



Innovative Detection Solutions

# PHMSA R&D Forum

July 18, 2012



**Sensit Technologies**

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24 July 2012





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





ISO 9001:2008 certified

Sales to 59 countries

Sustained growth through additional markets and new product development

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

For more information review our website at [www.gasleaksensors.com](http://www.gasleaksensors.com)

ISO 9001:2008 certified company





# Our Markets



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



## 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





# SENSIT<sup>®</sup> 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



FIND IT with **SENSIT**  
Technologies



# 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
- Low investment cost
- Good market opportunity
- Launch expected Q4 2012



July



# Ultra-Trac APL – Acoustic Pipe Locator



- GTI/OTD project
- Sensit Involvement late
- Drive 20% cost out
- ~1 year redevelopment
- High investment cost
- Good market opportunity
- Regulator acceptance
- Launch Q3/Q4 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**

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