

Company Updates & State of the Industry

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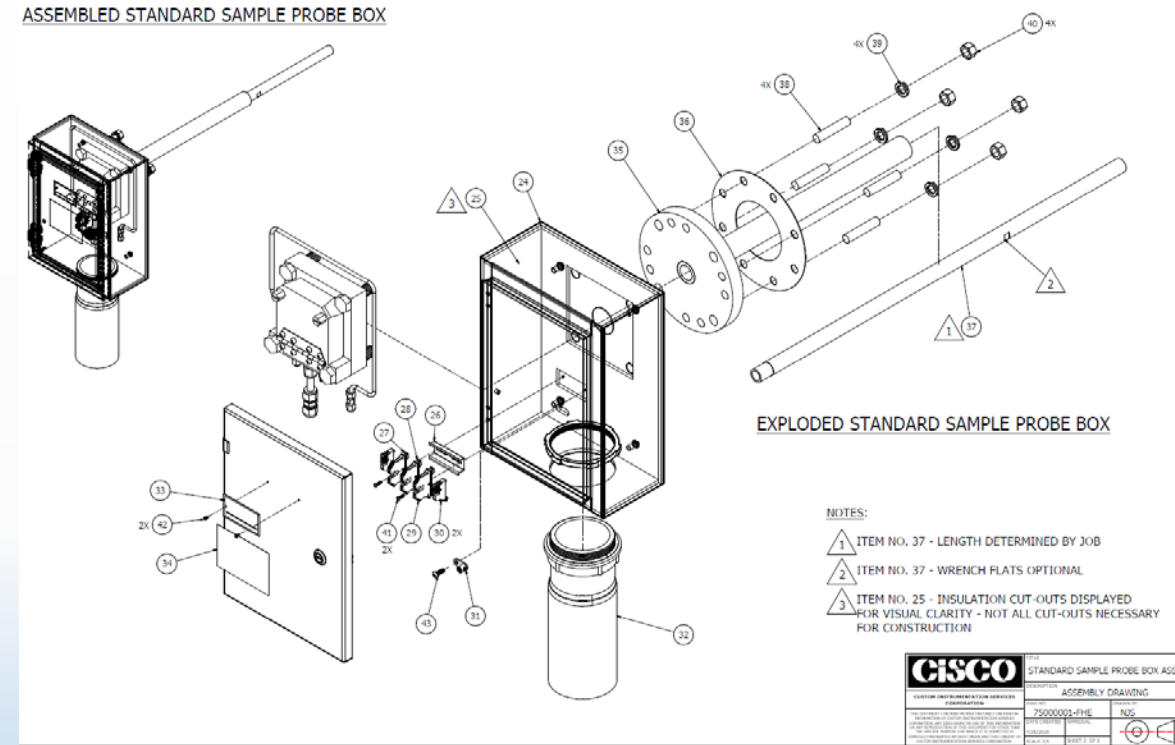
Project Manager

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New Designs

- Made changes to the sample probes.
 - Better support
 - Better stability
- Moving away from separate HSL & Probe Support Bundle.
- This year we will be working on how best to implement ammonia converter efficiency checks.

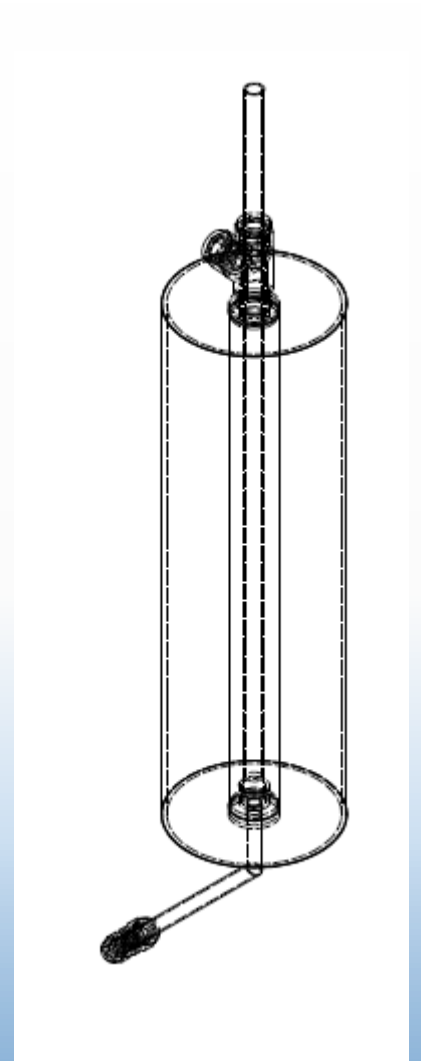


New Technologies

- We are seeing more interest in Tunable Diode Lasers (TDLs).
 - Currently not approved by the EPA but could be an option in a non-regulatory capacity.
- Companies are continuing to move to new product lines.

Industry Trends

- We have been seeing more interest in different product areas.
 - Ambient air monitoring.
 - Direct measure of ammonia.
 - The average shelter size has been increasing and more requests for enclosed gas storage.
 - Time shares beware.



Supply Chain Update

- The supply chain seems to be stabilizing in most areas.
 - Not necessarily with better lead times.
- Inflation continues to increase prices across most sectors.
- PLC parts much more readily available.
- Moving away from Technical Heaters HSLs.
- We continue to increase our inventory.
- System requests continue to be high.

What to do?

- Plan – anticipate your needs and order spare parts much earlier than you used to.
- Be Patient – we are doing all we can to expedite the process.
- We do stock some things; we do order in bulk if we can and need to.