



To: Vince Stennett, President and C.E.O.  
Environmental Management Solutions, Inc.

From: Gary Partridge, Operations Manager  
Rotary Lift, Inc.

Date: January 12, 2008

Subject: Environmental Management Solutions, Inc. (EMS)

---

### **Background Information**

Rotary Lift Inc., a Dover Company, is a world leader in the manufacture of automotive lifts. Today, we are building over 100 different models of surface and inground lifts; engineering each one to be durable, powerful and productive. After over 75 years of lift production, Rotary has grown to become a world leader in lift productivity through the sale and distribution of lifts on a global basis. Our operations extend from our world headquarters in Madison, Indiana, to Germany and China.

### **Rotary Lift – EMS Professional Summary**

EMS has been doing business with Rotary Lift since 2003. The EMS/Rotary Lift relationship was initially developed on a consulting basis. EMS over the next several years was able to demonstrate a high level of service which allowed the relationship to develop and grow into a partnership.

Presently, EMS provides a wide range of services for our Madison, Indiana facility. Environmental training, wastewater compliance, air compliance and waste management are examples of some of the services they provide to us. Also, EMS has become a partner to us in our continuous improvement efforts. Examples of this include assisting us in reducing our air emissions which resulted in our change of status from a Title V to a Minor Source Operating (MSOP) permit! Another example is the cost savings program initiative facilitated by EMS since 2006. Under EMS leadership, this program has helped save Rotary Lift thousands of dollars over the last two years! Just as important, these cost reductions have enabled Rotary Lift to become a better neighbor in our community through reductions in waste streams.

EMS's staff consists of professionals that have very diverse skill sets and a solid understanding of industry. EMS employees are very knowledgeable and truly care about our facilities. EMS supplies a full-time employee at Rotary Lift approximately 8 hours per day, five days per week (and are available on weekends if needed) to manage and

assist with our environmental program. EMS employees take pride in making sure the job is done right and done on time. During our most recent unannounced stage agency air audit, inspectors found no violations or discrepancies with the entire air program. An inspector stated to me personally “the organization, thoroughness and accuracy of documentation are very impressive! I wish everyplace I went was like this)”. Its things like this that gives Rotary Lift confidence that EMS is giving us excellent service and guidance.

With the ever-changing requirements from local, state and federal agencies, I feel EMS keeps us abreast of these changes and in compliance with them. EMS truly has demonstrated value to our company which reflects their desire to partner with us, rather than being just another vendor. We place our confidence in EMS and entrust them to direct, control and continuously improve our environmental program.