Show Daily’s Interview Questions:

1. What products are in key focus at the show?

*At Paris, PTI will be promoting our full range of filtration and fluid control capabilities, but we will be focused this year on promoting our new technology and product developments to our customers. One area of focus will be our CabinSafe® products for improving cabin air quality and reducing fume events. PTI Technologies believes that ensuring high-quality cabin air is an ecosystem problem that requires products and technologies to address each source of possible contamination, so we are developing products for “fresh” bleed-air filtration, recirculation air filtration and in-cabin air treatment. Also, we will be sharing with our customers the new products and applications in our CAD / PAD business, such as reefing line cutters, pyro-flare igniters and pressure cartridges. Finally, we will be highlighting our growing market position in aerial refueling with the selection of our Aerial Refueling Receptacles for two new programs.*

1. Has PTI developed a new water filtration system? Why is this important?

*In response to market and customer requests, PTI has been developing and testing a new water filtration system for commercial aircraft. Providing quality water on the aircraft for beverages and galley use is very important for the passenger experience. To provide a system that is easy to maintain, with a low pressure drop, that provides removal of bacteria, odor and bad taste, and that is environmentally friendly, is a significant technical challenge. PTI has developed and has been testing to NSF Standards, a new high flow rate water filter system which is easy to maintain and has longer life than current filters in the market. This type of technology investment is part of PTI’s continuing commitment to bring leading-edge technology to our CabinSafe® portfolio of products to improve the passenger experience.*

1. Cabin air quality has come a long way - from a conventional legacy cabin to a more refined feel, aesthetics and air quality. How has this changed?

*Airlines, OEM’s, flight crews and the traveling public are just now starting to realize how important cabin air quality is to the aviation industry and prevention of fume events, which can impact the safety and well-being of flight crews and the passenger experience. In addition, the aviation industry is being challenged more each day to provide a safe cabin through the removal of bacteria and viruses. The cabin air on today’s commercial aircraft comes from two sources – half from recirculated cabin air and half from “fresh air”. For the recirculated air system, today we have High Efficiency Particulate Air (HEPA) filter systems, but there is no filtration for the “fresh air” component. The “fresh air” component of cabin air either comes from air bleed off the compressor stages of the engines or in the case of the Boeing 787 Dreamliner, from ram air coming from outside the aircraft. However, this “fresh air” can contain many contaminants, including carbon monoxide (CO), carbon dioxide (CO₂), ozone (O₃), hydraulic fluids, engine oils, pyrolysis products, Volatile and Semi-Volatile Organic Compounds (SVOC/VOC) and particulates. To improve cabin air quality, the removal of these contaminants is essential. PTI Technologies believes that ensuring high-quality cabin air is an ecosystem problem that requires products and technologies to address each source of possible contamination. To achieve this solution, a transdisciplinary approach, which addresses aircraft ground and flight modes with different integrated solutions is required. Our approach is the development of our CabinSafe® family of products for treating “fresh air”, recirculated air and in-cabin air.*

1. PTI makes both commercial and military products - what is the breakdown between them in terms of contribution to the overall business?

*Given the cyclical nature of the aerospace business, our goal has been to try to balance our business mix between commercial and military. Our historical pedigree was primarily commercial, but over the years, we have been fortunate to add military products to the portfolio to get a better balance. In the early 1990’s, we added significant military business when we were sold by HR Textron to our current parent, ESCO Technologies, including one of our flagship military programs, the F-15. In 2019, we added an aircraft valve, aerial refuelling and missile product line from our sister business that gave us new products, customers and markets to fuel our growth. Then in 2021, we acquired Networks Electronic Company (NEco), a Cartridge Actuated Device/Propellant Actuated Device (CAD/PAD) company, which adds even more technology and depth to our missile product line, while also opening new commercial and defense market segments for applications such as ejection seats, fire suppression and escape slides. With all of this, today PTI Technologies is close to being evenly split between commercial and defense, providing us with the business mix to provide stability in the dynamic aerospace market.*

1. What are the new military programs that PTI is working on?

*PTI Technologies is proud to be in production or supporting ongoing military programs such as the F-35 Joint Strike Fighter, F-15EX Eagle II, the H-60 Black Hawk, the T-700 engine, the AH-64 Apache, the C-130 Hercules, the Raytheon FIM-92 Stinger missile and many others. Today, PTI is seeing significant new work on refurbishment of strategic missile systems like the AGM-86 ALCM, as well as design and manufacture of engine anti-ice start bleed valves (AISBV), fuel valves, hydraulic manifolds, fuel tank inerting systems, coolant systems and aerial refuelling receptacles. PTI sees new program opportunities in the U.S. such as the Future Vertical Lift (FVL), F-47, F/A-XX and T-7A, as well as new missile and munitions programs such as XM343 SAVO and LGM-35 Sentinel. PTI has also been fortunate to be a part of new international military programs such as the KHI P-1 MPA, the KHI C-2, the Eurofighter, KAI KF-21 Boramae, the TAI Hurjet and the TAI Kaan programs. We also continue to have a strong focus on our U.S. and international military aftermarket, with spare parts and repairs on all aircraft platforms with PTI content. Our new programs include our proprietary 421® metal fiber media filters, which we supply in support of the global H-60 Black Hawk fleets, AH-64 Apache fleets and the AGPU ground carts used to support these helicopters. PTI is also expanding our MRO capabilities and inventories, focused on supporting all of our defense products to provide our customers with a full range of support.*

1. How is the CAD/PAD business growing?

*With the growing global military market, there is an increased focus in the U.S. for strengthening the industrial base for munitions and energetics as well as increased production demands. The energetics supply chain has been struggling to meet this increased demand, so there is an opportunity for our CAD / PAD business to grow. Our NEco CAD / PAD product line has a sixty (60) year heritage of strong technical capability and high-quality products. We are seeing increased opportunities for our NEI® family of initiators used in applications such as thermal batteries, ejection seat sequencing controls and rocket motors. We are also seeing increased opportunities for cord cutters used in applications such as ejection seats, aircraft escape slides and separation systems. In the missile area, we continue to see production for our gas generators and boost pellet assemblies for the FIM-92 Stinger missile, as well as gas generators and pyro-flare igniters for new missile applications. To support this growth and increased volume, we have just finished construction of a state-of-the-art manufacturing facility in our Oxnard, CA location and are adding automation to increase production capacity. We have also increased our engineering team to be able to support the increased business opportunities.*

1. Over the years PTI has been acquiring companies and expanding its network. Are there plans for more acquisitions?

*PTI Technologies is using conversations with our customers, the trends we see in the market and our proactive focus on delivering the right solution at the right time to drive our growth roadmap for the future. We have been fortunate to be able to make some acquisitions over the last six years to expand our portfolio and open new markets and customers. We continue to see strong demand in the market for what PTI Technologies can offer in terms of products and especially in terms of collaboration with our customers. We are continuing to invest in new technologies and in developing new products to support growth. Of course, we are also continuing to look at adding new product lines and businesses that are complementary to our current business, to better support our customers through licensing or through acquisitions. It is an exciting time for PTI with lots of opportunities, and we look forward to working with our customers to “Listen, Understand and Deliver”.*