

## 2007 AAPEX PRESS CONFERENCE RTI Technologies, Inc.

This presentation is an abridged version of the press conference speech delivered by Jeff Murphy, President and CEO of RTI Technologies, Inc. at the 2007 AAPEX Convention, Tuesday morning, 10-30-07, in RTI's booth. Approximately 65 individuals including members from the trade press, RTI distributors and RTI end-user customers and RTI employees participated in the event.

"...on the new product front, 2007 has already been a busy year for RTI. Earlier this year we introduced three major new products:

- The **BFX-2 brake fluid exchange machine**, with programmable OEM bleed sequence and **fully automatic operation**;
- The **ATX-3 automatic transmission fluid exchange machine**, with both cooler line and dip tube exchange capabilities, and **fully automatic operation**;
- And the **NTF-15H**, our popular portable nitrogen tire filling machine, now with **programmable 5-hose fully automatic operation**.

Note the common theme here – fully automatic operation – the technician hooks the RTI machine up, programs the service, starts it, and then walks away to perform other revenue producing and value added activities in the shop.



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The latest products available from RTI include the recently released for production DCS-1 Diesel Cleaning System.



The DCS-1 Diesel Cleaning System is designed to efficiently and effectively remove deposits from the combustion area of today's diesel engines to restore performance and fuel economy. The DCS-1 features superior functionality. It is portable, lightweight and compact, and has an integrated handle for convenient carrying and a robust hanger loop for easy positioning. A large opening fill mouth incorporates two filters to guard against cleaning fluid contamination, and a sealable cap prevents accidental spills. It has a built-in pressure regulator and timer, and is compatible with our exclusive productivity enhancement technology, all designed to boost technician productivity.

The DCS-1 cabinet is manufactured from impact and chemical resistant composite and encapsulates all internal components for greater protection in shop environments. And like the three other new products I highlighted earlier, it features fully automatic operation, allowing the technician to hook it up, program the service, then go do other work. With a full set of adaptors, the professionally packaged DCS-1 Diesel Cleaning System is available at a projected street price of \$1600 to \$1800.



The DCS-1 is compatible with RTI's "exclusive productivity enhancement technology" which is actually a device that helps the shop owner and technician get more productivity out of their RTI equipment. That device is called TechALERT®.

## TechALERT®

TechALERT® is RTI's exclusive, **patent-pending** wireless communication tool designed to enhance shop productivity. It sends a wireless signal to a remote carried by a technician, and provides operation and completion status with visual, audible and vibration alerts.

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With TechALERT<sup>®</sup> installed, the technician hooks-up an RTI machine, programs the RTI machine, presses the RTI process “Start” button, and then walks away to perform additional value-added duties, while TechALERT<sup>®</sup> continually monitors the status. The technician is now able to generate additional revenue, because he is able to do other work simultaneously.



With TechALERT<sup>®</sup>, the technician knows at any given moment the operational status of the RTI service machine his TechALERT<sup>®</sup> is monitoring. He doesn't have to constantly interrupt his new activity to keep checking on machines he already has running. TechALERT<sup>®</sup> completely eliminates this kind of non-value added activity. Additionally, it notifies the technician instantaneously when attention is required, or when the process is complete.

The key to increased productivity is to keep technicians and their machines continually performing profitable, value-added work. Services that get interrupted but are left unresolved only accomplish one thing, and that is extending the time that equipment, the vehicle, and a service bay are tied up. Letting a vehicle sit after a service is successfully completed not only ties up equipment that might be needed by another technician, it also keeps the next vehicle, and the next billable service, out in the parking lot. And this is exactly why we developed TechALERT<sup>®</sup> – RTI's exclusive productivity enhancement technology.



The benefits of TechALERT<sup>®</sup> include:

- It increases a shop's value added effort by keeping the workforce engaged in direct servicing functions to reduce operation cycle time and increase throughput;
- It puts the technician in charge, by providing instantaneous function status of RTI equipment during operation;
- It allows one technician to monitor up to four (4) RTI machines simultaneously, to maximize his or her productivity;
- It lets several technicians share and independently synchronize to the same machine, to keep high-demand service equipment in constant use to generate maximum revenue and profits.

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TechALERT<sup>®</sup> is simple to operate. The service technician quickly synchronizes his TechALERT<sup>®</sup> remote with a compatible RTI service machine to initiate the process, assigning the machine to one of four LED's on the remote. Once the service process is started, TechALERT<sup>®</sup> monitors the entire operation, and the technician is free to walk away and perform other value added work. While this is going on, TechALERT<sup>®</sup> provides real-time process notification during the service through a number of differentiated alerts:

- Process Monitored – The assigned LED periodically flashes green to let him know everything is OK.
- Process Complete – The assigned LED flashes green quickly, and both vibrate and audible alerts are activated.
- Process Interrupted – The assigned LED flashes red quickly, and both vibrate and audible alerts are activated.
- Out of Range – All LED's flash red, and both vibrate and audible alerts are activated.

For convenience, the technician can quickly put the remote into "sleep" mode once an alarm activates, if he is tied-up and can't attend to the machine immediately. We've also designed TechALERT<sup>®</sup> to remain synchronized to the same machine until the tech cancels that particular synchronization, so they don't need to do this every time if they are repeatedly using the same equipment.

TechALERT<sup>®</sup> is compatible on an expanding range of RTI equipment and will be available either as a production option or as an after-purchase addition on most new machines. In addition, TechALERT<sup>®</sup> will soon be available on a retrofit basis for certain existing RTI models. The following chart readily identifies projected compatibility for both current and future RTI service machines. TechALERT<sup>®</sup> is exclusive to RTI, and is only available with RTI compatible service equipment. TechALERT<sup>®</sup> can also be ordered as a kit for later installation if so desired. This provides a service shop the ability to order several TechALERT<sup>®</sup> remotes individually.

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### TechALERT® Projected Availability

RTI Model	Integrated Product Option	Retrofit Kit Existing Units
ArcticPRO™RHS® 980	Q4 2007	Q4 2007
FluidPRO ATX-3	Q4 2007	Q1 2008
FluidPRO DCS-1	Q4 2007	Q4 2007
NitroPRO, Auto Inflate	Q2 2008	not available
FluidPRO BFX-2	Q2 2008	Q2 2008
FluidPRO ATX-2	Q3 2008	Q2 2008

With a projected street price of less than **\$300**, including both base unit and remote, TechALERT® provides an outstanding return on investment for the shop owner. And with the potential for “across the board” productivity gains, it gives the purchase decision maker an excellent reason to use RTI equipment exclusively throughout their operation.

Lately, RTI has been besieged with questions regarding our entry into the new SAE J2788 compliance equation. Now it’s time to introduce to you RTI’s latest innovation and development, our new ArcticPRO™RHS® 980 Digital A/C Refrigerant Handling System including TechALERT® compatibility.

The first thing I’m sure you’ll notice is that this does not look like a traditional RTI service machine. The ArcticPRO™RHS® 980 is totally new from the ground up. When we began this development project nearly one year ago, RTI assembled a multi-functional development team, including members from engineering on both sides of the Atlantic, as well as members from sales, marketing, manufacturing, procurement, service, quality and shipping among others. We also invited key suppliers to participate from the beginning. The goal of this team was to define, design, develop, and produce a revolutionary new concept in A/C service machines that would not only meet the J2788 standard, but also establish a new benchmark for productivity, while retaining every traditional attribute made famous by RTI equipment for nearly 20 years.



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The new ArcticPRO™RHS® 980 fully complies with SAE J2788. On October 22, 2007 ETL confirmed that RTI not only met the requirements of the new standard, but literally hit the ball out of the park. It is the easiest to use R134A recovery, recycling, evacuation and recharging service machine in our industry.

The ArcticPRO™ control panel is mounted on a revolving turret. This turret rotates 90 degrees in either direction from center for unrestricted control panel viewing. This eliminates machine repositioning for the technician once the connections to the vehicle are made. The machine is equipped with a one-piece, through color molded cover to provide dent, corrosion and scratch resistance. The RHS® 980 features an easy-to-use, menu-driven function input and display. Large diameter High and Low pressure gauges are included. An extra-large tool tray; two conveniently placed oil bottle and cup holders; readily accessible large document storage pocket; and an ergonomic machine mobility handle, which is perfect for hose coiling and low-effort machine positioning are all standard. Cushioned, non-inflatable, zero maintenance rear wheel/tire assemblies provide easy machine positioning and handling.



The RHS® 980 will set the productivity standard for years to come. First, the 980 is completely compatible with TechALERT® and was designed with this option in mind from the beginning. Secondly, a charge capacity data base module is available via USB "jump drive". With data furnished by MOTOR Information Systems, technicians can easily determine and select correct refrigerant & oil charge capacities for the vehicle being serviced. By utilizing this USB "jump drive" approach, an officially registered database can be easily updated from any computer connected to the Internet via secure download from our website. The RHS® 980 also features a dual stage, 7.0 CFM vacuum pump; a large industrial-duty cooling fan; and integrated oil change function all designed to accelerate operation cycle time.



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Our heavy-duty compressor with true single-pass filtration technology provides maximum system throughput.

There are more productivity-enhancing features. The new ArcticPRO™ machine offers fully automatic sequence programmability. This allows the technician to instruct the unit to recover, recycle, vacuum, leak test and charge, at which point he can go do something else (of course with his optional TechALERT® remote in his pocket)! The technician can select to charge either the High or Low-side, depending upon their preference or the vehicle specifications.

ArcticPRO™ monitors new refrigerant use and notifies the tech when additional refrigerant is required. After a refrigerant evacuation cycle, the RHS® 980 automatically does a total system check for the existence of possible leaks in the automotive A/C system. A filter-life monitor provides a preventative maintenance alarm when filter servicing is required. Automatic oil recovery & integrated oil charge is furnished, and both recovery & charge bottles are located outside of the cabinet for quick reference and easy access. Lastly, the 980's external refrigerant cylinder storage shelf easily accommodates a 30 lb. bottle, and is designed for quick and easy access.



Coming next year are three additional productivity-enhancing optional features.

- export printing capability will be added via the standard USB ports, which can be used for transferring service data to shop databases or customer paperwork.
- an integrated refrigerant identifier will be added to help alleviate contamination issues, and meet individual state regulations.
- an air duct temperature probe will be available, to help confirm successful service activity.

From a precision standpoint, the ArcticPRO™ RHS® 980 is a superbly accurate machine. It will recover over 95% of automobile refrigerant within 30 minutes of start cycle to minimize refrigerant loss and to save money. Recharge accuracy is +/- ½ ounce which saves money and eliminates call-backs. A 30 lb. refrigerant recovery cylinder is

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mounted inside the 980 cabinet to minimize load cell re-calibration. RTI's load cell technology precisely measures recovered and charged refrigerant and our oil injection system provides minimal cross contamination which is crucial when switching servicing from traditional systems to hybrid electric vehicles.

While the ArcticPRO™RHS® 980 sets new standards for A/C machine performance, its serviceability features are truly unparalleled. One important measure of productivity is how quickly a piece of equipment can get back in use when service is required. This is particularly true with A/C service equipment, since most shops are very dependent on the revenue and profits they generate over a limited number of months each year. So we made servicing as easy as possible.



Frequent filter replacement is an important requirement of any new J2788 compliant A/C service machine regardless of manufacturer. The ArcticPRO™RHS® 980 features a lift out document storage pocket to expose the refrigerant filter for easy removal and replacement. Cover removal or opening is not required.

On the opposite side of the unit, oil recovery and oil charge bottles are completely exposed so again there is no need to go inside the equipment cover.



This is also true for vacuum pump oil; both adding and draining oil for the pump is easily accomplished outside of the cabinet. In order to provide optimal access to all internal components when service is required, the RHS® 980 cover was designed for rapid and complete removal. All major components such as the compressor, vacuum pump, and printed circuit board are positioned for unrestricted access to ease troubleshooting and facilitate easy replacement when necessary. The RHS® 980 also features replaceable in-line hose screens located in the service lines outside of the cabinet for easy access and simplified replacement.



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During the development of the ArcticPRO™ unit, the RTI development team theorized and later confirmed that internal machine contamination, introduced by the vehicle's A/C system, could play havoc with the machine in consistently complying with the new and very demanding SAE standard. This led to one of the unit's most innovative features..."Can the manifold assembly – the part that contains most of the solenoids and check valves that are traditionally the source of fluid path problems – be designed to be quickly and easily replaceable, just like the print cartridge in your laser printer?"

After considerable development, a unique 2-piece, patent-pending **KWIK-CHANGE** "block" manifold assembly that accommodates rapid removal and replacement to remedy most typical fluid path service issues was created. The complete removal and replacement of the upper **KWIK-CHANGE** manifold assembly can easily be accomplished by an entry level service technician in less than 20 minutes!



In the past, a typical fluid path service issue could keep an A/C service machine down for days during the busy season, waiting for a service center to arrive. With the ArcticPRO™RHS® 980, RTI can have the typical shop back up and running the very next day or even sooner! One call to RTI for a quick over-the-phone diagnosis, and a replacement upper manifold assembly will arrive the next day via FED EX or UPS! Simply open the package, swap out the **KWIK-CHANGE** block, place the original unit in the same packaging for return, and start generating revenue again! Car dealerships, local franchise groups, or other service organizations with multiple RHS® 980's under their control, may elect to keep **KWIK-CHANGE** blocks in their inventory for near instantaneous resolution! Many RTI Service Centers will also have **KWIK-CHANGE** blocks in stock for quick service when needed.

The RTI patent-pending **KWIK-CHANGE** manifold is a bonus on the manufacturing side as well. It is sourced completely pre-assembled and 100% pre-tested to eliminate any defects before final machine assembly. This virtually eliminates all potential leak points.

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And just like all of RTI's equipment, the ArcticPRO™RHS®980 is 100% functionally tested before shipment from RTI to ensure proven reliability. This continual commitment to quality and reliability is why RTI air conditioning service machines are specified by the world's largest service chains, and also by tens of thousands of satisfied customers, worldwide.

The base ArcticPRO™RHS®980 air conditioning service machine is available at a very competitive street price, comes standard with a 2 year warranty including both parts and labor, and will be available in production quantities in mid-to-late November. Several options are available and are depicted below...

- TechALERT®, Includes Base & Universal Remote
- RHS®980 Refrigerant Database
- 5 Year Warranty...5 years parts, 2 years labor
- ArcticPRO™ Service Shop Display Banner  
Rugged Vinyl Coated Material, 84" X 33.5"
  
- ArcticPRO™ Productivity Package  
(Includes all 4 items above)

Now, for a limited time only, the ArcticPRO™ Productivity Package will be available at a special price on every ArcticPRO™RHS®980 unit that is ordered for a projected street price of less than \$150!

Thank you for your time."

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