

'The importance of thinking outside of the box'



Gas Infusion Systems Inc. improves health of aquatic organisms

BY JENNIFER GOUCHIE-TERRIS

Gas Infusion Systems Inc. is like a breath of fresh air for aquatic life.

Incorporated only two years ago, the St. Andrew's-based company specializes in a Mass Gas Transfer System Application that infuses oxygen into marine and freshwater environments, to improve the health and well-being of aquatic organisms.

"It results in a healthier, stress free environment for fish," says company president Mike Beattie. "Utilizing the foundational research, we have successfully delivered the first of a series of innovative, game-changing solutions to industry."

Unlike conventional methods, the GIS system involves an exchange of gases, extracting nitrogen from the incoming fluid stream and infusing oxygen into the outgoing fluid stream. Because it's a one-for-one molecule exchange, total gas pressure remains constant which is vitally important to aquatic life.

"Pressure negatively affects aquatic life, so we've created a technology of stripping nitrogen gas out and substituting a molecule of oxygen for every molecule of nitrogen removed which leads to increased oxygen levels and organism growth," explained Beattie.

GIS customers come from a variety of sectors including aquaculture, wild fisheries, and the hydropower industry. GIS takes great pride in the fact they look at the process from a different perspective than the rest of the world.

"Our goal is to penetrate the market by producing products far superior to anything that currently exists," said Beattie, who is both a veterinarian and wildlife biologist.

As a small startup company,



Gas Infusion Systems Inc. is developing game-changing technology to improve the health and well-being of aquatic organisms. Shown here is the company's container oxygenation system.

PHOTO: STEPHEN CRABBE

GIS relies heavily on its business networks to engage employees and continue innovating. They routinely meet with multi-disciplinary groups to sharpen their listening skills and encourage outside-of-the-box conversations that lead to innovative new ideas.

He believes innovation is what keeps staff motivated and

interested, noting it's also important to the Maritime economy because of the number of small startup businesses like GIS. "We have to really capture their attention because we're competing with large corporations globally and it's hard to penetrate the market with only a few employees," said Beattie.

He credits the company's

success to its employees, all of whom bring different strengths to the table. But he also gives a lot of credit to the patient investors and various networks they've developed over the past couple of years. In fact, working with like-minded people is how they plan to grow the company.

"I can't stress enough the importance of thinking outside of

the box and talking to people with the same mindset about how to grow the company."

Moving forward, Beattie said the company will always be looking in two directions.

"Backwards to fulfil orders and sales and forward for the next genius idea, and how we can bring innovation to that idea," he concluded.