

For immediate release

Press release



The opening of its first factory in the United States

Solenio Strengthens Position as Leader in Water Management

Saint-Jean-sur-Richelieu, September 26, 2024 – Soleno, a Canadian leader in water management, announced the opening of its first U.S. factory, in Saratoga Springs, New York. This milestone confirms the company's momentum and determination to offer sustainable solutions that address the aging water management infrastructure in North America.

The Saratoga Springs facility will initially focus on manufacturing the KUSTOMFLO line of high-performance pipes for the Canadian and U.S. markets. The factory will also serve as a distribution centre and seven days a week. This will enhance Soleno's ability to efficiently meet the growing needs of its customer base, especially in the U.S. The first orders have already been shipped.

Following its recent expansions in Ontario and New Brunswick, Soleno is investing more than \$22 million in this 45,000-square-foot facility, which began operations in August. A second phase adding 25,000 square feet, is currently under review.

A solution to the dual challenge of climate change and aging infrastructure

Solenio became the first supplier in Canada to offer the KUSTOMFLO product line, developed using German Krah Pipes technology, marking a significant advancement in the Canadian market. These pipes, made primarily from high-density polyethylene, offer one of the largest diameters on the market and are known for their exceptional durability (they last for over 100 years!), as well as for their custom-design capabilities, and low environmental impact when compared to traditional materials, such as concrete.

Furthermore, KUSTOMFLO offers a solution to the challenges of aging underground infrastructure and the intensification of bad weather due to climate change. Corrosion-resistant and versatile, KUSTOMFLO pipes meet the most demanding standards and withstand extreme weather conditions and heavy traffic, thus proving ideal for the specific challenges of water infrastructure projects.

Growth benefiting the community and customers

This expansion marks a decisive turning point for Soleno, significantly enhancing its range of products and services for its Canadian and U.S. customers. By expanding its expertise in stormwater management to a comprehensive approach to sustainable water control, Soleno now offers its customers complete, and tailored solutions that align with their needs. With a variety of applications, ranging from sanitary and hydroelectric networks to sewer systems, pressurized water distribution systems, culverts, and water retention systems, the company provides high-performance products that ensure a minimal footprint for every project.

Local partners, especially SCIDA (Saratoga County Industrial Development Agency) and SEDC (Saratoga Economic Development Corporation), provided crucial financial support for the project, which has created around thirty jobs in the community.

Quotes

“With this new plant, Soleno affirms its position as a leader in North America’s water management sector. This project reflects our commitment to offer cutting-edge solutions tailored to the specific needs of North American markets while strengthening our production and distribution capacities. We see this expansion as an opportunity to push the boundaries of innovation for more resilient and sustainable infrastructure.”

- Alain Poirier, President, Soleno

“Establishing a factory here in Saratoga Springs allows us to reach a new level of efficiency and proximity to our markets. Our ability to produce locally enhances our aptitude for meeting the specific needs of our U.S. customers while integrating sustainable solutions that will benefit our Canadian customers. We are proud to contribute to the area’s economic vitality by creating jobs and developing strong partnerships with local stakeholders.”

- Mathieu Cornellier, General Manager of the Saratoga Plant

About Soleno

Soleno is a leader in the water management sector and one of the largest conditioners of high density polyethylene (#2 plastic) in Eastern Canada. Over the years, the company has developed a cutting-edge expertise in sustainable solutions. Soleno manufactures and distributes a wide range of products for the collecting, conveying, treating and storing water for the infrastructure, residential, natural resources, and agricultural sectors. The majority of Soleno's products are made of recycled, high-density polyethylene, a light and resistant material that can last for over 100 years. Today, Soleno represents a group of five business units, including Soleno, Soleno Service, Soleno Textile and Bluewater Pipe, which employs over 500 workers in 13 industrial sites in eastern Canada and in the United States. To learn more about Soleno, visit soleno.com.



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