

## Change of management in Aquatec Solutions Chile

Aquatec Solutions want officially to inform the Salmon industry that Alejandro Izzo will be leaving the position as MD of Aquatec Solutions Chile by September 15<sup>th</sup>. 2011.

Aquatec Solutions thanks Alejandro Izzo for his faithful and honest manner of heading Aquatec Solutions Chile in the past 5 ½ years and for all his time and efforts put into our company, knowing that during the past years of recession in the salmon business in Chile, it has been difficult at times to operate in Chile. We wish Alejandro all the best luck in his new job and hope that our friendship will stay on in the future.

For the time being from after September 15<sup>th</sup>. 2011, Aquatec Solutions is happy to inform that Mauricio Leal (present occupation: International Project Manager in Aquatec Solutions Chile) has been so kind to take over the responsibilities as MD in Aquatec Solutions Chile while we all find out how the picture of management shall look like in the longer term.

Happily Aquatec Solutions Chile have been able to keep our staff busy during the challenging times in Chile, by building the second recirculation system for Novofish and other projects in Chile and by also building projects other places in the world stretching from Tasmania in the south to Norway and Faroe islands in the north. The staff of Aquatec Solutions Chile have all been flexible and ready for new tasks in other countries while keeping our presence in Chile, their efforts and desires to work with us to globalize Aquatec Solutions has made them and Aquatec Solutions Chile a valuable and contributing part of the Aquatec Solutions companies.

Even though that sales in Chile has been low during the recession in the salmon industry, we have a great believe in a successful future for Aquatec Solutions Chile, as the salmon industry in Chile is improving very quickly now, and we will support Aquatec Solutions Chile in order to be an active part of the improving market.

### **Aquatec Solutions launches new Equipment Division:**

Aquatec Solutions Denmark has appointed Kurt Lysemose as our new Sales Manager for the Aquatec Solutions Equipment Division as a step in our strategic decision to build up a division that will concentrate on Equipment sales both in Chile and in other markets that Aquatec Solutions is working in. The reason for this strategic move is to benefit from an increased sale of the large range of Aquatec Solutions branded equipment already developed and proven in the market.

By increasing equipment sales Aquatec Solutions will have two legs to stand on, Recirculation systems & Equipment, which will stabilize sales in eventual future periods of recession in the salmon business, as during recession there are only very few projects – and the increased sales of equipments, spare part and maintenance works will make it easier to keep the sales up during times of recession.



As a result of the build-up of the Equipment division in Aquatec Solutions, a complete new web-site has been released during AquaNor, in order to show better what equipment and services AQS can offer our customers world wide.

Kurt Lysemose, Sales Manager Aquatec Solutions Denmark, will be driving the activities for Equipment and After Sales in Chile and Ole Enggaard Pedersen, MD of Aquatec Solutions Denmark will be driving the activities regarding recirculation projects in Chile.

### Other news

#### **Projects sales:**

Aquatec Solutions has got the largest contract ever in our history, namely a recirc. project for Marine Harvest Scotland. The project has a capacity to feed 6000 kg feed per day, and the project is based on our Zero Water Change technology that allows for as little as 30 – 50 liter of intake water / kg feed usage. Beside this Aquatec Solutions is currently working in the building process of 4 other recirculation systems – all for salmon smolt production.

#### **Equipment sales:**

Aquatec Solutions has had very good success in selling our feeding systems and Fish Tank Cleaners and lately we have developed a Vacuum degassing system to take out N2 saturation from the water, and we have sold 5 of these units to Norway.

So overall things are going very well in AQS, and now we will focus on determining the perfect solution for the long term replacement for Alejandro Izzo who can move AQS CL into “The Premier League” within the business areas of Equipment & After sales AND Project Sales to the salmon business in Chile.

Kindest regards



**Aquatec Solutions A/S**  
**Ole Enggaard Pedersen**  
Managing Director

**SEE OUR NEW WEB-SITE:**

[www.aquatec-solutions.com](http://www.aquatec-solutions.com)