

PTI Interview

1. What are your expectations from the show this year? Considering it is the first major international show in the past 2 years?

The last two years have been challenging for all of us in this industry. We all have adapted to new ways of working, new ways to communicate and few opportunities to travel and meet with customers to gain a deep understanding of their needs and anticipated requirements. We are looking forward to the 2022 Farnborough Airshow to be able to take another set of steps forward in engaging face-to-face with our customers and building and rebuilding relationships. The world of aviation and aerospace has also changed a lot over the last two years with mergers/acquisitions, new market entrants and new technology coming to the forefront. In addition, PTI has changed as well – new products, new technologies and new people and we want to share that with our customers and understand what changes they have experienced in the last two years and where they are going.

2. How have the last 2 years been for the company? How did you overcome the challenges during these times?

The last two years have been challenging. We have worked hard to retain key talent and find more. We have focused our resources on developing our capabilities, through organic growth and by way of acquisition. We have been fortunate to add an aircraft valve, aircraft refuelling and missile product line from our sister business that has given us new products, customers and markets. We also just closed on the acquisition of 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. In the last two years, we also have been fortunate to be on a number of key defense programs like the F-15EX Eagle II, H-60 Black Hawk, KF-21 Boramae and others that have helped us sustain the core of our business while waiting for the commercial markets to recover.

3. Currently what are the PTI products used by the industry?

PTI Technologies has been designing, developing, manufacturing and supporting filtration and fluid control subsystems and equipment for over sixty years. Our products can be found on almost every commercial or military aircraft providing high quality, high performance and reliable filtration and fluid control solutions. PTI works with all fluids found on aircraft including hydraulic fluid, fuel, oil, lubricants, coolant fluids, bleed air, cabin air and water. Our products include filtration manifolds and subsystems (hydraulics, fuel, lubricants, coolants, cabin air and water), fuel tank inerting filtration, aerial refuelling receptacles, fuel valves, anti-ice start bleed valves, and now initiators, reefing line/cord cutters, gas generators, piston actuators and thermal relays.

4. Are there any new avenues/capabilities that the company is exploring?

PTI continuously evaluates market and customer trends to support our strategic plan and define new avenues and capabilities for us to expand our portfolio. Some of the key trends we see driving the market include the shift in the aviation industry to becoming more environmentally conscious, the development of more efficient propulsion systems, an increasing emphasis on reducing costs (new equipment and operating costs), predictive health monitoring and improved cabin air quality/health.

We are using these trends to guide our investments in new technology for applications as diverse as Fuel Tank Inerting Systems, Cabin Air/Bleed Air Filtration, Thermal Management for Electric Propulsion, Sustainable Aviation Fuel Filtration and High Temperature Fuel Filtration. Additionally, PTI has also been making investments in Additive Manufacturing, Metal Fiber Media and the use of advanced materials. We are already working closely with some of our key customers to test and implement our technology and products into their aircraft and engine systems. Our goal is to have the right technology and right products ready for when our customers are in need of a solution.

5. What are the new contracts that the company has signed recently and what phase are they in currently?

Some of our key new programs include defense programs like the F-15EX Eagle II, the H-60 Black Hawk, KF-21 Boramae, Future Vertical Lift (FVL), new engine development activity, electric propulsion programs, new fuel tank inerting developments, bleed air/cabin air filtration, supersonic development and missile programs like the AGM-86 ALCM and the FIM-92 Stinger. We have been developing and expanding our MRO capabilities, focused on supporting all of our products to provide our customers with a full range of support. This includes significant new work on the refurbishment of missile systems, anti-ice start bleed valves (AISBV), fuel valves, hydraulic manifolds and aerial refuelling receptacles. We also have secured new business in our aftermarket, both in the defense and commercial markets with new programs such as our proprietary 421[®] metal fiber media filters we supply in support of the U.S. Army's H-60 Black Hawk and AH-64 Apache fleets, as well as increased contracts supporting cargo airlines as this segment of the market rapidly expands.

6. While the world sees the overall product, how important are smaller components to the overall idea and its impact to the product?

As a filtration system supplier, PTI Technologies has always been conscious of being a key part of sophisticated airframe systems, and knowing the criticality of our products to system reliability and performance. The cleaner the fluid, the better the system performs and the more reliably the system operates. Our components and subsystems have to work in all operating conditions of the aircraft and perform as designed. Our impact on the aircraft covers all aspects of the product, as well as being a key component of the passenger experience. The same is true about our new NEco CAD/PAD product line. These components are high-tech, miniature and precise, and their high reliability and performance is essential to system performance.

7. With more emphasis on hydrogen-based propulsion in the future, where does that navigate your products when it becomes a reality?

With hydrogen-based propulsion, just like with electric/hybrid electric propulsion, one of the big challenges will be thermal management. PTI Technologies has been investing in and working on fluid management/filtration technology to provide clean coolant fluids in support of any of the next generation propulsion technologies. However, at the same time, there will still be a demand for the other types of filtration and fluid control subsystems PTI designs, so we will continue to develop more compact, lighter and more reliable products in these areas as well. Lastly, we know that we will continue to see new needs for filtration and fluid control arise – the recent interest in the ability to provide filtration for potential contaminants in the bleed air supplied to the aircraft cabin is an example of the fast-moving nature of our business and our industry, as a whole.

8. What is the roadmap for the company for the next few years?

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 roadmap for the next few years. We expect to continue to invest in products to improve the passenger experience such as bleed air/cabin air filtration and water filtration. We expect to invest in products to improve safety on aircraft including initiators, reefing line/cord cutters and gas generators. We expect to invest in airframe and engine/propulsion performance including standalone integrated hydraulics, high temperature fuel and lubrication filtration and fuel tank inerting filtration. We also expect to invest in developing and applying new alloys and composites, new manufacturing technology such as additive and new approaches to reliability such as predictive health monitoring. We will also continue to look at adding new product lines and businesses that are complementary to our current business in order to grow our portfolio and capabilities. For us it is an exciting time with lots of opportunities and we look forward to working with our customers to "Listen, Understand and Deliver".