

## Translation from Swedish



**\*\*\*Lars Arvidsson: "I am very happy with Agam's dehumidifiers, which both increases quality and saves money in the company.**

**Agam's dehumidifier saves money and improves the quality for K.G. & Sons Nursery in Billeberga**

**K. G. & Sons Nursery Ltd bought Agam's dehumidifiers for greenhouses and won a battle by reducing energy consumption by over 60 percent. The enhanced greenhouse climate reduces waste by several percents and the tulips are feeling much better.**

**Here, the owner Lars Arvidsson on investment that strengthens both the products and the economy.**

K. G. & Sons Nursery grows tulips bulbs as its main specialty. Tulip cultivation accounts for about 70 percent of its turnover.

Tulips are by nature sensitive to high humidity. They need a consistent humidity and temperature in order to feel well.

Until recently, K. G. Hansson's owner, Lars Arvidsson, like most others – discarded of the moisture by ventilating the greenhouse.

But airing a 15,500 square foot greenhouse is losing huge amounts of costly energy right out of the window.

So the method is not very effective. Tulip Wastage is around 10 percent. Each percent of decreases waste means a saving of between 200,000 and 300,000 SEK.

Lars Arvidsson has looked at various solutions over the years. But they were too poor or too costly.

But through friends he got in touch with Jonkoping Company **Resurshuset S AB**, a distributor for a well-known greenhouse supplier **ProGro in Eskilstuna**.

- After only seven minutes Presentation of **Agam's dehumidifier** I knew immediately that this was something for me. Today I have three machines in my greenhouse and, in principle, the investment pays off in a year, says Lars Arvidsson.

**Agam's dehumidifier** draws in moisture from inside the greenhouse with the help of Lithium Chloride, a type of salt that binds moisture. The salt solution is pumped into a heat exchanger, which dries the solution with heat. Dry hot air goes out of the machine and into the greenhouse and creates an even temperature. The salt is recycled back into the machine.

One can simply forget about airing through air gaps from now on!

- Linköping University has done a study of **Agam's dehumidifier**. It shows that energy saving is more than 60 percent. In a normal greenhouse of 1,000 square meters it will save approximately 400,000 kiloWatts of energy a year. I can additionally reduce wastage, of perhaps 100,000 tulips each season, as it has significant impact on our business results and our products' quality, says Lars Arvidsson.

In combination with other measures **Agam's dehumidifiers** have helped to increase the competitiveness of KG & Sons Nursery AB.

- We have improved the quality of our tulips and I see a clear potential to enhance the company's ability to produce good flowers, says Lars Arvidsson.

Finally Lars emphasizes that both **ProGro** and **Resurshuset** been easy to work with.

- They have really put themselves into my needs and shown great interest in solving our problems.

- I have already recommended **Agam's dehumidifiers** to colleagues in the industry!