



“We have amazing suppliers, we have amazing talent that’s here and great support services—so from a cost perspective, a shipping perspective or a supplier perspective, it all kind of makes sense for us to be able to utilize Whitby.”

Jodi Glover
CEO
Real Tech

Andrew Glover
Co-Founder
Real Tech



Bright Ideas

Real Tech’s analyzers shine an important light on contaminants that lurk in the water

Real Tech’s water quality analyzers are shining a valuable light on contaminants that might otherwise remain hidden in drinking water, wastewater or even the water used for industrial processes.

Every chemical or nitrate absorbs light in a slightly different way, giving it a unique fingerprint, explains Andrew Glover, Co-Founder of the company and inventor of its technology. Because of that, the Real Tech equipment can identify any unwanted changes in the levels of these contaminants by measuring the amount of light that passes through the fluid.

“I had this idea that a single sensor is best,” he adds, referring to a streamlined system that has secured three patents and addresses unwanted shifts or fluctuations in the lamps and sensors. “As few optical components as possible simply seemed to be better.”

A long list of customers has come to the same conclusion. Today’s users are as diverse as municipal water treatment plants and Fortune 500 manufacturers in industries including food and beverage, petrochemical and pharmaceutical sectors. They are even found in 33 countries and counting.

“On every continent you can find a Real Tech analyzer,” CEO Jodi Glover proclaims.

Every system has been developed and assembled in the company’s Whitby facility, alongside the ongoing research and development efforts that continue to expand the equipment’s capabilities. And that commitment has been honoured for three consecutive years by the Deloitte Technology Green 15 Award.

“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,” she says of the award.

The work itself has been supported by a long list of local suppliers.

Community of Choice...for Business

Fast Fact Real Tech’s water quality analyzers are exported to over 30 countries from their facility in Whitby.



“We have a number of local suppliers that are literally right around the corner. So from whether or not it’s machined parts, or our metal, or our labels for our analyzer, or different supplies that we need, we have various suppliers that are all right here,” she says.

Skilled personnel have also been recruited from nearby Durham College, University of Ontario Institute of Technology and Trent University. “We’ve got an amazing resource of education and talent in the local area, and that’s help build Real Tech,” Glover adds.

Many of the employees were attracted by the opportunity to work close to home and eliminate long commutes from their daily lives.

“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,” she says.

Customers enjoy the easy access, too. Says Glover: “We’re able to have access to the GO Train station. We have wonderful public transportation. We are actually a 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.

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