



## Who Is RKI?

RKI Instruments, Inc. is an innovative gas detection company located in Union City, California. RKI began in 1994 with the belief that distributors and customers deserve a permanent reliable source for advanced gas detection instruments and sensors.

RKI is partnered with Riken Keiki Company, Ltd., the world leader in gas detection and sensor technologies. Celebrating over 70 years in the gas detection business, Riken has over 150,000 points of detection world wide in the semiconductor industry alone. RKI is the executive North American supplier of Riken products.

RKI is also known for unique product development. Through ingenuity and years of industry experience, we have developed our own line of gas detection instruments and accessories to complement the Riken product line. All of RKI developed products designed around Riken's long lasting field proven sensors.

Beacon 110 - Single Channel Wall Mount Controller  
Beacon 200 - Two Channel Wall Mount Controller  
Beacon 410A - Four Channel Wall Mount Controller  
Beacon 800 - Eight Channel Wall Mount Controller  
Direct Connect - LEL / H2 / O2 / CO / H2S  
S2 Sensor - Transmitter  
M2A-XL Series - Stand Alone Explosion Proof Transmitter  
Explosion Proof Tri-Sensor Head  
GD-70D Series - Intelligent Gas Detector  
Digester Gas Monitor

RKI's continued success is attributed to our seasoned professionals and exceptional customer service that we're proud to offer. Each RKI employee has an average of 10 years of gas detection experience and our company's top six executives combined industry experience totals more than 140 years.

This combination of quality products, experience, knowledgeable and supportive people provides you with the ability and opportunity to confidently face almost any gas monitoring application with equipment built to last. Our policy is to provide strong, quick support to our customers and outlets, and to stand fully behind our products.

Who is RKI Instruments? RKI is gas detection for life.





## **RKI Employee Contact**

### **Executive Officers**

Toru Murai – President ..... Ext 125  
murai@rkiinstruments.com

Tadaaki Hirano – Vice President of Operations..... Ext 160  
hirano@rkiinstruments.com

Mike Johnson – Vice President of Sales & Marketing..... Ext 122  
mike@rkiinstruments.com

Ryo Okamoto – Vice President of Sales Development..... Ext 129  
ryo@rkiinstruments.com

### **Administration**

Jennifer Lozano – Human Resources Manager..... Ext 120  
jennifer@rkiinstruments.com

### **Customer Service / Sales**

Penn Ng – Customer Service Manager..... Ext 128  
penn@rkiinstruments.com

Alison Cheung – Customer Service Supervisor..... Ext 141  
alison@rkiinstruments.com

Janet Hassanzadeh – Customer Service Representative..... Ext 168  
janet@rkiinstruments.com

Fritzie Lavina – Customer Service Representative..... Ext 178  
fritzie@rkiinstruments.com

Alma Sudaria – Customer Service Representative..... Ext 179  
alma@rkiinstruments.com

Yvette Churches – Customer Service Representative..... Ext 176  
yvette@rkiinstruments.com

### **Repair / Service**

Marc Monette – Repair / Service Manager & Field Service Technician..... Ext 153  
marc@rkiinstruments.com

Teresa Carlino – Repair Administrator..... Ext 142  
teresa@rkiinstruments.com

Brandie Moore – Service Admin. Assistant..... Ext 139  
brandie@rkiinstruments.com



### **Technical Support**

John Villalovos – Applications Engineer Manager..... Ext 123  
john@rkiinstruments.com

Michael Jeter – Senior Applications Engineer..... Ext 165  
mjeter@rkiinstruments.com

Erika Mathieson – Applications Engineer..... Ext 164  
erika@rkiinstruments.com

Jessica Earley- Applications Engineer..... Ext 197  
jessica@rkiinstruments.com

Hamed Bayrami – Applications Engineer .....Ext 182  
hamed@rkiinstruments.com

Cleopatra Constantin – Applications Engineer .....Ext 183  
cleopatra@rkiinstruments.com

Ted Maruyama – Applications Engineer .....Ext 175  
ted@rkiinstruments.com

### **Marketing**

Shirley Trujillo – Senior Marcom Specialist, Graphic Design..... Ext 143  
shirley@rkiinstruments.com

Steve Bretzke – Marcom Specialist, Webmaster..... Ext 151  
steve@rkiinstruments.com

Rainier Navidad – Marcom Specialist, Media ..... Ext 152  
rainier@rkiinstruments.com

### **Accounts Receivable**

Judy Tomsovic – Controller..... Ext 148  
judy@rkiinstruments.com

Anjali Raina – Accounts Receivable..... Ext 158  
anjali@rkiinstruments.com



## RKI DISTRIBUTOR DISCOUNT SCHEDULE

For U.S. and Canadian distributors. Effective date: February 26, 2024

Product Category	Discount	Models Included
Premier Portable Instruments	30%	GP-03, SC-04, GasWatch3, GX-3R, GX-3R Pro, GX-2009 MSHA, GX-Force, GX-2012, and GX-6000
	40%	CO-04, OX-04 and HS-04
All Other Portable Instruments	25%	All portable models including the GX-2009 MSHA, other than the Premier Portable Instruments
Fixed System Products	25%	Applies to all Fixed System controllers, detector assemblies, and stand-alone systems, except Digester Gas Monitor.
Digester Gas Monitors	➔	Standard discounts do not apply to Digester products. All Digester quotations must come from the factory, and projects registered with RKI. Please consult factory for Digester Gas Monitor applications and discounts.
Accessories, Spare Parts, & Cal. Equipment	25%	Accessories for all models for both Fixed and Portable Instruments
All Sensors	25%	All portable and fixed system sensors
Demo Equipment	50%	All Portables, Calibration Stations, Fixed Systems.
	40%	T2A, T3A, VOC Pro, Air Alert, and all AirLink products.

### Important Notes:

**Note 1:** Extended quantity discounts may apply to the GX-3R, GX-3R Pro, GX-2012, GX-Force, and GX-6000. Please refer to Extended Discount document or consult factory for details.

**Note 2:** This discount schedule applies only to fully authorized US and Canadian Distributors who are in good financial standing, for resale within their designated US territory and market segments.

**Note 3:** This discount schedule supersedes all previous schedules or special pricing offers.

**Note 4:** This discount schedule applies only to part numbers listed in the current RKI Price List. Parts not listed in the Price List including custom products or special parts, may have a lesser discount, or may not be available to general distribution at a discount.

### Demo Equipment Policy

RKI full line distributors are expected to maintain a reasonable amount of RKI demo equipment for their own use, and RKI offers an extended discount for demo equipment purchases. If additional demo equipment is required, please discuss the requirement with your local RKI territory manager. The accessories purchased as demo equipment must be reasonable, truly needed to support the demo instrument, and purchased with the instrument. Purchase of demo equipment must be approved in advance by the local RKI territory manager.

If RKI decides to lend a demo instrument for a specific purpose, the following conditions apply: The distributor must give RKI a P.O., and the distributor will be invoiced for the equipment. Invoice must be paid or instrument returned within 30 days or other agreed upon time period. If returned in time and in good condition, the invoice will be reversed less shipping charges. Distributor is responsible for any damage to equipment.





## Premier Portables

# Quantity Discounts

Effective date: February 5, 2024

For US and Canadian distributors

RKI is committed to supporting all of our Distributor Partners' stocking needs with quantity based discounts. When you place an order for any Premier Portables that has one "ship to" location, the following discounts will automatically be applied based on the quantity ordered.

This discount program supersedes all previous schedules or special pricing offers.

### ***Instrument Discounts***

For instrument only purchases, the following discounts apply. Each order must ship complete to one location.

							
<b>GP-03</b>		<b>HS-04 / CO-04 / OX-04 GasWatch 3</b>		<b>GX-3R / GX-3R Pro / GX-Force</b>		<b>GX-2012 / Gas Tracer / GX-6000</b>	
1 - 4	30%	1 - 9	\$117.00	1 - 9	30%	1 - 4	30%
5 - 9	35%	10 - 24	\$96.00	10 - 24	35%	5 - 9	35%
10 - 24	38%	25 - 99	\$93.00	25 - 49	38%	10 - 24	38%
25 >	40%	100 >	\$79.00	50 >	40%	25 >	40%

### ***Instrument Bundled with Accessories Discount***

For part numbers where any of the Premier Portables are bundled with accessories, the following discounts apply.

<b>GX-3R / GX-3R Pro / GX-Force</b>		<b>GX-2012 / Gas Tracer / GX-6000</b>	
1 - 9	30%	1 - 4	30%
10 >	35%	5 >	35%



RKI Instruments, Inc.

33248 Central Ave, Union City, CA 94587

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







# Gas Detection For Life

## Distributor Announcement

## Growth Rebate Partnership Program

### ***Growth Rebate Program Statement***

In an effort to reward our distributor partners who are growing RKI's business, RKI now offers a Growth Rebate Partnership Program, effective 10/1/2019. This program is designed to reward your organization with cash for sales growth achieved.



### ***Growth Rebate Program***

- Growth Targets will be set based on previous year's sales, averaged on a quarterly basis. For Q4 2019, the Quarterly Growth Target will be based on the twelve months prior to 9/30/19
  - 10% growth earns a 3% payment on the growth achieved.
  - 20% growth earns a 5% payment on the growth achieved.
- Quarterly growth rebate payments will be made within 30 days after each quarter.
- This Growth Rebate Program replaces RKI's Marketing Coop Program, which will no longer be available beginning in January 2020.

### ***Growth Rebate Program Requirements***

- Must be a fully authorized RKI Distributor for a minimum of 12 months to participate.
- Distributor's credit account with RKI must be in good standing.
- Must have a minimum of \$50,000 in sales within the prior year.

