

For Immediate Release

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Severn Trent De Nora Announces Agreement for Distribution of **BALPURE[®]** Ballast Water Treatment System in Greece

AP&A Group will market the BALPURE system, which is fast emerging as a preferred ballast water treatment solution globally.

FORT WASHINGTON, Pa. – 26 October 2011 – Severn Trent De Nora has entered into an agreement with AP&A Group to serve as the exclusive sales and promotional representative for the Type-Approved [BALPURE[®] ballast water treatment system](#) product line in Greece, Cyprus and Poland. The BALPURE system, which received IMO Type Approval in July 2011, is a reliable and flexible electrolytic disinfection treatment solution that surpasses IMO D-2 standards by ten-fold with no adverse effects on the environment or the vessel.

According to Marwan Nesicolaci, vice president of international sales and business development for Severn Trent De Nora, "There is significant market demand in Greece, Cyprus and Poland for ballast water treatment systems. Greece alone owns and operates more than 4,700 vessels totaling over 250 million dwt, as the world's largest ship-owning nation. Appointing AP&A to be our representative allows us access to this huge market and the opportunity to position BALPURE as the preferred solution for treating ballast water. AP&A is well-established with an extensive network and a sound understanding of market needs. This partnership represents another step forward in our strategy to expand our global sales and support network."

[AP&A Group](#) was founded in 1988 and provides technical, operational and commercial services to major international ship owners, ship managers and operators. The ISO 9001:2008 accredited company has offices in Greece, the U.K., Poland and China.

As the market leader in the design and manufacture of electrolytic seawater disinfection systems, Severn Trent De Nora has applied its 35-plus years of marine equipment experience to the treatment of ballast water with the BALPURE system. Using a slip stream approach, the BALPURE system can be remotely mounted away from ballast lines. The system is most commonly supplied in six small, sub-assembly components. It can be installed in the most convenient location to suit vessel machinery, minimizing the relocation of other equipment or the need for engineering or ship re-designs. It features low power requirements – less than half of some competing systems; low maintenance requirements; and simple operation. Accommodating ballast water flow rates ranging from 500 to 20,000+ m³/h, the BALPURE



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system is especially advantageous for crude oil tankers, chemical / product tankers, LNG / LPG carriers, bulk carriers and container ships.

Severn Trent De Nora will showcase the BALPURE system at [KORMARINE](#) #N80, 26 – 29 October, Busan, Korea; [Europort](#) #8236, 8 – 11 November, Rotterdam, the Netherlands and [Marintec China](#) #4E71, 29 November – 2 December, Shanghai, China.

About Severn Trent De Nora, LLC

Severn Trent De Nora, LLC (www.severntrentdenora.com) is a joint venture offering a solid foundation to support marine and offshore industrial water disinfection needs by drawing upon the strength and global resources of Severn Trent Services, Fort Washington, Pa. (www.severntrentservices.com) and Gruppo De Nora, Milan, Italy (www.denora.it). Severn Trent De Nora offers the benefits of enhanced technical solutions and a greater range of services by combining the seawater disinfection capabilities of both companies. Severn Trent De Nora offers products to serve marine wastewater treatment applications and the seawater disinfection needs for the following applications: power generation, desalination facilities, coastal industry, offshore oil and gas facilities, general marine, cruise vessel industry and navies worldwide.

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