

Dear «First»

Welcome to Tennant WC-In-Touch

Date: October 1 2008

Subject: **Chevron signs and other hazards**

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#### Table of Contents:

1. Industry news
2. Tennant updates
  - 2.1 Local News
  - 2.2 International News
3. Seriously?
4. Parting Shot

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#### 1. Industry News

I came across the following article in [www.greenclippings.co.za](http://www.greenclippings.co.za) which I thought may be of interest. Their sister site [www.energynews.co.za](http://www.energynews.co.za) is also quite informative – given the rising demands on both you guys as contractors and end users to ‘go green.’ Reprinted here with their kind permission.

#### **Green Scorpions embark on cement industry blitz**

Date: Sun 01 June 2008

Category: Law & the Environment

South Africa's environmental management inspectors, commonly known as the Green Scorpions, have embarked on the first of a series of compliance inspections at various cement manufacturing facilities across the country. The blitz signals the start of the “Clean Cement” campaign, a collaboration between the Department of Environmental Affairs and Tourism (DEAT), the Department of Water Affairs and Forestry (DWAF), as well as provincial and local government.

Green scorpions will monitor compliance with all environmental legislations, authorisations and permits applicable to each site, beginning with the Lafarge plant in the North West. The campaign follows the success of the multi-year national environmental compliance campaign in the iron and steel and ferroalloy industry, known as Operation Ferro. DEAT is also leading a national environmental compliance and enforcement project in relation to the six big oil refineries in the country.

“The cement industry has been prioritised in this new environmental compliance campaign because of the growing demand for its products.

An increase in construction and development projects in the country and rapid expansions in the cement sector means that the industry may contribute significantly to pollution if not mitigated and managed properly,” said Ms Joanne Yawitch, Deputy Director General for Environmental Quality and Protection at DEAT. According to DEAT, a Cement Industry Workshop was held in April where representatives from the sector were informed on what to expect during the compliance inspections and how to adequately prepare for it.

“Inspectors will consider findings of significant non-compliances to environmental authorisations in a serious light, and appropriate enforcement action will follow,” emphasised Yawitch. Yawitch said that other key industries will soon be subjected to similar assessments.

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## 2. Tennant Updates

### 2.1 Local News

- The last few months since my last newsletter have been really busy at Tennant Western Cape. While Lee was off on maternity leave, Kerry was filling in for her and we were unable to get a Newsletter out. Lee is back and getting into the swing of things and so here we are again! Baby Connor is healthy and growing rapidly.
- On the other side of the coin, our senior technician, Robert Gaynham, who many of you know, has been in hospital for around 4 weeks - most of them in ICU. He had intestinal problems and has really battled through quite a few surgeries. He is now finally on the mend and I am sure you will join me in wishing him a speedy and complete recovery.
- At the end of June, we ended our financial year and thanks to all of you, it has been another cracker – revenue up 60% on last year! The support from all of our clients has been unbelievable and it is deeply appreciated! Early indications for the coming year are that growth looks likely to continue at the same or slightly higher rate this year, which is really exciting for us!
- We now have our very own website: [www.tennantwc.com](http://www.tennantwc.com) We previously piggybacked on the back of the Tennant SA site, but have sought to strengthen our local identity and going forward, to respond to some of the needs specific to you, as Western Cape clients. We still have some work to do to complete it and any criticisms, suggestions or information that you would like to see on the site would be most welcome.
- Early in November we will be launching a new range of scrubbers and the *Readyspace* technology in compact units, never before thought possible. These machines on the cutting edge, have unique features (ever wanted to scrub in reverse in tight corners and not leave water behind?). I will have info on this in our November Newsletter and you will be receiving an information pack once the units have arrived.

- Last time, I alluded to upcoming *Sitelink* technology which is under development and testing by Tennant in the States. It provides a glimpse into the future of where mechanisation is headed. Available details are still sketchy, but effectively what it entails, is the current and enhanced on-board diagnostic system on board Tennant machines linked to a communication module and GPS. With this technology, should anything on your machine exceed certain wear parameters or break down, the machine will call us and report the impending failure. We would then despatch and repair the unit before you would know it had or was about to go down! In terms of management, you would be able to remotely manage productivity of your units, as you would be able to see how many hours your unit was actually being utilised, what functions were used and / or for how long - and thanks to GPS, exactly where and when specific areas were cleaned - or not. Night shifts are notoriously difficult to manage and this is certainly one tool that would greatly assist in this. Internationally – probably not available for another 18 months unfortunately, as the testing in the States is quite thorough before it is shipped to the rest of the world. I will keep you informed.

## 2.2 International News

### **Aquisition**

Over the past few years, Tennant Company has become noticeably more aggressive in terms of acquisitions. In part, this seems to be a consequence of their strong performance: their rapidly swelling war chest enabled them to do so. It is also an indicator of their commitment to the growth of the international sector of their market. In line with this, news out from Tennant Company is that it has entered into an asset purchase and sale agreement with Shanghai Shen Tan Mechanical and Electrical Equipment Co. Ltd., a 12 year key distributor to accelerate development of Tennant Sales and Service in the Shanghai market.

Shanghai Shen Tan, a dedicated Tennant Products distributor, holds strong market share with both direct sales and service presence in the greater Shanghai area, including important relationships with major industrial customers and a strong position in key industrial vertical markets. Shanghai Shen Tan revenues were approximately \$1.6M in 2007 based on industrial machine sales and a strong service offering.

Tennant's global field service network is the most extensive in the industry. Tennant has manufacturing operations in Minneapolis, Minn.; Holland, Mich.; Uden, The Netherlands; the United Kingdom; Sao Paulo, Brazil; and Shanghai, China; and sells products directly in 15 countries and through distributors in more than 80 countries.

### **Appointment**

Tennant Company recently announced the election of Carol S. Eicher to its Board of Directors. Ms. Eicher has nearly three decades of experience with global manufacturing operations and will increase strategic depth on Tennant Company's Board of Directors.

Carol S. Eicher is Vice President and Business Director for Primary Materials, a \$2 billion business for Rohm and Haas Company. Ms. Eicher joined Rohm and Haas in 2000 as Business Director for the Organic Specialties business. Her

accomplishments include the turnaround of a \$500 million global business achieved through a restructuring of manufacturing, repositioning the product lines and creating a portfolio of growth products. Ms. Eicher also led both acquisition and joint venture business development efforts and contract negotiations. She holds a B.A. in Chemical Engineering from the University of Pennsylvania, an MBA from the York College of Pennsylvania and attended Harvard Business School's Advanced Management Program.

Her election brings the number of Tennant Company directors to nine.

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### 3. Seriously?

Bruce Merryweather, (Lee's husband), works, in his spare time, as a volunteer paramedic. Given the nature of that work, and the importance of the 'golden hour' - the importance of rapid medical treatment for accident victims - means that he and his colleagues regularly have to drive at high speeds to get to a scene. One of Bruce's colleagues, who shall remain nameless – he swears it wasn't him – was on his way to such a call one night when he was involved in an accident himself. When his fellow paramedics arrived on the scene to assist, they found him stuck in his car, knee deep in a field of mud – the car immovable and the undercarriage damaged. What was initially puzzling, was that it had occurred at the end of a straight road, which had quite a sharp bend to the left, a bend indicated by a huge black and yellow chevron that demarcated the end of the straight road. The sign and car were untouched and the hapless man had come to rest neatly about 30 metres directly behind the Chevron sign. After establishing he had only suffered minor injuries and treating him for shock, the paramedics tried to understand from him how he had managed to miss the warning of the massive chevron sign? He turned blood red and replied quietly: 'Honestly...? I didn't miss it... I thought I was overtaking a bus.' (For the record, I still think it was Bruce.)

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### 4. Parting Shot

I don't know if it is just the nature of politics, but observing the American presidential elections and our own tumultuous, local 3 president saga, I have been fascinated. Isn't it odd how polite these guys are when they are kicking each other in the teeth? Words of appreciation; mutual respect and praise for each other. Smiles all around and shy giggles of humility, all the while busily attempting to bury each other.

It reminds me of that quip by Will Rogers: *Diplomacy is the art of saying 'Nice doggie' until you can find a rock.*

Have a great month!  
Cheers!  
Rodney

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