

# TIGER TALES

THE TIGER RENTAL GROUP (A MODERN GROUP CO) NEWSLETTER • DECEMBER 2018



Superstars, Wayne LeJune (South Texas) & Michael Popino (West Texas), Area Managers from Tiger Industrial, are "Making it Happen" in their region!



## TIGER TALES

Tiger Tales is an internal newsletter for employees of the The Tiger Rental Group, LLC.

EDITORS - MARKETING DEPT.  
CYNTHIA BOWEN  
DANI GONZALEZ  
COLBY CRENSHAW



CONTRIBUTING EDITORS  
BOB LUKE  
GENTRY PERRY  
DENIS LATIFF  
DON MEHRTENS  
SALEEM SYED  
WAYNE LEJUNE  
SAM KASH  
TAL COWAN  
BROOKE GREEN  
KELSEY DEAN  
KARL GRAFFTE  
DAVID MCCORMACK  
WES HUNTER  
CRYSTAL HUGHES  
MORGAN HEINEN

Want to be an editorial contributor?

Send us your stories or pictures for the next edition of Tiger Tales.

[cynthia.bowen@modernusa.com](mailto:cynthia.bowen@modernusa.com)



### I AM SO PROUD OF EACH ONE OF YOU

-WILL CRENSHAW, CHAIRMAN OF THE MODERN GROUP

The front cover is an All-American scene. A scene of America in times past. Take a look – man in blue, the policeman, observing a young American soldier is home from defending our country – American workers sharing about life, country, family and our Great God. Younger Americans watching all that takes place. I thought of this painting by the American artist Norman Rockwell dated 1945 is still alive and well in The Modern Group team members.

Our team members are all helping and lending a hand day after day. They are helping neighbors in difficult times like fires, floods, every day life challenges teaching new members about the Golden Rule – treating others as you want to be treated. They are taking care of the company’s fine customers as well as their own families.

KEEP UP THE GOOD WORK,  
I AM SO PROUD OF EACH ONE OF YOU

When we gather with our families at this special holiday, may we remember our creator and our freedom. Freedom to worship, to work, to dream and to care for one another. Let us remember those who came before us and sacrificed to insure the preservation of the greatest country in the world.

GOD BLESS OUR WONDERFUL COUNTRY  
AND EACH OF YOU.

COMMONPLACES NEVER BECOME TIRESOME.  
IT IS WE WHO BECOME TIRED WHEN WE CEASE  
TO BE CURIOUS AND APPRECIATIVE.

-NORMAN ROCKWELL



“HOMECOMING MARINE” - 1945

- NORMAN ROCKWELL

### 4 TIGER RENTALS

Do we have a good team at Tiger or what!?!?!

### 5 TIGER UPGRADES AND READY LINE IS UP & RIGHT

See how the Tiger team is breaking records and expanding!

### 12 MATS, MATS AND MORE MATS

The signs multiple mat deals and winning jobs all over the State of Texas and Louisiana.

### 17 PMI HITS MILESTONE

See what PMI is doing to increase sales and revenue.

### 23 TIGER EXHIBITS FROM TX - ABU DHABI

Tiger personnel are spreading the word - We “Make it Happen”.

### 34 CHECK IT OUT!

New Tiger catalogs and brochures were developed this year.



# WOW!

## DO WE HAVE A GOOD TEAM AT TIGER OR WHAT!?!?!?

It's so fun to see the fruits of our labor.....winning over a new account, launching a new product and service. Developing and recruiting teammates. Getting praise from customers. Winning! Growing! Being unique! New fleet rolling out....we're reinvesting heavily in equipment like pumps and mats, training, facilities, rolling stock. But I like nothing better than seeing older legacy assets that are well maintained and have been upgraded, modified and re-purposed to began a second life. That might be from a hydroblaster to a water pump, an ECOmat™ that we've added end-caps to, a blast resistant building that we've upgraded lighting to LED, CCU's that we've added forklift pockets/stronger lifting eyes and converted to a new standard and sometimes purpose. Sometimes it's a new coating or insulation. Sometimes it's a new pump, generator or engine. Regardless of upgrade.....it's life extending and possibly rate enhancement. We love long life assets and long life team members.

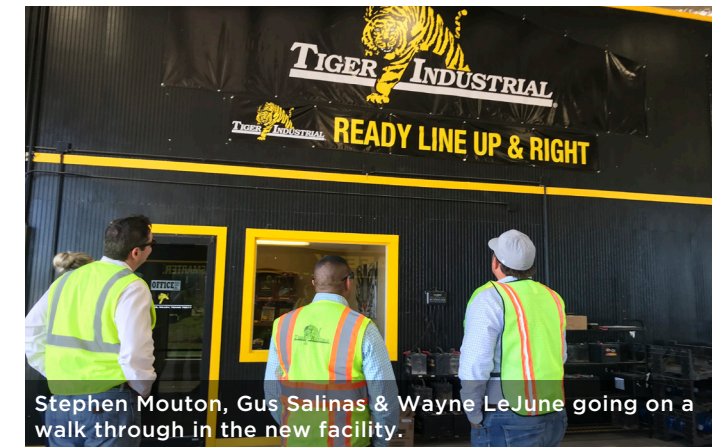
Congrats to all on a job well done in 2018. I can't wait to see what happens in 2019!

By Colby Crenshaw, President Tiger Rentals

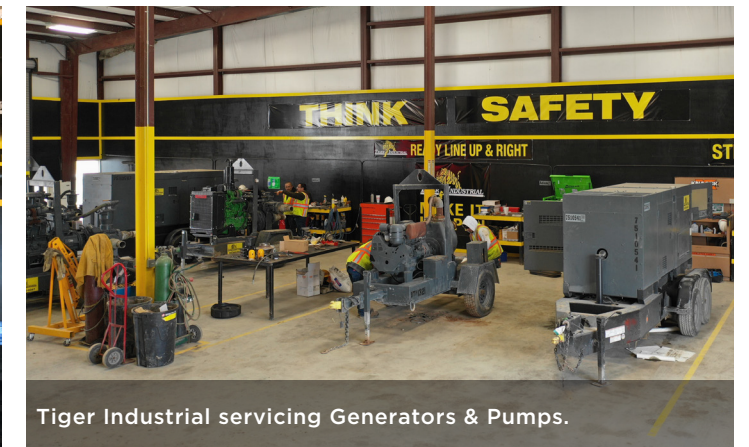
# UPGRADES AND EXPANSION ARE HAPPENING IN DILLEY FOR TIGER SAFETY & INDUSTRIAL

Some great examples of upgrades were done by Tiger Safety who modified CPT units by placing a skid mounted hydraulic actuated valve control room on a trailer. In addition, Tiger Safety installed a bypass configuration on a Cyclonic Sandtrap to divert flowback water until product is received to begin testing.

Just as important as extending asset life, Tiger's commitment to proven shale plays during a down cycle has also been a big winner. With the new combined yard in Dilley, Texas, Tiger Industrial and Safety has captured twice as much revenue in half of the market compared to a few years ago. This is a testament to grit and determination. Congratulations to the Tiger team in South Texas for your hard work and dedication to "Making it Happen" in the region!



Stephen Mouton, Gus Salinas & Wayne LeJune going on a walk through in the new facility.



Tiger Industrial servicing Generators & Pumps.



Tiger Safety Sandtraps on ready line.



Nathan Williams, Wayne LeJune, Garrett Cathriner, Eddy Pena, Brandon Chaumont, Gus Salinas & Stephen Mouton viewing the new Electric Service Room at Tiger Safety Dilley.



Upgraded Tiger Safety equipment in Dilley, Texas



Overhead view of the combined Tiger Industrial and Tiger Safety Dilley Yard in Texas

# READY LINE IS UP & RIGHT!

THIS IS THE BATTLE CRY ACROSS ALL TIGER BRANCHES

The Tiger Industrial teams, lead by Stephen Mouton, have been hard at work this year putting equipment out for rent day and night...literally. What is the secret to their success? Great service, reliability and a yard that is "Ready and Right". When customers call in the middle of the night for an emergency pump, for example, it is available and ready to be shipped out at a moments notice. The Industrial team has brought in record numbers this year! Congratulations on your hard work, dedication and great success in 2018!



Wayne LeJune, Logan Brandt and Stephen Mouton - Victoria yard review



Victoria rebuild center upgrading generator.



Generators on ready line up and right.



Tiger surface cleaning equipment up and right.



Tiger pressure washers up and right.



Tiger pumps up and right in new Baton Rouge yard.

# RENTAL GROWTH IS OFF THE CHARTS

IN THE PERMIAN BASIN

Our Tiger Team continues to execute well in the Permian Basin. The Energy Information Administration (EIA) forecasts that Permian production will average 3.4 million barrels a day this year, up 871,000 barrels a day from 2017 and will average 3.9 million barrels a day in 2019, a 514,000-barrel-a-day increase. In response, Tiger expanded the Midland yard to meet the increasing demand. We are anticipating a great upcoming year!



Michael Popino, Stephen Mouton, Pete Ranshaw, Brooke Green, Garrett Cathriner, Craig McGeHee, Tony Vasquez & John Melancon.



CPT Team in West TX - Vanessa Jarrell, Wayne Maas, David Covington, Corey Vice, Bob Luke & Tony Vasquez.



Pumps ready to rent in Midland, TX.



Yard upgrades in West Texas.



New building and signs added in Midland on the Tiger campus. Continuing to invest in our operations.

# TIGER RENTALS HSE

## INITIATES NEW GLOVE PROGRAM

The safety of employees is always a top priority, especially when it comes to hands. The Tiger HSE Team is implementing a new "Tiger Hand Safety Program". During the assessment phase, glove safety professionals observed Tiger employees performing routine tasks in order to create Glove Boards for each of the Tiger Rentals divisions. The resulting Glove Boards will enable any Tiger employee to quickly identify the type of glove needed for any specific task that they may be working on each day.

This program will give our employees with the world's most dexterous, protective and durable gloves. Tiger Rentals Safety will work together with the entire Tiger Team to ensure that the employees have best practices, in addition to the best gloves, that will enable all to return to their families uninjured after a day's work.

Special thanks to Ronnie Jones with Tiger Rentals in La Porte (pictured) and Tommy Clark with our vendor on successfully launching this very important HSE initiative.



The La Porte team joins with Tiger Rentals Safety members to show off the new gloves.

# BLAST RESISTANT BUILDINGS GET A LIGHTING UPGRADE

Tiger Industrial Rentals is continuing with equipment upgrades to stay competitive in the marketplace. In doing so, they are initiating efforts to upgrade their Blast Resistant Buildings from Fluorescent to LED lighting. Shown to the right, Sam Kash is showing off the new light upgrades in one of the 12' x 40' buildings.



Sam Kash, BRB Champion, showing off the new LED lighting in the Blast Resistant Bldg.



Blast Resistant Building inside Gulf Coast chemical plant. The Tiger team loves downstream energy. Never forget our roots.

# LOADING OUT EQUIPMENT IN

## TRINIDAD FOR MAJOR OIL COMPANY

Tiger Tanks Trinidad Unlimited (TTTU) is doing a major loadout for an international oil company in South America.



Customer loadout for South America deepwater E&P job.

# THINGS ARE HEATING UP IN THE MIDDLE EAST REGION



Picture of the Tiger Saudi yard, continuing to invest in fleet and support services.

# MCCORMACK GETS THE RAIN MAKER

## AWARD FOR OUTSTANDING PERFORMANCE

David McCormack received the rain maker award this year from William Drost, Tiger Offshore GM, and Colby Crenshaw, Tiger Rentals President, due to his hard work and productivity on business development in the international Tiger Offshore business.

David has been busy developing the Tiger Offshore business in the international markets from the Mediterranean to Africa to Southeast Asia and assisting teams in other regions as well.



William Drost and Colby Crenshaw award David McCormack with the Rain Maker Award.

# THE WINDS OF CHANGE

## IT'S SMOOTH SAILING FOR MCCORMACK WITH 1ST WIND JOB

David McCormack scored our first rental for a wind job. The Seacor Supporter is offshore the US East Coast, going to support seabed coring, in advance of the next offshore wind farm installation. Seacor rented tanks and spill berms in Fourchon. David met the customer at a wind event last year and stayed

on him and eventually got some work. Thanks to Jordan & Crystal for their help in making it happen.

Tiger continues to find new markets for equipment and diversify revenue streams.



Tiger Offshore tanks onboard wind energy service vessel.



Front view of wind energy service vessel.

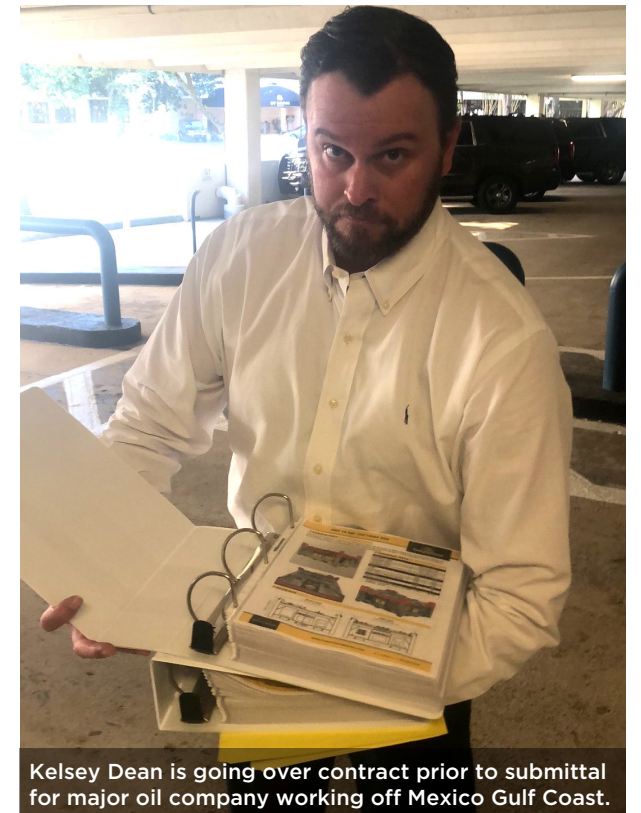


# DEAN NABS A BIG FISH IN MEXICAN

## WATERS OFF THE GOM COAST

Congratulations to Kelsey Dean and the Oilmex team for their efforts in the Mexico region. Most recently, Kelsey worked diligently on a bid for an independent oil and gas company in Tampico, Mexico.

"It was a group effort that started with the Mexico team identifying an opportunity that presented its own set of challenges and difficulties. They ran head first into it and made it happen. The success we had in landing this work could not have happened without our Operations team here in the States and abroad. Each one of them deserves recognition individually. Ronnie Jones and JJ in La Porte, Chris Breaux and the Sling Shop crew, Cary Walker and the Asset Management team, Karl Graffte and crew, Daniela Gonzalez and Cynthia Bowen, and of course, our Management team for Mexico, William Drost (Tiger Offshore), as well as, Ramiro Rodriguez and Angelina Mayo (Oilmex). Because of them, Tiger has positioned itself to be the industry leader in Mexico going forward," said Kelsey Dean, Mexico and Corporate Sales.



Kelsey Dean is going over contract prior to submittal for major oil company working off Mexico Gulf Coast.



Renting out of Tiger CCU's in Mexico.



View of CCU's being loaded at Tiger Oilmex yard.

# TIGER SIGNS MULTIPLE MAT DEALS

TO EXTEND OUR CUSTOMER REACH

Tiger Industrial continues to expand its footprint in the Industrial Mat market. Tiger Industrial's ECOMat™ has several new family members which include, "Tiger Laminate Mat", "Tiger Hardwood Mat" and the "Tiger Poly Mat". The addition of three new mat solutions coupled with the very successful ECOMat™ gives Tiger a very unique competitive advantage to win more work in the Upstream, Midstream and Downstream Industrial markets. The combined product offering encompasses

the majority of mat solutions for refineries, integrity pipeline work, access roads, tank farms, high lines, train derailments, commercial construction, frac sand and completions sites, among many other areas. Each mat has distinct advantages in the market and allows Tiger to be agnostic of customer mat preferences and more aligned with the customer base.



Tiger Industrial and Tiger Rentals Safety personnel in training meeting for the new mat program.



Tiger ECOMats™ and Tiger Laminate Mat



Tiger Poly Mats and Tiger Laminate Mats on the ready line.

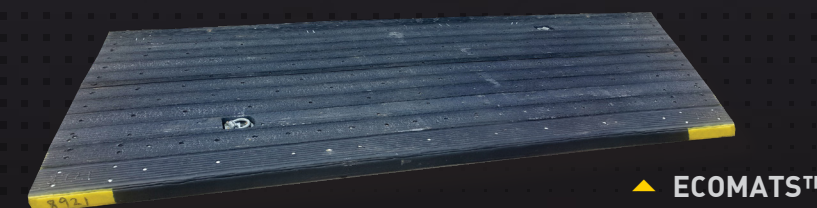
# VERSATILITY

IS THE SMART CHOICE FOR YOUR MATTING REQUIREMENTS

TIGER NOW HAS

**MORE**

**MATTING SOLUTIONS**



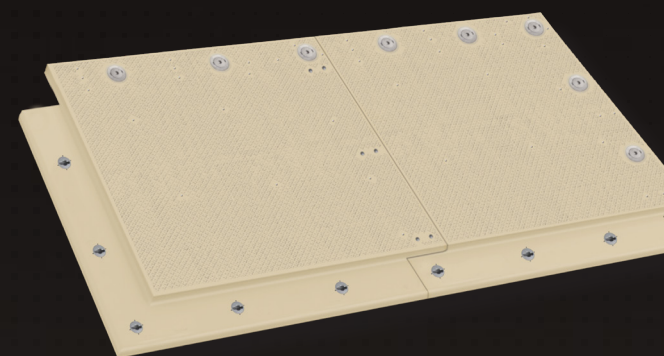
▲ ECOMATS™



▲ TIGER LAMINATE MATS



▲ TIGER TRADITIONAL HARDWOOD MATS



▲ TIGER POLY MATS

Tiger's unique mat rental solution allows you to select from a variety of mat products to fit your specific job site requirements, such as:

- Drilling & Completions
- Drilling Pads
- Production & Refineries
- Turn Arounds
- Tank Farms
- Last Mile Sand Solutions
- Chemical Plants
- Pipeline & Integrity Jobs
- Rework/Testing
- LNG
- Wind Tower
- Inside the Fence
- Infrastructure
- Highway Construction
- Civil & Piling Work
- Powerline & Transmission Projects
- Heavy & Commercial Construction

If you are using mats, we are the right people for the job. Our reliable team is here to help you choose the right mat for the right situation. Give us a call to learn more about Tiger's mats today at **+1 (888) 866-0047!**



**+1 409-832-9336**

BATON ROUGE | SULPHUR | BEAUMONT | LA PORTE | VICTORIA | DILLEY | MIDLAND

**TigerIndustrialRentals.com**

# ECOMATS™ ARE PUT TO THE TEST

WITH 1.8 MILLION POUNDS OF STEEL

Tiger ECOMats™ are challenged in South Texas to hold up a huge piece of equipment weighing in at 1.8 million pounds.



# JOB SITES ARE FLOORED IN THE

GULF COAST WITH TIGER LAMINATE, WOOD & ECOMATS™



Tiger ECOMats™ being laid down for rig site in the South Texas Eagleford region.



Tiger Laminat Mats laid down for temporary road during a concrete pour for a major construction company.



Tiger Traditional Wood Mats allow a major construction equipment service provider to move freely in South Texas.



Tiger ECOMats™ are a firm foundation for this drillsite in the Eagleford.



Tiger ECOMats™ unloading for temporary road in South Texas.

# TIGER EXPLORES MULTIPLE EVENT OPPORTUNITIES AROUND THE WORLD THIS QUARTER

OPPORTUNITIES AROUND THE WORLD THIS QUARTER

This year, the oil and gas industry has seen an increase in activity, and as a result, Tiger responded with an increase in event coverage. From West Texas to Southeast Asia, Tiger team members have been pounding the pavement at tradeshows and industry events to network and increase our client base. In addition to marketing our core rental fleet and services, Tiger is opening doors with LNG and other energy opportunities through event participation.



Left to right: Chris Walker, Tal Cowan, Wes Hunter, Cynthia Bowen and Daniela Gonzalez

# TIGER DELIVERS LNG SOLUTIONS AT GASTECH 2018

AT GASTECH 2018

In September, Tiger partnered with Stabilis Energy to exhibit at the Gastech Exhibition & Conference held in Barcelona, Spain. There were over 35,000 attendees and over 3,500 decision making delegates. Our booth was located in the US Pavilion. In all, there were over 700 exhibitors at the show representing 100 countries in the energy industry. As a result of the show, Tiger

Offshore is exploring new opportunities in international and US Gulf Coast regions to support LNG operations with rental equipment and services. Tiger Offshore team members are taking the lead on all future LNG prospects from Cameron to Venice to Angola. Tiger Industrial is supporting Lake Charles, Port Arthur & Corpus Christi.



Tiger and Stabilis personnel tag teaming with client meetings at the show.

# PMI MIDLAND ACHIEVES REVENUE MILESTONE IN NOVEMBER

MILESTONE IN NOVEMBER

PMI Midland achieved a significant milestone in November by surpassing its monthly revenue goal for the first time, allowing one of 2018 goals to be met.

PMI first began operations in Midland and the Permian Basin in January 2011, experiencing several ups and downs in the industry. Holding fast to our vision of what the Permian could mean for PMI, leaving was never an option. Over time, PMI established roots and developed relationships with some key customers.

Initially, the focus was on Environmental Services including Well Site Remediation, Spills, and P&A Support and Production Services including Tank Cleaning and other production support-related services.

Earlier in 2018, PMI expanded its Environmental Services to include Construction of the very sites, roads and pits which are typically the type of sites that PMI remediates. In November of this year, Environmental Construction services produced a record month in revenue.

Also in 2018, PMI Midland began a CPT Support Services division. Given Tiger Safety's prominent role in CPT Rental Equipment, this allowed for easy penetration of the market with our new service line. The industry was in need of qualified crews to perform rig up and rig down of the CPT equipment. Since entering this market, PMI introduced technology that greatly improves safety performance.

Congratulations to the Midland Team, Donald Marin, Rodney Price, Dean Smyers, Louie Renteria, Mark Gray, and John Jobe as well as all the hardworking men that are in the field every day.

A special thanks to Dean Smyers for agreeing to move to Midland in 2011 and staying strong during some tough times. Without Dean's hard work, long hours, and overall commitment to PMI's success, PMI would have never been in the position to reach the revenue milestone.



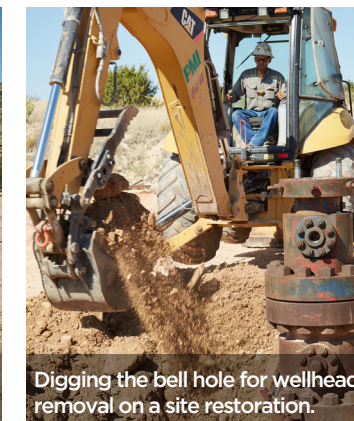
L to R - Louie Renteria (Mgr, CPT Support Services), Donald Marin (Permian Regional Mgr) & Rodney Price (Mgr, Environmental Services)



PMI Production crew preparing to clean out a tank battery for site decommissioning.



Richard Atherton and the PMI Surface Work crew holding safety meeting prior to wellhead removal on a site restoration.



Digging the bell hole for wellhead removal on a site restoration.



Dean Smyers at the PBIOS Dos Amigos Hospitality Party.

# PREDICTABLE



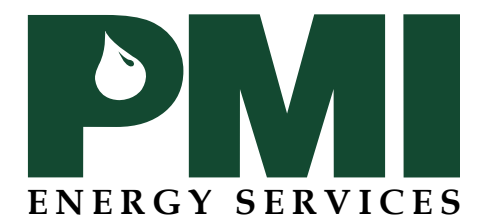
Drilling & Production Cleaning Services | Solids Control | Environmental Services | CPT Support

## EVOLVING WITH THE NEW **OIL & GAS INDUSTRY**

With over 20 years of experience, PMI Energy Services is a leader in the energy service field, providing a full range of cleaning, environmental and other oilfield services solutions. Our team of dedicated, hard-working professionals is committed to providing customers with safe, effective and cost-efficient solutions that meet their individual needs. At PMI, we ensure our team is deeply experienced and highly trained to provide quality service and technical expertise to help our customer's every need. PMI's broad service lines support offshore and land operations in the Gulf of Mexico and Lower Mid-Continent Basins.

+1 (888) 229-3837 / [PMI.net](http://PMI.net)

© Copyright 2018 Modern Group Inc. All rights reserved.



# INVESTING IN PMI FROM THE PERMIAN TO EAGLEFORD AND ALONG THE GULF COAST



Investing in PMI.



New Service Kits.



New Service Kits.



Donald Mehrtens & Jamie Holt with the new Mud Hog Gen 3.



PMI Morgan City Yard.

# TIGER TO THE RESCUE IN EAST EAGLEFORD

Tiger was called out in the middle of the night to bring a super six pump to a blow out location in East Eagleford. A service tech was required to be on standby 24/7 for a week. The pump was supplying water for water cannons pointed towards the tree, where a leak was, to prevent the oil from catching fire. The pump was vital from line exploding and couldn't go down. A secondary standby pump was on site but the super six pump perform perfect. Tiger Industrial also supplied pressure washers to the site for the environmental company containing the blowout and Tiger Safety provided CPT equipment as well.



Tiger Safety Hydraulic Choke Package on East Eagleford blow out jobsite.



Tiger Industrial Super Six Pump at work at the blow out location in East Eagleford.

# TIGER SAFETY CPT GROUP PUTS OUT HYDRAULIC CHOKE PACKAGE IN SOUTH TEXAS

Tiger Safety CPT Rental division acquired 4 Hydraulic Actuated Valve packages during the purchase of the Weatherford Well Testing division last year. Hydraulic Valves are typically connected to a high pressure system during fracking or testing. The Hydraulic Valve package allows operators to actuate the valves from a safe distance inside of a climate controlled environment. Tiger finalized the refurbishment of the units and sent the first package on a job for a major service provider this quarter.



Hydraulic choke manifold.



Control building for hydraulic choke package.

# TIGER EAST MED & EAST AFRICA

ARE PURSUING NEW ADVENTURES



Nick John, Mark Lepou, Sokratis Sofokleous, Conceicao Fernandes, Marco Bettencourt at the Tiger Rental yard in Cyprus.

In the Eastern Mediterranean, on the small European Island Nation of Cyprus, Tiger Offshore has built a regional equipment distribution and services base that supports activity currently in 14 different countries. While Cyprus is 73x smaller than Texas, it is strategically positioned to service the large offshore gas finds off its shores as well as other countries in the region. Led by Karl Graffte (American) the Cyprus base supports activity in much of the Eastern Hemisphere.

The finance and administration team is headed by Conceicao Fernandes (Portuguese) who coordinates billing, taxes, wire transfers, legal compliance, international shipments, invoices, payments, and much more. She is supported by our newest team member Sokratis Sofokleous (Cyprus).

The operations team leader is Marco Bettencourt (Portuguese), and working with yard hands Mark Lepou (New Zealand) and Nick John (United Kingdom), they ensure that our fleet is maintained to the highest standards and ready for the next rental. The team has recently undertaken an extensive

refurbishment of a large fleet of hundreds of 25bbl cuttings returned to Cyprus between drilling campaigns in addition to refurbishing a large fleet of other CCUs. Another recent project was the installation of GPS units on the majority of our fleet allowing customers to track the location of all equipment. They have also built up a highly organized container-based “warehouse” of spare parts allowing us to rapidly return equipment to the ready line as well as distributing parts to regional agents as needs arise.

Marco and Conceicao first joined Tiger Offshore in our Pemba Mozambique yard. Both now live in Limassol Cyprus with their families. This allows us to provide rapid response to urgent customer requests and has helped us secure important contracts on large projects. The team is truly international working with other international agents and strategic partners.

Shown Above: Cyprus Ops team - Marco Bettencourt, Nick John, Mark Lepou, Sokratis Sofokleous and Conceicao Fernandes

# TIGER EXHIBITS AT ADIPEC

(ABU DHABI INT’L PETROLEUM EXHIBITION & CONFERENCE)

Held on November 11th - 14th this year, the ADIPEC show was a huge success for Tiger and Dragon with the addition of our new team members from Tiger Rentals UAE. Although the focus of the show was centered around the Middle East, the Tiger team met people from all over the world to generate sales on a global scale. The exhibit hosted over 2,200 companies, including 42 NOCs and IOCs, showcasing 1000’s of products, services and solutions from 67 countries. There were 145,000+ trade visitors and 10,400+ delegates (i.e. decision makers) in attendance.



Tiger Offshore and Tiger Rentals UAE teaming up to work the ADIPEC booth.

## VISITS FACILITY IN ABU DHABI

While in the UAE, the Tiger team made a field visit to the newly acquired Rigzone facilities, which has been renamed Tiger Rentals UAE. The division is headed up by Saleem Syed, General Manager.



During ADIPEC 2018 the team visited the Tiger Rentals UAE Abu Dhabi Production Facility in Al Markaz Industrial Area.



Colby, William and Saleem hand out safety award to Arvind Sharma, Welder.



William Drost, Paulo Curto, David McCormack, Colby Crenshaw, Saleem Syed and Garry Hutton visiting UAE yard.



Tiger Offshore Team visits the Tiger Rentals UAE office.

# TIGER RENTANK DO BRASIL

## EXHIBITS AT THE RIO OIL & GAS EXPO AND CONFERENCE

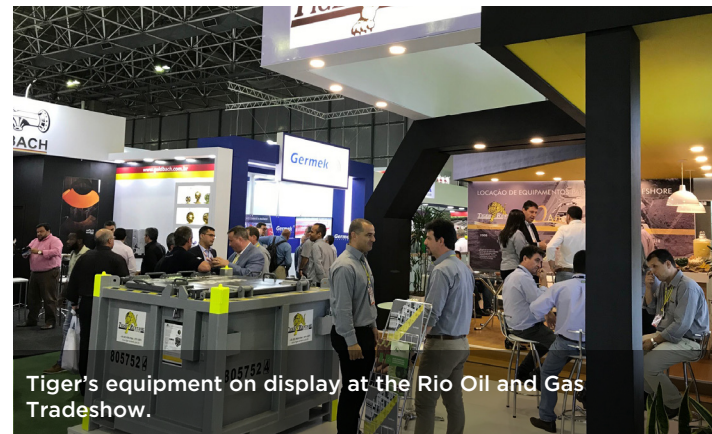
The 2018 Rio Oil & Gas show had more than 42,000 visitors, who participated in about 1,000 presentations, forums and arenas. There were 480 exhibitors at the show, which generated business and future investments. A positive climate of growth, a sense of progress and enthusiasm was clearly perceived at the event and the reopening of the sector was present in every detail.

“This year, the Rio Oil and Gas trade show had a lot more enthusiasm versus the last 2 previous years. Attendance was doubled so we are expecting good things out of this region in the future,” said Colby Crenshaw, Tiger Rentals President.

During the show, Tiger Rentank do Brazil threw a 10-year celebration party at our hotel for customers, vendors and team members.



Tiger's booth at Rio Oil and Gas Tradeshow.



Tiger's equipment on display at the Rio Oil and Gas Tradeshow.



Tiger Rentank do Brasil displayed outside of hotel where party was held.



Applause by party attendees during celebration.



Sr. Moises Steffanelo and Bráulio Steffanelo, Tiger partners from the beginning.



Mauro Cassaniga, William Drost, Bráulio Steffanelo with Colby Crenshaw and Sr. Moises receiving awards.

# TIGER TRINIDAD CELEBRATES

## 15TH ANNIVERSARY

Tiger Trinidad celebrated 15 years into Trinidad in October this year. Our tremendous growth in operations has expanded to our Caribbean and Latin American neighbors. Our staff has grown to 65 with many other contracted workers (approximately 30-40) on standby. Leaders in CCU's, waste management and tank cleaning operations TTTU possesses a proven record in the region.



Tiger Trinidad employees enjoying themselves at the celebration.



Tigresses of TTTU.



Trinidad team plays a game with the hula hoop.



It's all fun and games with musical chairs.



And the kids had their time!



Mrs. Roshan & daughter with painted faces.

# TIGER TAKES IN SOUTHEAST ASIA

AT THE OGET SHOW IN THAILAND

David McCormack and Garry John Hutton are spear-heading Tiger Offshore's footprint in Southeast Asia. Shown below, the pair are exhibiting at the Oil and Gas Thailand Expo to expand our market base in the region with a strong focus on shorebase operation in tank cleaning and treatment solutions.



Garry John Hutton and David McCormack at the OGET Show in Thailand.



The Tiger team meets with clients at the show.

# TIGER THROWS DOWN AT THE

ABC OUTDOOR EXTRAVAGANZA

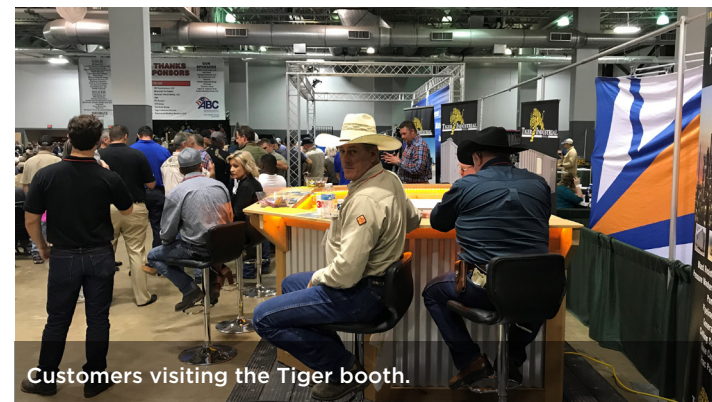
On October 5th the Tiger Industrial team participated in the ABC Show where they focused on pumps, mats and blast resistant buildings for the Southeast Texas Region.



Left to right: Stephen Mouton, Sam Kash, Joe Chaisson, Chad Jeffcott and Micah Lambert working the show.



Amy Casses, Tal Cowan, Garrett Cathriner and Sam Kash.



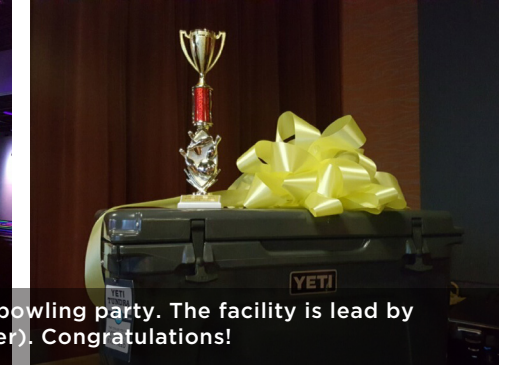
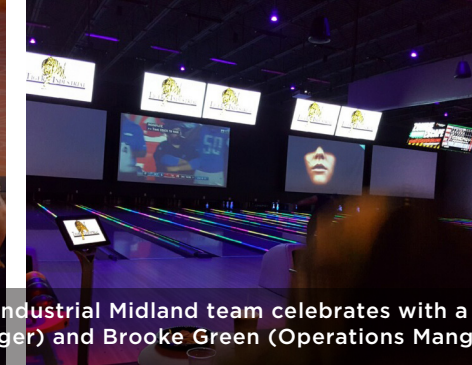
Customers visiting the Tiger booth.

# MIDLAND INDUSTRIAL TEAM BOWLS

A STRIKE WITH A RECORD YEAR IN PERMIAN SALES



After a record year in sales, the Tiger Industrial Midland team celebrates with a bowling party. The facility is lead by Michael Popino (Permian Branch Manager) and Brooke Green (Operations Manger). Congratulations!



# MIDLAND GIVES THANKS FOR

EXCEEDING EXPECTATIONS 2018

Continuing the celebrations, Tiger Industrial and Tiger Safety in Midland held a Thanksgiving luncheon at the yard for all employees. We are thankful for a busy and fruitful year. Furthermore, we are grateful for all of the hard work and dedication every team member has given throughout the years.



Left to right: Carlos Columbie, Hector Almaguer.



Left to right: Lourdes Landaverde, Steve Parra, Edward Jimenez, Ralph Trevino.



Tiger Safety Team: Madie Kilcrease, Oscar Rios, Armondo Olguin, Crystal Vargas, Craig McGeHee & Clay Lewis.

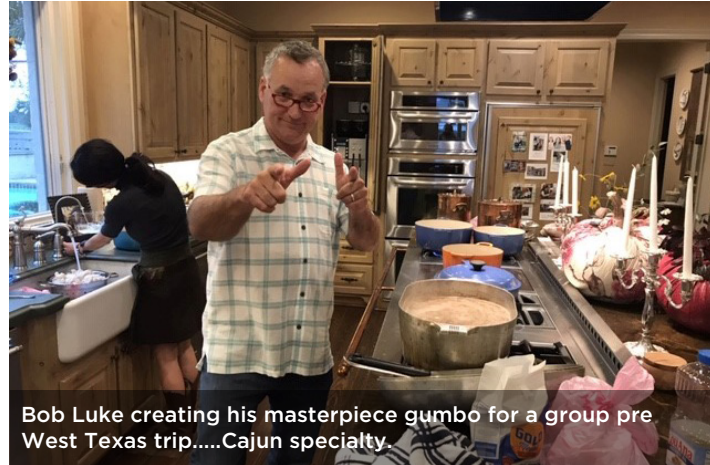


# TIGER, PMI & DRAGON TEAM UP

## AT PBIOS (PERMIAN BASIN INTERNATIONAL OIL SHOW)

The Permian Basin International Oil Show is a three-day gathering of producers, service companies, investors and innovators, where ideas are exchanged, friendships are made and deals are born. Since the end of World War II, the oil show has grown to represent the very fabric of a great industry. It serves as an international marketplace, where hundreds of booths and exhibitors fill the Ector County Coliseum.

Tiger exhibited with an outside booth at PBIOS along with Dragon Products in October, despite the rain and freezing temperatures. Business in the Permian has been fantastic, so to show appreciation to our clients, we threw a customer hospitality party while at the show in Odessa!



Bob Luke creating his masterpiece gumbo for a group pre West Texas trip.....Cajun specialty.



Casey Crenshaw gives the opening speech at the PBIOS employee pre-meeting.



The Tiger team gears up for the show in 30° rainy weather at the pre-show meeting.



The Tiger and Dragon Booth at PBIOS in Odessa, TX.



Leadership / Directors tour of Tiger campus in Midland.



What's Dragon pump doing in West Texas? This was a fascinating tour for the Tiger Team.



Michael Popino and Colby Crenshaw welcoming customers at the customer hospitality party.



Tiger Industrial, Tiger Safety and PMI team getting ready for the big event.



Tiger Safety, Tiger Industrial, PMI and Dragon Products personnel with clients.



Willo Crenshaw, Colby Crenshaw and Casey Crenshaw make an appearance at the party.



Colby Crenshaw, Cynthia Bowen, Justina Beard (Dragon Products) and Stephen Mouton working the party.



Tiger team is tearing it up on the dance floor.



Tiger Safety Operations team members and clients.



Posing with "George Strait" (aka Derek Spence) from the headliner band.

# TIGER COMPETES AT F5

## (FIN FEATHER FUR FOOD FESTIVAL)

It's all fun, food and fellowship at the 15th Annual AADE (American Association of Drilling Engineers) National Fin Feather Fur Food Festival in Tomball, TX. Established in 2004, the Houston based F5 fund raiser had 100 cooking teams competing and serving food from hors d'oeuvres and entrées to deserts. The teams were judged by a select panel containing a number of nationally known chefs. Door prizes valued in the 10's of thousands of dollars were given away during the event.

Proceeds from the F5 helps support the AADE activities and the Knowledge Box program as well as other educational initiatives.

We had a great Tiger & PMI turnout with personnel showing up to work the event from Port Fourchon, LA to Dilley, TX. Thank you to everyone for your efforts in a great show!



Tiger Rentals booth at F5 2018.



Matt Hebert, Anthony Fazio & Paul Fussell serving Tiger tacos.



William Drost and Colby Crenshaw posing with Oilfield Christian Fellowship members.



Wayne LeJune and Frank Allday.



Chris Walker and Staffon Richard.



Paul Fussell with clients at our booth.

# TIGER OFFSHORE HAS STRATEGIC MEETINGS & TEAM BUILDING

Tiger Offshore held a team building and strategy meeting on October 18th - 19th. Hosted in Broussard, LA, the team spent the evening of the 18th at Rock 'N Bowl in a fierce competition of TX vs. LA with Texas pulling off the victory by a small margin. The team also indulged in some on stage karaoke.

The following day strategy and sales meetings were held for both the Operations and Sales Teams. Topics for the Sales Team were competition, an optimistic list of work for 2019, and focus on customers with dips in revenue during 2018. The Operations Team concentrated on equipment compliance and testing procedures. Tiger Offshore is looking forward to a great 2019.



Tiger Offshore Team training.



Broussard Offshore Ops Team, L to R: Mark Bourque, Larry Lege, Zayne Comeaux, Kevin Simon, Holden Primeaux.



Jack Gooch and Chris Walker leading karaoke after day of training.



L to R: Wes Hunter, Roy Sonnier, Crystal Hughes, Kelly Chermie, Jimmy Hebert, Danny Fisher, Jordan Hickox, Chris Breaux, Eric Marcel & Staffon Richard



L to R: Chris Walker, William Drost, Cary Walker, JJ Cranson, Dani Gonzalez, Ronnie Jones, Stuart Ritz, Nasir Malhi, Paul Fussell and Kelsey Dean.



Stuart Ritz & Cary Walker working on cap x, revenue growth plans and shipments for Middle East.

# TIGER SAYS THANK YOU

## TO CHARLES PALOMBO AFTER 13 YEARS OF SERVICE

For many years, Charles Palombo has been dispatching for Tiger Offshore. From the early days in Cameron, LA, to Port Fourchon, and then Broussard, LA, Charles has been a large part of the Tiger Offshore Gulf of Mexico business. Charles once asked if we could rent the yard dumpster to a customer due to the fact that all of our Waste Skip stock was out on rent. Rarely, if at all, was a rental missed. If a customer called for an 8' x 10' container, he might have ended up taking an 8' x 20' after speaking with Charles. He knew the customers, he knew the team, and most of all, he understood the business and exercised true salesmanship.

On 10/19/2018, Tiger held a retirement party at the Broussard, LA location to celebrate his career and accomplishments. Charles Palombo is one of a kind and will be missed. Some of Charles' family attended the party including his wife, daughter, granddaughter and other family members.



Colby & William present Charles with gifts and bid him farewell during his retirement party.



Tiger Offshore Operations and Sales team members gather together to wish Charles well in his retirement.

# TIGER/PMI JOINS TOGETHER FOR

## A PROSPECTING & SALES WORKSHOP

The sales and management team for Tiger Safety, PMI, Tiger Industrial and Tiger Offshore met at the Petroleum Club in Lafayette in November for a prospecting and sales workshop. The purpose of the meeting was to better understand the POWER of managing a process and to commit to the prospecting and sales process. The group discussed, role played and constructed processes that will produce much quicker internal and external intelligence to a central source in order for our service groups to have a smarter and swifter first sales call. It was discussed and agreed in detail that the direction and prioritizing of our sales people and their efforts must not be the sole responsibility of the salesperson. Management must step into the process with the sales folks and be a part of prospecting and prioritizing as well as direct involvement of the sales cycle. We are all looking forward to great results.

This was led and organized by Bob Luke and his team. And a good job to Morgan for her hard work.



Bob Luke, Tiger Safety General Mgr / Tiger Rentals Business Development & Opportunity Enhancement, addresses personnel from Tiger Safety, Tiger Offshore, Tiger Industrial and PMI.



Mike Book (PMI), Jack Gooch (Tiger Offshore), Roy Sonnier (Tiger Offshore), Rodney Richeaux (PMI) & Chris Breaux (Tiger Offshore)



Tiger Offshore and PMI employees discussing how to increase sales in 2019.

# TIGER OFFSHORE IS EXPANDING

FROM CANADA TO THE MIDDLE EAST

In September, Paul Carter joined the Tiger Offshore team to enlarge our Canadian footprint. As a result, Staffon Richard was promoted to Cameron Branch Manager and Louisiana Sales. In addition, Nasir Malhi moved from the Middle Eastern region to join the Offshore team as Lead Accountant.



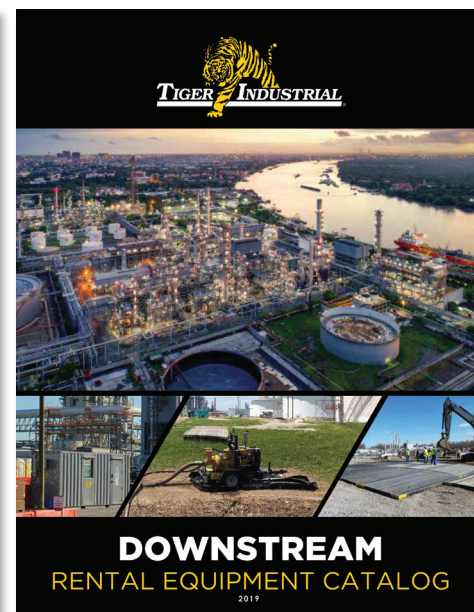
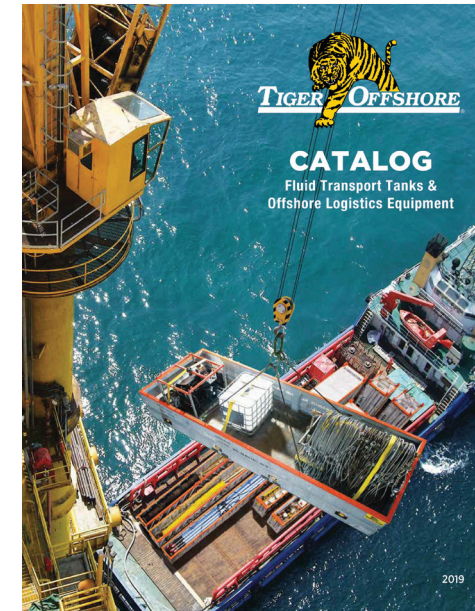
William Drost with Paul Carter who is our new East Canada Sales & Ops

In October, Wes Hunter assumed responsibilities as Sales Manager for the Gulf of Mexico/ Louisiana region. Wes will oversee the Louisiana sales team going forward and focused on generating new sales and clients. Tiger acquired Rigzone forming Tiger Rentals UAE, when Saleem Syed and his team joined Tiger. The Abu Dhabi production facility is located in Al Markaz Industrial Area.

## CHECK IT OUT...

TIGER MATERIAL IS HOT OFF THE PRESS!

Please be encouraged to check out these new catalogs and brochures to assist in your cross selling efforts across Tiger divisions.





THE  
FUTURE STARTS  
*Today*

Tiger Rental Group is U.S. based energy rental and services company that serves the onshore and offshore upstream, midstream, and downstream markets globally. Our reliable rental equipment and services reach across drilling, completions, production, pipeline, petrochemical and refining. Our core rental assets include pumps, offshore cargo carrying equipment, fluid tanks, power generation, temporary matting, flowback and production, and safety equipment, along with support services, such as automated tank cleaning, waste treatment, chemical fluids mixing, packaging and transfer, and logistics solutions. At Tiger, our business philosophy is to provide reliable equipment within a safe and professional culture with a "Make it Happen" attitude.

WWW.TIGERRENTALS.COM