

WATER DESALINATION REPORT

The international weekly for desalination and advanced water treatment since 1965

Excerpted from Volume 51, Number 43

9 November 2015

Company News

MEMBRANE SUPPLIER TO RAISE ITS PROFILE

When Pennsylvania-based QUA Group debuted its product line at the 2011 Aquatech Amsterdam exhibition, the two-year-old company had just received NSF approval for its Q-Sep UF membrane and already had installed 15 of its patented FEDI ('fractional' electrodeionization) systems. *WDR* next caught up with the company at 2013 Aquatech Amsterdam as it launched its new CeraQ ceramic UF membrane product line.

Though the company has since added the EnviQ, a flat sheet, frameless MBR membrane to its product line, it has generally stayed out of the news. However, it looks like that's about to change. QUA recently appointed Fred Wiesler as sales and marketing director, and last week, Wiesler—who has 25 years of water treatment experience, including 20 years at Membrana where he was the global sales director—outlined his plans to increase the company's profile.

He told *WDR* that QUA has spent the last five years focusing on the engineering side of its business and his job is to help strengthen the company's sales and marketing efforts to

build on its recent successes. Besides preparing new product data sheets and sales literature, he said that the company plans to develop a direct regional sales organization in North America and a distributor/agent organization in the rest of the world.

"QUA has been very active over the last few years and we now have over 100 installations worldwide in municipal, power, petrochemical, food and beverage and pharmaceutical applications. Our installations range from low flow rates to a Q-Sep UF pretreatment system for a 38,000 m³/d [10 MGD] SWRO system in India.

"We've also recently installed one of the world's largest EDI systems at an LNG plant in North America. The client selected our patented FEDI dual voltage technology to polish over 14,700 m³/day [3.9 MGD] of RO permeate because of its ability to treat higher hardness water and enhanced silica removal performance," said Wiesler.

Besides offering its membrane products and EDI stacks to qualified system OEMs, the company also provides service support and product training.