

Top 5 Tire Company Makes the Most of a Better Product with Thermal Energy GEM™ Steam Traps

OTTAWA, ONTARIO – November 18, 2019 – Thermal Energy International Inc. (“[Thermal Energy](#)” or the “Company”) (TSX-V: [TMG](#)), a global provider of energy efficiency and emissions reduction solutions, has been commissioned by a leading multinational tire manufacturing company to convert the tire presses at one of its major manufacturing sites to energy efficient [GEM™](#) steam traps.

This [GEM™](#) steam trap conversion project, valued at over \$482,000, will improve site energy efficiency, manufacturing process and product quality, while substantially reducing steam trap maintenance at this site in Europe. This project is the latest and largest in a series of orders from this tire company, driven by the impressive energy efficiency and failure-free performance of the [GEM™](#) technology across multiple sites.

For years this site had experienced issues with steam trap failure, leading to annual large-scale trap replacements. The [GEM™](#) Trap is the permanent solution. Additionally, previous [GEM™](#) steam trap installations on this site, and others within the group, have delivered improvements in product quality and a significant reduction in product rejects due to the continuous discharge of condensate.

“As one of the largest tire manufacturers in the world, maximizing product quality and minimizing operational interruptions are paramount for this customer.” Said William Crossland, CEO of Thermal Energy.

“[GEM™](#) steam traps have effectively eliminated trap failure rates for the customer and substantially reduced the maintenance burden at their site, allowing their processes to operate uninterrupted. One of the many design features that sets the [GEM™](#) Traps apart from other technology is its ability to deflect debris and deal with the clogging nature of the rubber particles. This resilience designed in partnership with the Tire Industry is further enhanced using our patented inline maintenance tool. As a package of design solutions, the [GEM™](#) Trap reduces the impact of the particles, as well as vastly speeding up any trap maintenance requirement without the need for the trap being taken out of line and back to the workshop.”

“The Tire Industry uses high steam pressures and operates around the clock, increasing mechanical steam trap failure rates and consequent energy wastage, creating a rapid return on investment for the [GEM™](#) Trap retrofit project.”

“As high temperature steam users with the need to operate with variable loads in the cure cycle, the Tire Manufacturing sector is an ideal fit for the [GEM™](#) technology, which provides a 10-13% reduction in steam usage per cure, compared to mechanical steam traps.”

TEI has worked with this client across a number of years to demonstrate the benefits of the [GEM™](#) technology. This project is expected to be completed and revenue earned within six months.

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Notes to editors:

About Thermal Energy International Inc.

Thermal Energy International Inc., ranked as one of [Canada's Top Growing Companies](#) in 2019, is an established global supplier of proprietary, proven energy efficiency and emissions reduction solutions to the industrial and institutional sectors. We save our customers money and improve their bottom line by reducing their fuel use and cutting their carbon emissions. Our customers include a large number of Fortune 500 and other leading multinational companies across a wide range of industry sectors.

Thermal Energy is also a fully accredited professional engineering firm and by providing a unique mix of proprietary products together with process, energy and, environmental engineering expertise, Thermal Energy is able to deliver unique turnkey projects with significant financial and environmental benefits for our customers.

Thermal Energy's proprietary products include; [GEM™](#) - Steam Traps, [FLU-ACE®](#) - Direct contact condensing heat recovery, [HEATSPONGE](#) – Indirect contact condensing heat recovery systems, and [DRY-REX™](#) - Low temperature biomass drying systems.

Thermal Energy has engineering offices in Ottawa, Canada, Pittsburgh, USA, as well as Bristol, U.K., with sales offices in Canada, UK, USA, Germany, Poland, Italy and China. TEI's common shares are traded on the TSX Venture Exchange (TSX-V) under the symbol TMG.

For more information, visit our website at www.thermalenergy.com and follow us on Twitter at twitter.com/GoThermalEnergy.

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This press release contains forward-looking statements relating to, and amongst other things, based on management's expectations, estimates and projections, the anticipated effectiveness of the Company's products and services and the timing of revenues to be received by the Company. Information as to the amount of heat recovered, energy savings and payback period associated with Thermal Energy



International's products are based on the Company's own testing and average customer results to date. Statements relating to the expected installation and revenue recognition for projects, statements about the anticipated effectiveness and lifespan of the Company's products, statements about the expected environmental effects and cost savings associated with the Company's products and statements about the Company's ability to cross-sell its products and sell to more sites are forward looking statements. These statements are not guarantees of future performance and involve a number of risks, uncertainties and assumptions. Many factors, some of which are outside of the Company's control, could cause events and results to differ materially from those stated. Fulfilment of orders, installation of product and activation of product could all be delayed for a number of reasons, some of which are outside of the Company's control, which would result in anticipated revenues from such projects being delayed or in the most serious cases eliminated. Actions taken by the Company's customers and factors inherent in the customer's facilities but not anticipated by the Company can have a negative impact on the expected effectiveness and lifespan of the Company's products and on the expected environmental effects and cost savings expected from the Company's products. Any customer's willingness to purchase additional products from the Company is dependent on many factors, some of which are outside of the Company's control, including but not limited to the customer's perceived needs and the continuing financial viability of the customer. The Company disclaims any obligation to publicly update or revise any such statements except as required by law.

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