



REMOSA: manufacture of systems for the treatment of waste waters

REMOSA, a company in the town of Súria, set up in 1981, specialises in the manufacture of systems for the treatment of waste waters, the reuse of waters and equipment for the storage of liquids, all constructed from polyester reinforced with fibreglass.

REMOSA is currently the only company in its sector which has a R&D plant whose objective is the testing, study, improvement and optimisation of the purification lines of its products. The company also has its own engineering department using cutting-edge technology, as well as its own research group. This allows the company to offer a complete service for the implementation of solutions for the treatment of urban waste waters.

The relationship between *CTM Centre Tecnològic* and REMOSA dates back to their joint collaboration with CDTI (Centre for Industrial Technological Development) in the development of a new plant and test laboratory, an initiative which represented a clear commitment to R&D in the sector.

CTM Centre Tecnològic assisted REMOSA with the definition and presentation of the project to the local authorities to help underline the importance of R&D in the project and to demonstrate the benefits of this. The Centre also provided advice about finance and technical and scientific R&D.

We asked Mr. Valentí Reguant, the director of REMOSA, the reasons why REMOSA decided to carry out R&D and how this was this organised internally.

At first, every time that our Technical Department developed a new design, or modified already existing designs we required the collaboration of customers to perform the corresponding tests and to check performance and results.

As you might imagine, this was somewhat complicated, as the collaboration and positive predisposition of the customer was required. The distance of customers and the limited control of equipment during testing proved difficult, and for this reason the need for our own test bench arose, in order to verify the results of our designs with total control and to ensure the maximum independence and reliability of the results obtained.

Once the decision was taken, we evaluated the requirements and realised that we needed a source of available urban waters located close to Súria. It was clear that the best location would be beside the Súria water purification plant. For this reason in January 2001, we approached

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the ACA to explain our project to them and to request their authorisation for the capture of sufficient waste water flow. They responded positively, but we also required the agreement of the water purification plant management company, SOREA. They also agreed. With the permission of ACA and SOREA we only lacked authorisation from Súria town council. It took us three years, but we finally obtained permission.

- Once the company and its professionals had decided to commit to this approach, how did you obtain resources to start up the R&D projects?

As you yourself stated, once we had decided upon this project and the value of investing in this, we looked at existing sources of aid. For this reason we contacted CTM and from that moment on *CTM Centre Tecnològic* has been at our side, helping us and offering advice.

- Bringing new products on to the market which in some cases began as risky R&D projects demonstrates the need for companies to commit to this kind of project. What do you personally feel to be the benefits which R&D has contributed to your products?

The first benefit is the knowledge that we obtained at all levels. For REMOSA, R&D has forced us to go beyond the day-to-day, and has allowed us to raise our heads and look to the horizon, to share our knowledge and compare it with new trends, reinventing new products, improving and extending our product range, and adapting new or existing products to the new requirements of the market.

To give you an idea, over the last three years, thanks to our R&D efforts, we have almost doubled the number of references in our products catalogue.

- What advice would you give to other companies that are currently thinking about carrying out R&D projects?

I'm not one for giving advice, but what I'm sure about is that in all strategic company plans one has to bear R&D and knowledge in mind, if you want to advance.

- Companies which carry out R&D normally begin with small projects and slowly but surely end up carrying out more important projects. What is the R&D situation of REMOSA?

At present, we are working on the "SOSTAQUA" project for the technological development of a sustainable cycle of urban waters, a project led by ADBAR with the participation of a further 16 companies, with a duration of 4 years.



REMOSA is a clear example of business success. The company management has had a clear vision of R&D which has permitted the creation of knowledge which has allowed them to offer technologically competitive products, different from those produced by the competition. In addition, the R&D dynamic has made REMOSA truly agile in product design, with a reduced *time to market*.

REMOSA has two production centres, one in Súria and another in Noblejas (Toledo) and a team of professionals formed by 180 workers (130 direct and 50 indirect collaborators). It has collaborators throughout Spain, France and Portugal, with an international presence which allows the company to reach countries such as Germany, Argentina, France, Morocco and Chile, amongst others.

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