- increase productivity
- improve their processes
- deliver cost reductions

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# Safeguarding our environment



## At Watson-Marlow, we continually work to improve our environmental performance in the design, development and manufacture of our products.

As an ISO14001 certified company, we have implemented a range of measures to safeguard and minimise our impact on the environment. These include eliminating use of chemical substances, using recyclable materials where possible and reducing energy consumption during manufacture.

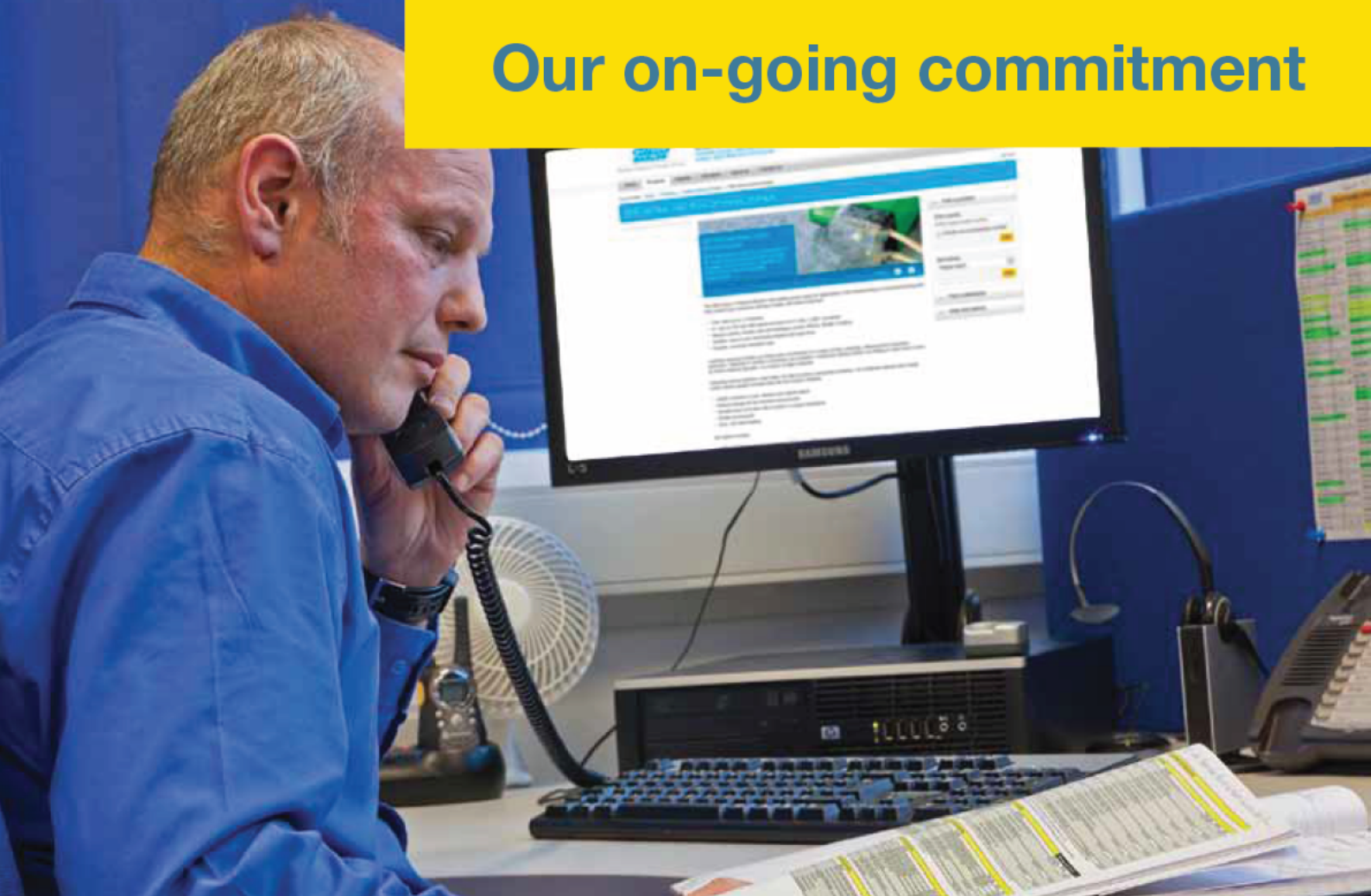
We have incorporated specific design features into our products to reduce energy consumption when in use and always keep product 'end of life' in mind.

A key requirement for customers selecting our products is environmental improvement. Waste water treatment, for example, where our pumps are ideally suited to chemical dosing.

Our technical expertise and knowledge regarding the application of our products is a key factor in maximising the production and process benefits that can be achieved; all of which have a significant and positive effect on the environment.



# Our on-going commitment



## Our “Value for Life” promise means that everything we design is built to last.

Watson-Marlow equipment has an unrivalled reputation for quality and dependability. We combine this with our “Value for Life” promise, meaning that everything we design and manufacture is built to last.

We apply our technical expertise to the application of our products, services and engineered solutions. This maximises the benefits of the products we supply, ensuring customers always get the right solution for their application.

In selecting Watson-Marlow, you can be confident that you will also receive the reliability, quality and performance that sets Watson-Marlow apart as the world’s leading manufacturer of positive displacement pumps and tubing.



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# Serving a host of industries

## Where our one million pumps keep industry productive.

Watson-Marlow pumps save time and money worldwide by successfully handling the toughest applications in a broad range of industries including:

### **Biopharmaceutical:**

fully automatic aseptic filling, plugging and capping systems.

### **Food and beverage:**

clean-in-place applications, dairy, bakery, flavourings and additives.

### **Mining:**

reagents, polymers and flocculants.

### **Water and waste:**

sodium hypochlorite, hydrofluorosilic acid and ferric chloride.

### **OEM applications:**

medical devices and environmental analysis.

### **Chemical:**

safe containment of acids, alkalis and bases.

### **Engineering:**

spray coating and waste recovery.

### **Ceramics:**

eliminating pinholes, contamination and pulsing.

### **Paint and pigments:**

dispersion mill feed, pigment and latex transfer.

### **Print and packaging:**

varnishes, inks, coatings and adhesives, with no colour cross-contamination or aeration.

### **Pulp and paper:**

dyes, brighteners, sizing agents, retention aids and titanium dioxide.





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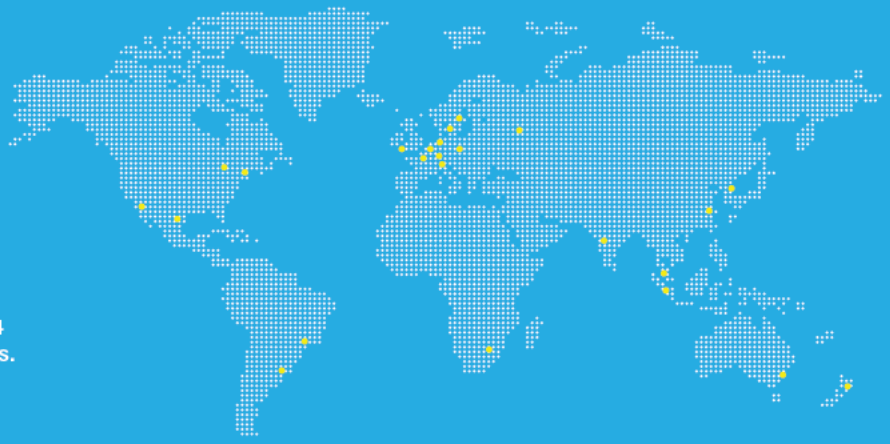
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A Spirax-Sarco Engineering Company

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Watson-Marlow

Bredel

Flexicon

MasoSine



## Watson-Marlow online

Our engineers around the world can help you choose the perfect pump and tubing for your needs.

More information? Our brochures are on our website - [www.wmpg.com](http://www.wmpg.com)



*Watson-Marlow... Innovation in Full Flow*

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