



PROCESS CONTROLS & INDUSTRIAL AUTOMATION

Analytical Gas Analytical Liquid Condition & Vibration Monitoring Controls Data Acquisition Density

**SOLUTIONS**

Enclosures

Fixed Gas & Flame Detection

Flow

Heat Trace

Level

Moisture

Signal Conditioning & Isolation

Temperature

Valves

Wireless & Telemetry

# PROUDLY REPRESENTING



# COMPANY INFORMATION

- Established December 10, 2001
- Seek to Achieve Deep Market Penetration
- Focused on End Users, EPC's, OEM's and Upstream Oil & Gas
- View Integration as Key Strategy to Gain Market Share
- Quality Hiring Practices:
  - Low to Zero Turnover
  - Employee Retention Through Benefits Package
- Annual Training for all Sellers:
  - Technical & Commercial Training
  - Telephone & Social Style Training
  - Management Support for Web-Based Training Programs
- Committed to 5S Methodology
- Facilities: Deer Park (Houston), Eules (Dallas), Corpus Christi, Tulsa

## **Corporate Office: Sales/Operations Building - 8,400 sq. ft.**

- Training Center/Demo Area
- Equipped with state-of-the-art audio/visual equipment
- Seating Capacity: 84
- Room easily converted to two separate meeting spaces
- Demo/Sales Presentation Area
- Exterior Customer Entertainment Area
- Strategically Located Near the Houston Ship Channel

## **Corporate Office: Annex Building - 6,000 sq. ft.**

- Accounting, Inventory, Warehouse

## **Corporate Office: Annex.2 Building – 3,000 sq. ft.**

- Process Training Unit

## **Eules Office (Dallas/Ft. Worth Area): 6,500 sq. ft.**

- North Texas Sales, Inventory, Warehouse
- Training Center/Demo Area
  - Equipped with state-of-the-art audio/visual equipment
  - Seating Capacity: 84

## **Corpus Christi Office: 3,800 sq. ft.**

- South Texas Outside and Inside Sales
- Demo and Training Facility

## **Tulsa Office: 1,100 sq. ft.**

- Sales Office



# SALES CHANNEL MAKEUP

**Total Number of Sellers:** 38

**Tenure at TechStar:**

- 12+ Years: 8
- 8+ Years: 5
- 5+ Years: 7
- 3+ Years: 7
- Less than 3 Years: 10

**Industry Experience:**

- Total Years of Experience: 563
- Average Years by Person: 14
- 1-10 Years: 16
- 11-20 Years: 10
- 21+: 14



**EDUCATION:**

**Associates Degrees:**

- Instrumentation: 5

**Bachelors Degree:**

- Business: 6
- Other: 5
- Chemistry: 3
- Engineering: 12
  - Management: 1
  - Electrical Engineering: 1
  - Industrial Distribution: 3
  - Chemical Engineering: 3
  - Mechanical Engineering: 3
  - Petroleum Engineering: 1

**Masters Degree:**

- Chemical Engineering: 1
- Business Administration: 2
- Other: 1

# SALES CHANNEL MANAGEMENT EXPERTISE

Dave Bigalke:

National Sales Manager



Shannon Dugan:

North American Sales Leader



Jay Murray:

National Sales Manager



Adam Miller:

National Sales Manager



Donald Wyatt:

Global Sales Director



Jeremy Morton:

Channel Manager



7 Regional Managers:

Instruments, Analyzers & Control Equipment





# FIELD SERVICE

## Director of Services & Mechanical Solutions:

Jeremy Morton (4)

## Field Service Manager

Allen Kennedy (19)

## Field Service Team Tenure at TechStar:

- 12+ Years: 1
- 8+ Years: 3
- 5+ Years: 3
- 3+ Years: 4
- Less than 3 Years: 3



## Field Service Technicians

10

Justin McDermott (12)

Josh Littlejohn (9)

Matt Foster (9)

Chris Carson (6)

Jon Greco (6)

Blake Littlejohn (4)

Dylan Byrum (5)

Jacob Barnett (4)

Jeremy Powell (3)

## Lead UNIT Technician

Joey Blair (7)

## Nested Service Technicians

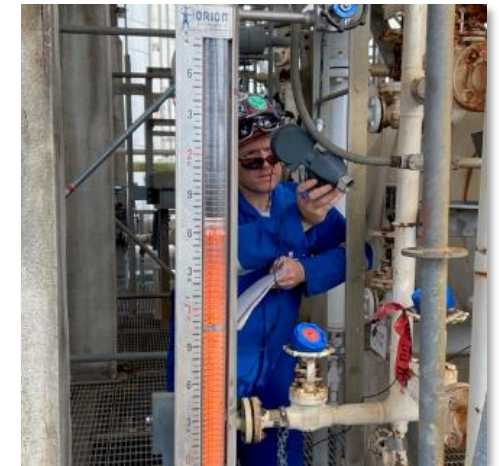
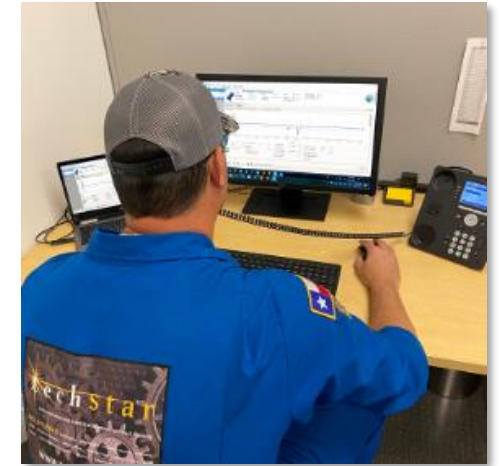
16

Freeport LNG, Shell Deer Park, Apache, Oxy, EOG

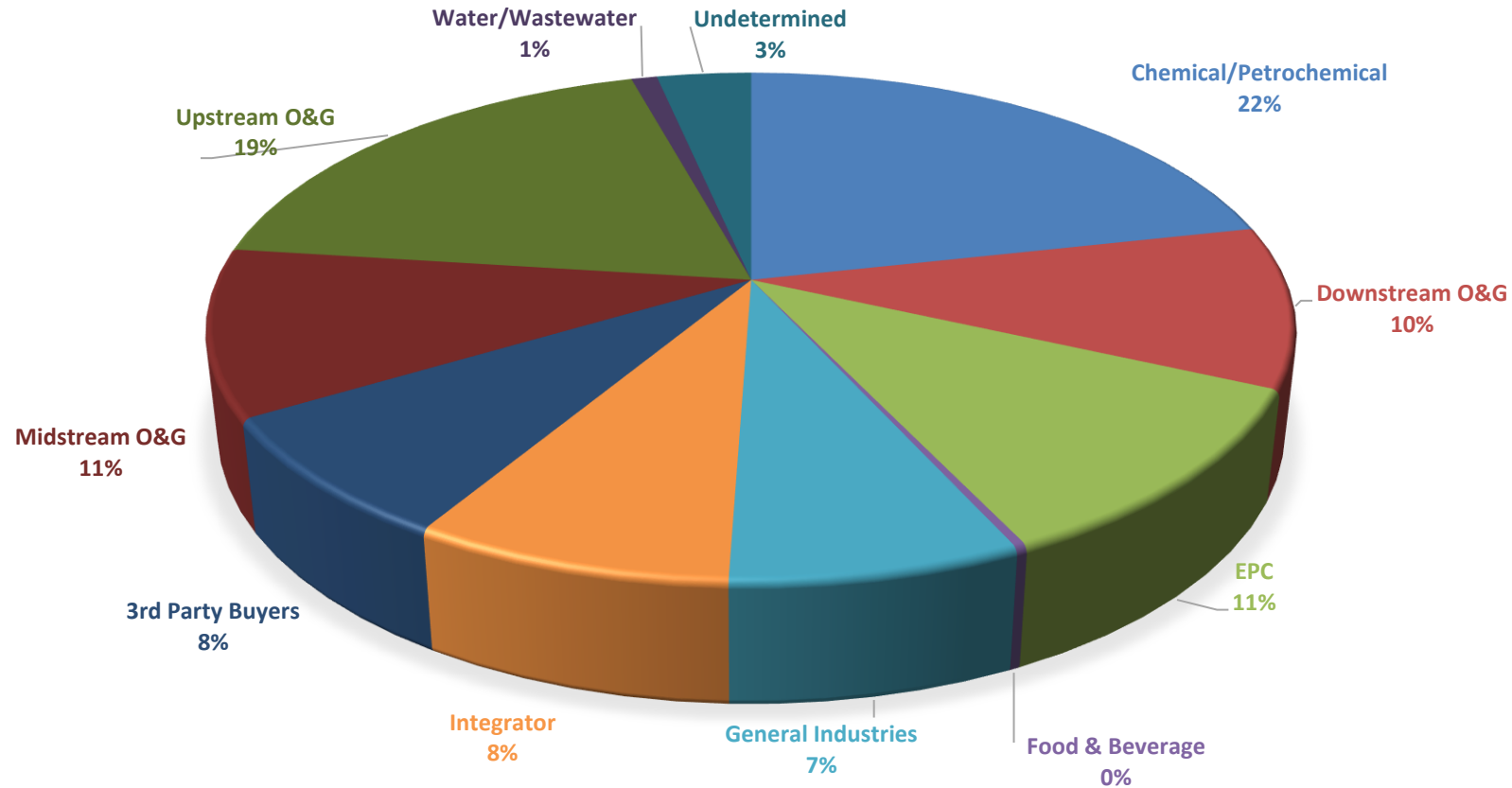
## Schedule Coordinator

Sarah Jerome (3)

*(Years of Service @ TechStar)*



# MARKET SEGMENT SALES DATA 2016 - 2021



# FIELD SERVICE CAPABILITIES

- **Nuclear Services:**
  - Onsite Commissioning, Calibration and Start-Up
  - Source Holder and Shutter Repair
  - Leak Tests and Shutter Checks
  - Source Disposal Facilitation
  - Bracket Fabrication
  - Radiological Services
  - Maintenance and Troubleshooting
- **Manufacturer Software Calibration Procedures**
- **Flow Surveys**
- **Wireless Surveys**
- **Care and Maintenance of Analyzer Systems**
- **Supervision:**
  - Pre-Installation
  - Installation/Start-Up
- **Factory Certified In-House Bench Repairs**
- **Upstream Automation Projects**
- **Project Management for VEGA, Yokogawa & MSA**
- **Portable Instrumentation Recalibration & Repair**



- Analyzer - Gas
- Analyzer - Liquid
- Analyzer - Moisture
- Analyzer - Solids
- Data Acquisition
- Density
- Electrical
- Fire & Gas Controllers
- Flow
- Gas Detection
- Heat Trace
- Level
- Pressure
- Pressure - DP
- Pressure - Multivariable
- Pressure - Static
- Programming
- Radiological
- Signal Conditioning
- Temperature
- Valves
- Vibration
- Wireless



# TRAINING & DEVELOPMENT SOLUTIONS



Technical  
Courses

In Person Classroom  
Training



Custom Training



Virtual Training



## Technical Courses:

- Balancing Rotating Machinery - MOBIUS
- BN 3500 & Transducers
- Fixed Gas Permanent Instruments (LEL|PPM|O2)
- Flow Measurement: Principles & Advanced
- Gas Analyzer Maintenance & Long-Term Care
- ISO Category I: Basic Vibration Analysis
- ISO Category II: Intermediate Vibration Analysis
- ISO Category III: Advanced Vibration Analysis
- Level Measurement: Principles
- Level Measurement: Advanced Radar & GWR
- Machinery Diagnostic Seminar
- MODBUS
- Moisture Measurement: Principles & Advanced
- PLC
- Principles of Instrumentation
- Radiation Based Measurements
- Ultrasonic Liquid Flow

# TRAINING & DEVELOPMENT SOLUTIONS: HANDS ON APPLICATION



- Fully Functional Live Unit
- Duplicate Process Conditions
- Solve Issues
- Troubleshoot
- Test
- Process Specific Training in A Controlled Environment







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**SOLUTIONS** Enclosures Fixed Gas & Flame Detection Flow Heat Trace  
Level Moisture Signal Conditioning & Isolation Temperature Valves Wireless & Telemetry