

## **Humidity Solutions/Cotes Distributor Agreement Press Release**

November 2019

From 1<sup>st</sup> November 2019, Humidity Solutions will be the exclusive UK distributor for Denmark based Cotes A/S, manufacturers of desiccant dehumidifiers. At a meeting at the Royal Danish Embassy in London, John Barker MD of Humidity Solutions and Peter Lange, Export Sales Manager for Cotes, met with Per Andersen from the Embassy's Commercial Section to discuss the opportunities this new agreement will offer both companies.

Cotes design and manufacture robust, top quality adsorption dehumidifiers for applications including lithium-ion battery production, food industry production facilities, cold stores and freezer tunnels, storage facilities, spray drying installations and wind turbines. Microprocessor-based control units and advanced sensors make sure Cotes dehumidifiers are easy to control, with the exact degree of automation applications require.

Peter Lange stated 'we are delighted to have Humidity Solutions to represent us in the UK, and look forward to working with their team to provide specialist dehumidification solutions to their customers.' John Barker added 'the Cotes range allows us to further develop our dehumidification business in the UK and we are confident not only in the quality of the products, but also the back up and support we will receive from the manufacturer in all our projects. We look forward to working with the Cotes team.'

The new agreement will strengthen Humidity Solutions' links with Denmark as the company is also the UK distributor for Airtec, manufacturer of adiabatic humidification systems. The UK is currently Denmark's 4<sup>th</sup> largest trading partner.

Whilst Humidity Solutions already has extensive experience in dehumidification applications, including classic car storage, charcuterie production and pharmaceuticals, some of these markets are seeing significant expansion due to technological and environmental developments. Lithium-ion battery production, for example, is a rapidly expanding sector where very precise environmental conditions are crucial and relative humidity levels of less than 1% are required. In meat, poultry and fishing processing, condensation and humidity in the air encourages bacteria, micro-organisms and other pathogens to thrive and therefore dehumidification is essential to secure the meticulous hygiene standards required.

Per Andersen commented, 'The Embassy's Commercial Section assisted Cotes during a lengthy search process for the best possible British partner, so we are confident that they are now in good hands. Humidity Solutions already has a long history of representing Danish technology in the UK, and we are delighted that Cotes has now been added to their product portfolio'.