



## Titan/AMT Alliance

November 20, 2006

**Titan Technologies International, Inc. reaches a significant milestone in tool production and capital funding...**

Seven years ago, after years of planning, Mr. Pete Rosa and several investors started TITAN, bringing the best-designed hydraulic wrench and a combined hundreds of years of industrial bolting experience to the market. Our goal was and still is to manufacture a more reliable tool and stock other products to provide customers with **"total bolting solutions"**.

In order to help secure funding, Mr. Rusty Petree joined TITAN as the Chief Financial Officer in 2001. Together, management developed a solid distribution network while efforts were made to insure an adequate and uninterrupted supply of tooling and parts essential to the business.

Our continued growth required that Titan take the next step. We entered into a strategic alliance with ARLINGTON MACHINE & TOOL, with John Staudinger Jr. as



the new Chairman of the Board of Directors and Attila Mozsolits as the Chief Financial Officer of TITAN. Mr. Rosa continues as the President and CEO of TITAN (Mr. Petree's support and contributions will always be appreciated. Now, with his job done here, he moves on to other endeavors).

AMT is a multi-million dollar manufacturer with an 80,000 square-foot facility employing over 150 people. They are headquartered in Fairfield, NJ. AMT is a major supplier to the US Government, the Military and many Fortune 500 companies such as Lockheed, Textron, Kodak, Siemens, Halliburton and Johnson & Johnson. As an ISO 9001/2000 company with over 80 CNC machines, AMT has the capacity to provide TITAN with the manufacturing and financial support to accommodate the sales growth projected in the upcoming years.

Over the past few years AMT has been the major supplier of parts to TITAN. Now as a *strategic partner*

*partner* the AMT/Titan alliance has provided the needed funding and manufacturing capability required to guarantee an in-stock inventory to service Titan's rapidly growing world-wide customer base.

The most significant change is the buildup of the inventory of parts and finished tools. In a short amount of time, we will ship most orders on the day they are received. To insure uninterrupted supply TITAN is building a safety stock of two months to buffer any delays in manufacturing and other outside suppliers. AMT has added another shift of workers to handle the increased demand. Titan has significantly increased its support staff in Houston and in Europe. Additionally, we have invested hundreds of thousands of dollars on new machinery, such as a water jet cutter, CNC Wire EDM and vertical broach. These additions will help reduce out-sourcing... a common source of manufacturing delays. Soon, heat treating and plating will be the only out-sourced processes.



It's official. John J. Staudinger & Pete Rosa announce the strategic alliance of Titan and AMT

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## AMT Invests heavily in infrastructure to handle the Titan demand for more parts and assemblies

The result for TITAN is that we can now fully service customers with immediate deliveries. This capability will allow TITAN to expand further into our target markets. This in turn will enable even faster growth for the new TITAN / AMT partnership and for our reps and dealers.

**New CNC WATERJET**  
48"x 96"x 4" sheet capacity. Will reduce manufacture time of LP Links and Internal T Series and LP Series components



**"The most significant change that we all will experience is the build up of the inventory of finished tools. The plan is to have enough tools on the shelf that we can ship most orders the day we receive them"**

## International Sales Meeting to be held in Houston, Monday March 5 through Wednesday March 7, 2007. ALL Reps and Dealers need to attend.



### Titan is holding its International Sales meeting March 5 through March 7 2007.

The meeting will be held at the Doubletree Hotel on JFK Blvd, at George Bush Intercontinental Airport and is close to Titan Headquarters. Prior to the meeting all Titan Reps and Dealers will be given a tour of our new 12000 sq. ft. Headquarters on Jameel Road in Houston. All Titan Dealers and Reps should attend. While in Houston your lodging, transportation and meals will be provided for by the company.

Mark your calendar and coordinate your travel plans with Elaine Beastrom (ext 106) or Gary Piper (ext 104). There is a lot of information we need to disseminate so make your travel plans to arrive by March 4th and depart on March 8th or later. It is important that all Reps Dealers attend the full three days of the meeting. **Wednesday afternoon and Thursday morning** will be reserved for individual & private meetings with Dealers and Reps.

## SDB/WOSB Government Sales & Marketing

**ARLINGTON MACHINE & TOOL** is the first and only company in the USA to offer a complete line of top-quality hydraulic torque wrenches, pneumatic torque wrenches, tensioning products, sockets, and torque accessories as a certified and registered **SMALL DISADVANTAGED Women Owned** small business

As the manufacturer, strategic partner, and distributor of **TITAN TECHNOLOGIES** tools, AMT can now help the Titan Rep or Dealer provide state-of-the-art ISO 9001/ 2000 certified parts and Titan Tools to customers who desire **SDB/WOSB Credits for their bolting tool purchases.**



Your customers can now take advantage of having experienced field sales professionals (our Reps) visit their plant to recommend a tooling package for their bolting application. and at the same time earn SDB/WOSDB credits for their purchases. Simply have the customer purchase it through AMT to earn participation credits toward their **SDB/WOSB** goals. This is truly a unique opportunity to expand your business. Contact Philip Scharia, AMT/Titan SDB and Government Contract Administrator at 973-276-1377 ext 104

**Now your US customers can EARN SDB/WOSB CREDITS.**



## Titan AirTite® and Titan AirTite®Electric

In October of 2006 **Titan** entered into an exclusive private labeling agreement with **alki-Swiss**. The private labeling agreement involves the marketing of their line of Pneumatic, Electric and Manual Torque Multipliers under the **AirTite®** nameplate. Titan also added their automatic Torque Wrench Pump to our Hydraulic Wrench Pump lineup.

**Tim Hert** has been appointed Product Manager of the **AirTite®** Line. Tim is coordinating the product launch and training. Some of you may be aware that Tim was instrumental in the development of the RAD sales and marketing network when he served in a similar capacity with that competitor. Titan is a total bolting solutions based provider of bolting prod-

ucts. With the addition of the **AirTite®** line, **Titan** now boasts the most complete line of torque tools in the bolting industry. In addition to the Titan Hydraulic Wrench line, a full suite of Electric Torque Wrenches, Pneumatic Torque Wrenches, Single Speed and Two Speed wrenches are now marketed to our customers as Titan AirTite®.



## Titan AirTite® and the Titan TOTAL BOLTING SOLUTION

With the addition of the Titan AirTite® Electric tools Titan now boasts the most extensive electric torque tool offering in the business.

The Titan AirTite® Electric Wrenches feature a patented and unique universal brushless electric motor. It can be used with any electrical service known in the world simply by changing the plug.

The motor is instantly reversible and provides for equal torque in both clockwise and counter-clockwise modes. This provides exceptional break-

away torque on every model . The tools are available with **IP54 Certification**. The **IP54** version provides increased safety to those who must use the tools in

**“With the addition of the Titan AirTite® Electric tools, Titan now boasts the most extensive torque tool offering in the business.”**

damp environments . Titan offers a full range of Electric Torque Wrenches . The models are in 3/4” drive, 1” drive and 1-1/2” drive. The torque output of the models range from 60 ft lbs(85Nm) to over 4600 ft lbs (6236 Nm). The tools are compact and offered with preprogrammed settings in the standard series. **Fully programmable torque as well as torque and angle is offered in the Plus Series.** Both the standard and the plus series are available with the IP54 certification. 90° angle models are also available.



**Titan AirTite® Electric Tools** provide an accurate torque and are **torque and angle programmable.**



**Quali-Torc is awarded an EXCLUSIVE three year supply contract by Electricité De France (EDF) Nuclear**



### **Congratulations to Quali-Torc our Titan dealer in France .**

Titan is pleased and proud to announce that **Electricité De France**, EDF, the French National Power Company has selected Titan Dealer Quali-Torc from among all its competitors to be the exclusive supplier of bolting products to its nuclear plants in France. This most

prestigious contract was awarded to Quali-Torc in December. The contract with EDF will run for three years. **Congratulations to Xavier Paccini** and the entire Quali-Torc team for an excellent job in securing this long term supply contract. EDF Nuclear provides 86% of all the power generated in France . Now Titan through Quali-Torc



**“Now Titan through Quali-torc will be the sole supplier to EDF for all its Hydraulic Torque and Tensioning requirements”**

will be the sole supplier to EDF for all its Hydraulic, Pneumatic and Electric torque and tensioning requirements. Congratulations again for a job well done to Xavier Paccini, Rose-Lyne Dialect and all the hard working folks at Quali-Torc.



## **Titan Dealers grow their own businesses to keep pace with customer requirements**

Much has been said and written about the spectacular growth of Titan Technologies International. However that growth did not occur in a vacuum. Titan grew because its Dealers and Reps successfully grew their individual businesses. The obvious truth is that because of the success of the Titan Reps and Dealers individually

and because of the customer acceptance of Titans exceptional quality product offering, the company as a whole grows. The success and strength of the company makes the dealers and reps stronger. That dynamic helps the Reps, Dealers and the company serve our customers better. This strengthens us all. It all goes hand-in-hand.



**EP Tools** new Facility in Denmark enables the service that our Scandinavian customers deserve and expect



**Titan Technologies  
International, Inc.**

9001 Jameel Road  
Suite 180  
Houston, TX. 770402 USA

Phone: +1-281-449-9994  
Fax: +1-281-449-9996  
Toll Free 866-345-8484  
E-mail: sales@TitanTi.com



**Superior Bolting Solutions**

[www.TitanTi.com](http://www.TitanTi.com)

**Continued.... Titan Dealers grow their own businesses to keep pace with customer requirements**



**Titan Dealer TET Alliance Asia** keeps an impressive rental stock and features timely deliveries of product and service to its customers in Singapore, Brunei, Malaysia and Thailand.

**Gary Piper** recently visited Wilfred and Stephen Tay & the TET Alliance team to assist in customer training at their Singapore and Bangkok facilities.



## Titan makes a **BIG** statement in the Gulf of Mexico

**2006 saw the emergence of Titan as a major player in the bolting products business in the important Gulf of Mexico market.**

Conceived, implemented, nurtured and grown by our VP of Sales, **Jimmy L. Jones**, the Gulf of Mexico market exhibited the greatest percentage of growth than any other region of the world. Jimmy previously took two competitors to prominence in the Gulf. **He's doing it a third time, with Titan and in RECORD TIME**. Here are some of the Highlights.

- Our alliance with **TMT and Pete Fuller** grew and prospered in Houston.
- Our alliance with **DEEPWATER** flourishes. Together we will grow the Gulf SUB SEA market for Titan.
- **Pneumatics and Hydraulics and Mark Mire** joined the Titan Team as an important and strategic Dealer in the Gulf of Mexico. The P&H facilities will enable Titan to locally serve more of the important Gulf cities and centers of the petrochemical industry. **Ted Dugas** mans the Lafayette Louisiana facility.

- Titan opened, staffed and grew the **Rental Division Facility in Kenner Louisiana**. We will duplicate that success in Houston in 2007.
- **Mike Slatten** provided steady sales leadership in Louisiana assisted by **Gaile Gooden** and **Mark Uzzetta**.



Tools fly off the shelves at Kenner Rental Division

- **Titan Technologies de México, S.A.** was established with **Luis Paulo Jaramillo Carrillo** in Veracruz and Villahermosa and **Victor Urquiza** in Mexico City. **Titan** will make a huge impact in 2007 in Mexico.



Gary & Jimmy at Corpus Christi Show



**OTC** in Houston took on a truly international flavor. Titan Reps from all over the world participated.