

# Chemquant



## Contact

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## Business Summary:

Chemquant is the developer of ColdBlock™ technology, which can be used for analyzing environmental samples for a number of regulated metals. The process involves heating the sample in a mixture of acids to dissolve the metals from the sample.

## Customer Problem:

Current technology is an order of magnitude slower and less accurate than ColdBlock™

## The Solution:

ColdBlock™ provides rapid and accurate results, using a heating program of half an hour or less, compared with conventional methods that typically take 4 hours. ColdBlock™ also delivers better accuracy and smaller variance in the results. Furthermore, Brock researchers are investigating the potential of the technology for the analysis of geological samples (they are typically much more difficult to dissolve than are environmental samples).

## Revenue Model:

Manufacture and sale of ColdBlock™ units direct to the end user.

## Target Market:

Sale of the ColdBlock™ into the market will be a two-step process: First a 6-sample system that will meet the needs of the environmental business, such as municipal laboratories, where the number of samples is limited. There are hundreds of these types of labs across Canada and the US. The expectation is that the system will sell on the basis of the speed with which samples can be prepared and the turnaround time for results to be delivered. The second and longer-term model is the development of a robotic system that will automate the entire process of sample preparation for the mining industry and will be based on a larger, perhaps 20-sample system that will compete effectively with so-called hot-block technology.

## Competitive Advantage:

The advantage of the ColdBlock™ is the increase in speed of sample preparation and the improvement in the accuracy of the results.

## Milestones:

- OCE TPS funding: \$25K Evaluate ColdBlock™ technology 2012
- ARC funding: \$72K Extension of evaluation of ColdBlock™ technology to Geological/mining samples. 2012
- OCE-CEMI-NSERC: \$580K Complete automation of ColdBlock™ technology and interface with Laboratory Information System software (applied for February, 2013)