

**Innovative Detection Solutions** 

# PHMSA R&D Forum July 18, 2012

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www.gasleaksensors.com

24 July 2012

FIND IT with SENST Technologies



Family business incorporated in 1980

Strong brand recognition in energy industry with brands like Gas-Trac, Sensit, Trak-It, Ultra-Trac and Smart-Cal.

Business built on innovation, service and integrity

We design, manufacture, service and sell

ISO 9001:2008 certified company







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Sales to 59 countries

Sustained growth through additional markets <u>and</u> new product development

Products produced in the USA in our state-of-theart manufacturing facility in Valparaiso, Indiana.

For more information review our website at www.gasleaksensors.com



ISO 9001:2008 certified company





## **Our Markets**



- Our Global Market Focus
  - Energy
  - Emergency Response
  - Industrial Health & Safety



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# R&D Success: The key elements

- •Realistic market requirement
- A realistic and affordable outcome
- •Early selection and interaction with researchers
- •Technology preparedness
- Commercializer competency
  - •Sales, design, production, science, resources
- Investment by commercializer
- Investor support of end product
- Regulatory acceptance







# SENS PMD

#### PORTABLE METHANE DETECTOR

GTI/OTD project
Sensit Involvement after design
Drive 75% cost out
2 years redevelopment
High investment cost
Good market opportunity
No regulatory challenges





# ULTRA-TRAC<sup>®</sup> MJL

#### METALLIC JOINT LOCATOR

- ≻GTI/OTD project
- Sensit Involvement after design
- ➢Drive 75% cost out
- ➤3 years redevelopment
- Medium investment cost
- Good market opportunity
- Edge of competency
- Successful launch



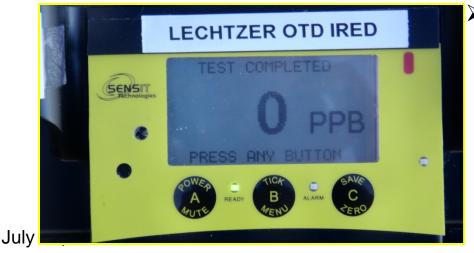
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# **Sensit IRed-Status**



- GTI/OTD project
- Sensit Involvement during design
- Drive 30% cost out
- <1 year redevelopment</p>
- Low investment cost
- Good market opportunity
- Launch expected Q4 2012





## Ultra-Trac APL – Acoustic Pipe Locator



- Sensit Involvement late
- Drive 20% cost out
- >~1 year redevelopment
- High investment cost
- Good market opportunity

FIND IT with

- Regulator acceptance
- ➤ Launch Q3/Q4 2012

July 24, 2012

# R&D Success: Going Forward

- •Early selection of commercializer based on competency
- •Early interaction/input with researchers
- •Support investment by commercializer
- Investor support of end product
- •Regulatory involvement and acceptance







**Gas Detection Products** 

Innovation • Solutions • Service

### Thank you For this opportunity

#### **Special thanks to:** Daphne D'Zurko – NYSEARCH Maureen Droessler – OTD Eddie Johnson/Dr. Kiran Kothari - GTI



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