

HaloSource of Bothell lands \$15 million

BY JOHN COOK
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Access to clean drinking water is a huge issue in developing countries, with an estimated 1.1 billion people tapping water supplies that are tainted with bacteria and viruses.

HaloSource wants to help solve that problem. To do that, the Bothell company has landed \$15 million in new financing from The Masdar Clean Tech Fund, an investment fund created by the government of Abu Dhabi in the United Arab Emirates, Credit Suisse and Consen-

sus Business Group.

The money will be used to expand the company's water purification technology to China, Latin America and the Middle East. HaloSource's purification systems are already sold in India through partner Eureka Forbes, a consumer product giant that is India's largest seller of vacuum cleaners.

Andrew Clews, vice president of marketing and business development, declined to say how many of the purifiers have been sold in India. However, he said it was in the hundreds of thousands.

The company's HaloPure product is different from other water purification technologies that use ultraviolet light to kill bacteria and viruses. In the case of HaloPure, the water passes over a bed of polystyrene beads to remove harmful bacteria and viruses. At this point, the technology is sold only through Eureka Forbes, with the consumer water purification devices selling for \$39 and \$68 in India. The company is now looking for new partners in new regions.

The company has a long history, stretching back to the early 1980s. At that time, it was known

as Vanson. Best known for selling products to clean pools and spas, the company merged with HaloSource in 2002. That same year it raised \$9 million in venture funding from Alexander Hutton Venture Partners, Buerk Dale Victor and Britannia Holdings Ltd. In 2005, candy giant Mars pumped \$5 million into the company. It employs 70 people.

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