

# TENNANTS DISTRIBUTION LTD

April 21<sup>st</sup> 2010

For the attention of the Purchasing Manager

Dear Customer,

## RETURNABLE CONTAINERS

As you are aware Tennants are at the forefront in advancing the use of returnable packaging for both safety and economic reasons. Indeed by far, most of our liquid products are supplied in returnable packages. However, due to unprecedented packaging feedstock increases incurred in the last year, we have found it necessary to review our returnable packaging policy.

Please find below our revised charge schedule, which will become effective from Tuesday 4th May 2010.

CONTAINER TYPE	DEPOSIT	REFUND
30 litre	£18.50	£ 8.00
30 litre HF/Nitric	£21.00	£ 8.00
45 litre	£23.00	£12.00
45 litre HF/Nitric	£24.00	£12.00
200 litre Plastic	£23.00	£11.00
200 litre Solvent (Steel)	£17.00	£ 7.00
1000 litre Heavy Duty IBC	£670.00	£545.00
1000 litre Stainless Steel IBC	£1620.00	£1430.00
1000 litre Schutz IBC	£155.00	£75.00
1000 litre Mauser IBC	£510.00	£400.00
Pump Over - Single Connection	£55.00	
Service Charge per Invoice	£45.00	
Bulk Service Charge per Invoice	£45.00	
Pallets	£10.00	£10.00
Hydrogen Peroxide Pallets	£12.50	£10.00

We would like to thank you in advance for your continued support in these difficult trading conditions, and we would kindly urge you to help us sustain these efficiencies and return all packages as soon as possible in an effort to reduce the ongoing costs associated with these type of packages.

Should you wish to discuss any of the above please contact your account manager or nearest local depot.

Yours faithfully

P W O'Brien  
Commercial Manager