



Above: Chief Scientific Officer at Ziltek, Dr Grant Webster using RemScan™ in the field. Top left: Graph showing Total Petroleum Hydrocarbons (TPH) in soil collected from RemScan™ versus NATA Accredited Laboratory results.

## Cleaning up in the US

Ziltek's success of waste remediation technology paves the way for the US launch.

Waste remediation technology company and BioSA Business Incubator tenant Ziltek Pty Ltd has enjoyed numerous successes this year and is currently preparing to take its unique RemScan™ device into the lucrative US market.

Developed in collaboration with the CSIRO and supported by the Victorian HazWaste Fund, RemScan™ is a hand-held infrared device that allows instantaneous measurement of petroleum hydrocarbon contamination in soil. Multiple early sales have already been made to a multinational oil company based in Western Australia and an environmental protection agency. The positive feedback has paved the way for the company's next stage of market development.

"We've always had the strategy of using Australia as a testing ground for the technology so that we can refine the product before entering the more sophisticated US market," said Dr Richard Stewart, co-founder and Managing Director of Ziltek. "We are pleased to have identified two high calibre early adopters that are keen to work with us in Australia."

Already, independent evaluations of RemScan™ are underway in the US, funded by a BioSA Industry Development grant that Ziltek was awarded in April. The evaluations are expected to be complete by the end of the year, with sales to the estimated \$30–\$50 million US market to begin in 2014.

"The oil company that we've sold to in Western Australia has shown a willingness to provide a direct gateway for us into the US market. Two other oil companies who are currently testing the technology in Australia will offer a similar route to market overseas."

"We believe this is a more strategic way of entering the US market rather than just going in blind."

Ziltek has also appointed Mr Chris Lawrence as Commercial Manager after receiving a Commercialisation Australia Experienced Executives grant.

"We were approaching the end of our product development work and looking at getting RemScan™ into the market and we wanted an experienced sales and marketing executive on board to manage that process," Dr Stewart said.

"We are pleased to have identified two high calibre early adopters that are keen to work with us in Australia."

*Dr Richard Stewart, co-founder and Managing Director of Ziltek*

"Chris has twenty-five years experience in the oil and gas industry and, as it happened, he was available – perfect timing for us, with a perfect background. His assistance will accelerate our US market launch, and we can draw on his extensive networks in the petroleum space."

From only two employees in March 2011 to currently employing eight staff, the international launch of RemScan™ is expected to result in an increase in staff at Ziltek as well as ongoing local investment in the company and its products.

**For further information please visit [www.ziltek.com.au](http://www.ziltek.com.au)**