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Greg McGillis P.Eng.
Vice President of Engineering and Business Development

Question: What are the Engineering and Business Development groups doing to help achieve Titan's vision?

Answer: I would like to provide a glimpse into the exciting world of our Engineering and Business Development groups at Titan and into what we are doing to help achieve our vision.

Titan has a vision to be the world leader in level measurement, control and asset management for mobile tanker applications. In the language of Jim Collins, the author of 'Good to Great', this is our hedgehog concept. It is what we can be the best at in the world. Are we there yet? No. However, through the combination of the products and services we are currently developing, along with those we will incorporate through strategic partnerships, we are on course to realizing this challenging vision.

Our work includes the development of an expanded selection of products and services for our sales and marketing group to provide to our current and future customers. It hinges on understanding the value they (our customers) are looking for, and then figuring out the best way to create and ultimately to deliver that value to them. This is a collaborative effort that involves all groups in the company, particularly those directly associated with our customers and the market.

We have a great team of committed professionals who are working smart -- and hard -- to bring this to pass. Our experience in developing solutions for the stationary and mobile level measurement and control markets since 1990 has yielded significant insights into customer requirements for asset management. We are confident that our efforts will lead to rewards and success.

We are currently field testing one of our new inventions. The results are positive. The next stage will include enhancements based on what we learn from the trials.

I look forward to providing you with an update in the coming months.