



## 2009 Newsletter:

### OilPro during 2009:

We have worked really hard this year to improve our **manufacturing processes** – implementing a new, software-based manufacturing and inventory system which is working really well. We are now able to forecast better, plan better, manufacture better. We aim to reduce our lead-time for the supply of OilPro systems on order. We have made some changes in terms of our support people, one being that Sue Lewis was appointed our full-time stock controller during November 2009. We have stopped producing printed circuit boards in-house, instead ordering the boards ready-made. We received our stock from the new supplier at the beginning of December, so we are in full production with regard to the OilPro Oil Management System! While we have seen a definite drop in orders during the first 9 months of 2009, most probably attributable to the difficult economic conditions world-wide and specifically in the motor industry, we are finding that business is picking up very well and we anticipate a much improved 2010.

Another milestone for us is that **the OilPro / Kerridge (Autoline) integration** is installed and working at several workshops, with very positive feedback from the workshop personnel. The OilPro Oil Management System also integrates with **Automate** and **ACS Embrace**. For more information about this Paul Simpson or Martha Meier can be contacted at [info@ead.co.za](mailto:info@ead.co.za). The OilPro Training Service trained 62 people during this year- on using the OilPro software, integration and more.

We are finally making good progress with the production of the long-in-development and anticipated **OilPro Tank Level Probes**, with the first 120 being installed in Rwanda during January 2010. (Generator security systems application - to help monitor diesel levels in the generator tanks and thereby detect and help reduce stock loss). We intend to launch the OilPro Probes in South Africa during the first quarter of 2010. We have also designed and started manufacturing a **Solenoid valve Anti-tamper Cover**, with the same aim:- reducing stock loss by making it difficult to override the solenoid valves) More about this product in 2010.

In the United Kingdom, the OilPro Oil Management System was successfully installed in the main workshop at a **new bus depot belonging to "Transport for London"** – the biggest bus workshop in Europe and the biggest UK installation of our product thus far. The customer aims to perform between 300 and 600 vehicle services a day and the OilPro Oil Management System is controlling their oil products! Bruce Coetzee has done an amazing job for this customer – congratulations Bruce!

We have had a great experience at **Automechanika 2009** in Johannesburg during March. Our stall attracted quite a bit of attention but we were especially happy with the opportunity to meet with our distributors and prospective new customers during this trade show.

Thank you for taking the time to read this communication and all the best!