

Differentiating RODI Systems from Its Competition

RODI Systems Corp., Aztec, New Mexico, USA

This document provides a comparison of RODI Systems' products and services to that of its competition. The table shown below lists a number of points with the resulting comparison between RODI Systems and its competition. Please note that the comparisons shown below are general in nature and based on RODI Systems' current knowledge of the competition. These points of comparison are not directed at any one particular competitor.

Point of Comparison	RODI Systems	Competition
<i>Overall Experience</i>	RODI Systems has been designing and building water treatment systems for almost two decades. Moreover, the principal owner of RODI has thirty-three years of total technical experience in water treatment and environmental management.	Very few competitors can match RODI's lifetime in the business. Even fewer <i>can match that lifetime under the same ownership</i> as they have changed ownership during their lifetime and their tenure exists in name only.
<i>Desalination Experience</i>	RODI delivered its first desalination system in 1995 and that system is still in operation. Since then, RODI has provided desalination systems for a multitude of applications including seawater treatment for potable water, seawater treatment for industrial use, ground water remediation, oil and gas produced water treatment, and industrial waste water treatment.	Many competitors specialize in only one area, the desalination of seawater for potable use. While they have gained experience in that application, they lack the broad experience that RODI has acquired by working in other, more challenging applications.
<i>Waste Treatment Experience</i>	RODI has provided waste water treatment systems for some of the most challenging applications. These include food and beverage waste, oil and gas produced water, textile dyeing waste, contaminated ground water, cooling tower blowdown, and waste water from natural gas processing.	With the possible exception of the large, multi-national firms, very few competitors have the same broad experience in both waste water treatment and water purification. Those that do are seldom as cost-effective as RODI.
<i>Portable Systems Experience</i>	RODI specializes in the design and construction of portable and containerized treatment systems. RODI delivered its first portable system in 1997. Since then, RODI has shipped portable desalination, water purification, and wastewater treatment systems worldwide. Our experience has taught us much in regard to designing, building, and shipping portable systems.	Only a handful of competitors specialize in portable systems. Many of these are located outside the U.S. and do not adhere to the quality standards set forth by RODI.
<i>Controls Capabilities</i>	RODI has a long history in designing, building, and programming its own control systems. RODI also supplies controls to other major water treatment manufacturers including Siemens and GE. Since 2001, RODI has supplied over 5,000 controllers to other water treatment OEMs.	No other water treatment systems suppliers are known to match RODI's controls capabilities.

<i>Instrumentation Capabilities</i>	RODI holds several patents for unique monitoring systems designed specifically for monitoring reverse osmosis (RO) systems. RODI's EZSDI™ automatic silt density index monitors are used around the world for monitoring the quality of RO feed water.	No other water treatment systems suppliers are known to match RODI's instrumentation capabilities.
<i>Treatment System Design</i>	RODI takes a very conservative approach in designing its water treatment systems. RODI uses only the best quality components. Membrane flux rates are kept to minimum. Materials are selected for corrosion resistance and durability.	Many competitors take shortcuts in design and fabrication simply for the sake of price.
<i>Technical Support and Operator Training</i>	RODI is proud of its reputation for providing on-going support to its clients around the world. RODI is dedicated to ensuring its clients receive the maximum value from the treatment systems and products supplied by RODI. The principals at RODI have trained over 1000 water treatment operators during their careers. Their experience carries forward as RODI provides training to its clients and distributors.	Very few competitors can match RODI's experience and dedication in supporting system owners, especially in the area of operator training. Short-lived competitors may be able to provide an inexpensive system but can fall short on providing long-term support.

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