

## REAL TECH – Paper Edit

**\_(JG) – Jodi Glover – CEO**

**(AG) – Andrew Glover – Co-founder and Inventor**

(JG) Real Tech has developed an innovative product line of water quality analyzers that are able to detect for many common and emerging contaminants that are found in drinking water and waste water.

\_(JG) Our customers can range from a municipal water or wastewater treatment plant to a manufacturer in the food and beverage industry, to petrochemical industry, the pharmaceutical, to government agencies and engineering firms, and even water treatment suppliers

\_(JG) Our systems are now in over 33 countries around the world, so on every continent you can find a RealTech analyzer, ranging from helping people with pollution to detecting contamination in drinking water in various applications. We're all around the globe.

\_(JG) We were very honored to receive the Deloitte Technology Green 15 Award for the third consecutive year this year. It recognizes our work within the clean tech/ green tech environment here in Canada, and that we're continuing to innovate and grow and make a difference in that space, so it's very exciting for us.

\_(JG) Whitby is a great place to be able to conduct business. We're able to have access to the GO Train station. We have wonderful public transportation. We are actually very short drive from Pearson Airport. We get a lot of international visitors to come see Real Tech here and meet with us. It's never a problem for anybody to be able to quickly access us.

\_(JG) I think we've been able to put together a fantastic team here at Real Tech locally. So from our local Durham College to our local university, UOIT, other local colleges or universities, Trent University for example is one of the schools that we've been able to find talent from. We've got an amazing resource of education and talent in the local area and that's help build Real Tech.

The cost when you are trying to find an industrial facility the size that you need to be able to accommodate what the resources and the caliber that you would like to have, as an enjoyable place to work, looking in the city it can be 10 times as much than it can be out here in Whitby, so it was really kind of a no-brainer for us to pick Whitby to set up our office for Real Tech.

(JG) There's a lot of cost advantages to having your business here in Whitby, and I was actually just referencing that with a gentleman I was meeting with last week, who was setting up a new clean technology company, and suggested to him, 'You might want to think about coming out to Whitby to set up your space.'

| (JG) For us, working and living in this region has been fantastic. A lot of our employees are very happy to be able to find work here locally in Whitby because they all live either here in Whitby or just in the neighboring in Durham Region, and that's fantastic, so we don't have to worry about the long commutes into the city, and we're able to find excellent employment in a wonderful sector of the environment initiatives that we do here in Whitby.