

## Engineering a highly successful business

Established by Steve Rivers in 1992, the Hydra Group is one of the only engineering-based companies in the UK to design, manufacture, install and maintain stainless steel sewage 'screens'.

Since new regulations were introduced in 2000, Water plcs are now legally required to improve their systems by 2005 - and these 'screens' form an important part of controlling overflow areas. As a result, the Hydra Group has seen their annual turnover rise to over £2.5 million. By the end of the year the company plans to add to their premises in Indian Queens by building a 14,000 sq ft factory.

### Workforce

The company currently employs about 40 people, all recruited locally, but plans to take on another 23 once the new factory is ready. Most of the employees work as engineers in the factory, including two apprentices, with others manning the sales and infrastructure departments.

"It would make financial sense to manufacture our products abroad, but I feel strongly about remaining in Cornwall. With our highly skilled engineers I believe we can develop a centre of excellence here," says Managing Director Steve Rivers.

### Quality

Within the Hydra Group there is a quality management system registered to ISO 9001:2000.



### Clients

The Hydra Group works predominantly for Water plc companies across the UK, including Welsh Water, Wessex Water, Yorkshire Water and Northumbria Water. They have also recently won a large contract as the sole provider of static screens for government-owned Scottish Water.

"We have no problem encouraging clients to come and visit the factory - they can see how we manufacture the products, and they get the chance to stay in a really beautiful part of the country," says Steve.

### Technology

The group of companies invents, designs, manufactures and sells all its own products. The Hydrex Storm Water Screens are patented. The proposed building will include a new environmental testing facility.