

For immediate release

Press release



A true leader in water management in Canada

Solenio expands into the United States with \$22M Investment in Water Management System Innovations

New Plant will Create 35-50 New Jobs for Saratoga, NY

SARATOGA, N.Y. (March 7, 2024) – As a true leader in water management, Soleno – whose expertise is already well-recognized in Canada – is proud to announce construction of its new plant in Saratoga, New York. This expansion marks the official establishment of Soleno’s emerging presence in the United States.

The plant will bring sustainable water management to residents and businesses in the Saratoga community, along with job opportunities and state-of-the-art infrastructure. Construction for the plant has already begun, with the plant expected to open later this year. The \$22 million investment in this project will enable Soleno to introduce its latest product line, KUSTOMFLO, leveraging the innovative German Krah Pipes technology acquired by the company in 2022. This initiative will enhance the ability to reach and serve customers across the East Coast of the United States and in Canada. KUSTOMFLO represents a pivotal step forward for the company, facilitating the production of custom-manufactured large-diameter pipes in high-density polyethylene. These pipes are meticulously crafted for water

management infrastructures, heralding a new era of possibilities for Soleno.

“It is with great pride that we announce the establishment of Soleno in the United States. Through this new expansion, thanks to our unique technology and the expertise of our team, we will be able to pursue our mission by offering the most ecological and sustainable solutions for water management,” said Alain Poirier, President of Soleno.

Soleno will now be able to extend its field of expertise to sanitary water, waterworks, hydroelectric and high-pressure applications, sectors that are mainly served with traditional materials. Knowing that a high-density polyethylene pipe has the lowest ecological footprint compared to other materials, the company now provides its customers and the local community with the most sustainable alternative for water management infrastructure projects.

The plant

With financial support from the Saratoga County Industrial Development Agency and the Saratoga Economic Development Corporation, the Saratoga plant will be built on a 22-acre site and will cover an area of over 45,000 square feet (including office spaces). An extra 25,000 square feet could be appended in a subsequent phase if deemed necessary.

“The Saratoga Economic Development Corporation (SEDC) welcomes Soleno Inc. to Saratoga County. Our collaboration and partnership with the Saratoga County IDA, NYS Economic Development and Soleno Inc. are essential to the success of this project and demonstrate clearly that our city is open for business and SEDC is prepared to help,” mentioned Greg Connors, President of SEDC.

Construction of the plant has started with a scheduled inauguration set for 2024. The construction project is led by Munter Enterprise, a well-known general contractor in the region.

“Over the past year and half, we’ve gotten to know Soleno’s vision and values, which played a significant role in our desire to pursue them as a tenant at WJ Grande Industrial Park. I am confident that Soleno will prioritize social, community, and environmental involvement in its host community of Saratoga County. It truly makes our Team proud to be a part of this project,” commented Mike Munter, Vice-President of Munter Enterprises.

Significant benefits for the region

Soleno's entry into the United States and the Saratoga community, along with the export of KUSTOMFLO products, will yield substantial economic advantages. These include the generation of 35 to 50 well-compensated, skilled job opportunities and the infusion of valuable manufacturing expertise into the area.

“Our new plant in the United States is a major project for Soleno and represents a turning

point in the pursuit of our mission. We're delighted to call the beautiful community of Saratoga home," mentioned Mathieu Cornellier, General Manager for Soleno USA in Saratoga.

Mirroring its presence in Canada, Soleno is committed to expanding its operations in the United States seamlessly. The company is committed to actively engaging with the Saratoga community, attentively listening to its needs, and striving to become a fully integrated corporate citizen. Soleno is dedicated to fostering positive impacts on the local economy and community through our endeavors.

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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 Canada and in the United States. To learn more about Soleno, visit solenousa.com.



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Source: Soleno